



**BANK ALFALAH ANNUAL REPORT 2013**

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# OUR COMPANY

Bank Alfalah Limited was incorporated as a public limited company on June 21, 1992 under the Companies Ordinance 1984. Its banking operations commenced from November 1, 1997. The Bank is owned and operated by the Abu Dhabi Group and is the sixth largest Bank in Pakistan. Bank Alfalah conducts business through a network of 574 branches across 196 cities in Pakistan with an international presence in

Afghanistan, Bangladesh, Bahrain and a representative office in the UAE. The Bank provides financial solutions to consumers, corporations, institutions and governments through a broad spectrum of products and services, including corporate and investment banking, consumer banking and credit, securities brokerage, commercial, SME, agri-finance, Islamic and asset financing.





# COMPANY INFORMATION

## Board of Directors

**H.H. Sheikh Hamdan Bin Mubarak Al Nahayan**  
Chairman

**Mr. Abdulla Khalil Al Mutawa**  
Director

**Mr. Abdulla Nasser Hawalleel Al-Mansoori**  
Director

**Mr. Khalid Mana Saeed Al Otaiba**  
Director

**Mr. Ikram Ul-Majeed Sehgal**  
Director

**Mr. Nadeem Iqbal Sheikh**  
Director

**Mr. Atif Bajwa**  
Chief Executive Officer

## Board Audit Committee

**Mr. Abdulla Khalil Al Mutawa**  
Director

**Mr. Khalid Mana Saeed Al Otaiba**  
Director

**Mr. Nadeem Iqbal Sheikh**  
Director

**Mr. Yasar Rashid**  
Secretary

## Board Strategy and Finance Committee

**Mr. Abdulla Khalil Al Mutawa**  
Director

**Mr. Khalid Mana Saeed Al Otaiba**  
Director

**Mr. Ikram Ul-Majeed Sehgal**  
Director

**Mr. Atif Bajwa**  
Chief Executive Officer

**Mr. M. Ittikar Shabbir**  
Secretary

## Board Risk Management Committee

**Mr. Khalid Mana Saeed Al Otaiba**  
Director

**Mr. Abdulla Khalil Al Mutawa**  
Director

**Mr. Ikram Ul-Majeed Sehgal**  
Director

**Mr. Atif Bajwa**  
Chief Executive Officer

**Mr. Haroon Khalid**  
Secretary

## Board Human Resource Committee

**Mr. Abdulla Khalil Al Mutawa**  
Director

**Mr. Khalid Mana Saeed Al Otaiba**  
Director

**Mr. Nadeem Iqbal Sheikh**  
Director

**Mr. Atif Bajwa**  
Chief Executive Officer

**Mr. Milan Ejaz Ahmad**  
Secretary

**Chief Operating  
Officer**

Mr. Bahauddin Khan

**Company Secretary**

Mr. Mian Ejaz Ahmed

**Chief Financial Officer**

Mr. Mirza Zafer Saig

**Auditors**

KPMG Taseer Hadi & Co  
Chartered Accountants

**Registered /  
Head Office**

B. A. Building  
I. I. Chundrigar Road,  
Karachi, Pakistan.  
[www.bankalfaloh.com](http://www.bankalfaloh.com)

## BOARD OF DIRECTORS



**H.H. SHEIKH HAMDAN BIN  
MUBARAK AL NAHAYAN**

His Highness Sheikh Hamdan Bin Mubarak Al Nahayan is a prominent member of the ruling family of Abu Dhabi in the UAE. Being the Chairman of Bank Alfalah Limited, he is also the Chairman of Alfalah Insurance Company Limited. His responsibilities as part of the UAE Government include being the Minister of the UAE Federal Cabinet, Ministry of Higher Education and Scientific Research. He also serves as Chairman of Royal Jet, the premier aircraft charter company in the Middle East, operating the world's largest fleet of Boeing Business Jets (BBJs). Prior to being appointed Minister of Higher Education and Scientific Research, he served as Minister of Public Works, Chairman of the Sheikh Zayed Housing Program, Chairman of the National Transport Authority and President of the Higher Committee for UAE Civil Seaport & Airport Security and the National Media Council. Sheikh Hamdan has held positions of Chairman, Civil Aviation Department of Abu Dhabi, Chairman of Gulf Aircraft Maintenance Company (GAMCO), Chairman of Abu Dhabi Aviation and Rotating Chairman of Gulf Air.

His Highness graduated from the UAE University in Al-Ain with double majors in Economics & Administration.



**MR. ABDULLA NASSER  
HAWAILEEL AL MANSOORI**

Mr. Abdulla Nasser Hawaileel Al Mansoori is a prominent businessman of Abu Dhabi, UAE. He is Chairman of the Board, Al Nasser Holdings and Group Companies, which are involved in petroleum services, retail and industries in steel, power and real estate. He was also Director of the National Investor, Abu Dhabi, UAE. In the past, Mr. Abdulla Nasser was Director of United Arab Bank, Water & Electricity Department of Abu Dhabi, Director of Projects, ADNOC, General Industries Corporation, Abu Dhabi and Director General & Vice Chairman of General Industrial Corporation, Abu Dhabi. In addition, he held other board positions and chairmanships of Abu Dhabi Ship Building Co, PJSC.

Mr. Abdulla Nasser Huwaiteel holds a B.Sc. (Hons) degree in Electrical Engineering from Swansea University, UK.



Mr. Abdulla Khalil Al Mutawa is the General Manager of H.E. Sheikh Suroor Bin Mohammad Al Nahyan (Private Office). He is a Board Member of the UAE Banks Federation. He is also a Director of the Abu Dhabi Commercial Bank Ltd and Alfalah Exchange Company, Abu Dhabi. Mr. Abdulla Khalil Al Mutawa is a former Director of Wateen Telecom Limited, Pakistan and Warid Telecom (Pvt) Limited, Pakistan.

Mr. Abdulla Khalil Al Mutawa holds a B.Sc. in Business Administration from the University of North Carolina, USA.



Mr. Khalid Mana Saeed Al Otaiba is the Office Manager of His Excellency Dr. Mana Saeed Al Otaiba (Personal Advisor to His Highness, the President of UAE). He is also Deputy Chairman of Al Otaiba Group of Companies. Mr. Khalid is a Director of Alfalah Insurance Company Limited, Pakistan. He is also Chairman of Liwa International Investment Tourism and Royal Mirage Hotel & Resort Ltd, Morocco. He is also a Director of Ghantout International.

Mr. Khalid Mana Saeed Al Otaiba holds a Bachelor of Arts & Science degree in International Economics from Suffolk University of Massachusetts, Boston, USA.





**MR. IKRAM  
UL-MAJEED SEHGAL**

Mr. Ikram Ul-Majeed Sehgal is the Chairman of Pathfinder Group, which includes two of the largest private security companies in Pakistan, i.e., Security & Management Services (Pvt) Ltd and Wackenhut Pakistan (Pvt) Ltd., SMS Electronic Safety Services (Pvt) Ltd, Research & Collection Services (Pvt) Ltd, Facility Specialist & Multi Services (Pvt) Ltd and Virtual Remittance Gateway (Pvt) Ltd. Mr. Sehgal has served in the Pakistan Army (Infantry and Army Aviation). He is a weekly Columnist in 6 countries, a publisher of the Defence Journal and author of 8 books including "Escape from Oblivion, a 1971 Episode", published by Oxford University Press.

Mr. Sehgal is a member of the Board of Directors of Bank Alfalah Ltd, General Tyre & Rubber Company of Pakistan Ltd, Association of International Mobility, Geneva and EastWest Institute, USA (one of the largest US think tanks). He is also a Founding Member of the World Economic Forum, Switzerland, a former Member of WEF Global Agenda Council for Counter-terrorism, a Member of WEF Partnering against Corruption Initiative as well as of the Business Advisory Board and a Member of the International Organization for Migration, Geneva.

Mr. Ikram ul-Majeed Sehgal is a graduate from Pakistan Military Academy, Kakul.



**MR. NADEEM  
IQBAL SHEIKH**

Mr. Nadeem Iqbal Sheikh is the Chief Executive of Nadeem Surgical Corporation (Pvt) Limited. Mr. Nadeem is former President of the Sialkot Chamber of Commerce and Industry and twice Chairman of Surgical Instruments Manufacturers Association of Pakistan, Sialkot. He is also a former member of the General Body of Federation of the Pakistan Chambers of Commerce and Industry, Karachi.

Mr. Nadeem Iqbal Sheikh holds an M.A. in Economics from F.C. College, Lahore.



Mr. Atif Bajwa has been the President of Bank Alfalah since November 2011. He has diversified experience in banking and has held various roles within and outside Pakistan, including President of the Abu Dhabi Group (Pakistan), MCB Bank and Soneri Bank in Pakistan, Regional Head for Citigroup for the Central and Eastern Europe region, Head of Consumer Banking for ABN AMRO's Asia Pacific region as well as Country Manager for ABN AMRO.

Mr. Bajwa received his education at Columbia University, New York.



**BANK ALFALAH  
SENIOR MANAGEMENT  
TEAM**



**Mr. Atif Bajwa  
President & CEO**



**Mr. Bahauddin Khan  
Chief Operating Officer**



**Mr. Yasir Rashid  
Group Head - Audit & Inspection**



**Mr. Bashir Ahmed Sheikh  
Group Head - Special Asset Management**



**Mr. Rizq Hussain Hamdani  
Chief Compliance Officer**



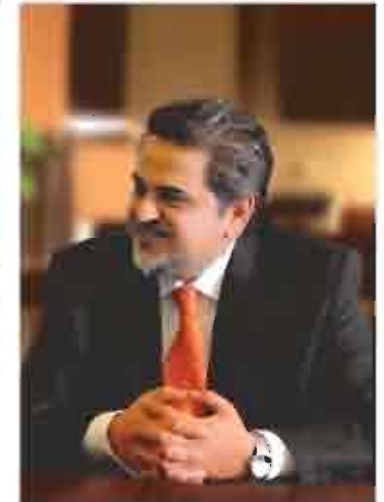
**Mr. Aly Mustansir  
Chief Marketing Officer**



**Mr. Abdul Wahid Dada  
Group Head - Operations**



**Mr. Aasim Wajid Jawad  
Head - Strategy**



**Mr. Mirza Zafer Baig  
Chief Financial Officer**



**Mr. Ali Sultan**  
Group Head - Treasury & FI



**Mr. Faisal Farooq Khan**  
Group Head - HR & Learning



**Mr. Rizwan Ata**  
Group Head - Islamic Banking



**Ms. Mehreen Ahmed**  
Group Head - Retail South &  
New Initiatives



**Mr. Khurram Hussain**  
Group Head - Retail Central & North  
and Consumer Banking



**Mr. Suhail Yaqoob Khan**  
Chief Risk Officer



**Mr. Mian Ejaz Ahmed**  
Head - Legal & Company Secretary



**Mr. Saad Ur Rahman Khan**  
Group Head - Corporate &  
Investment Banking

**Mr. Anwar Umad Ali**  
Chief Information Officer

**Mr. Imran Zaffar**  
Head - Merchant Banking

# CHAIRMAN'S MESSAGE



2013 has been a year of growth, productivity and continued transformation for the Bank, amidst a challenging operating environment. Despite the tough economic conditions, the Bank has reported profitability against key performance indicators. We reached the 547 branch mark last year, introduced innovative products including cash management, mobile banking and payroll solutions, listed two successful TFCs at the KSE, remain the largest issuer and acquirer of credit cards in Pakistan and the second largest Islamic Bank with 140 dedicated Islamic Banking branches countrywide. We continue to also take measures to enhance efficiency and controls in order to mitigate risk and improve transparency. Further, with a strong leadership team now in place, the Bank is poised to achieve its growth trajectory in 2014 and beyond.

Whilst we remain cognizant of the challenges that lie ahead, our commitment to Pakistan and its people remains strong.

On behalf of the Board, I would like to take this opportunity to express our appreciation to the State Bank of Pakistan for the continued support they extend towards us. I wish to also thank Atif Bajwa and his team for their continued efforts; under his leadership, we are optimistic that Bank Alfalah will continue to sustain its positive thrust and build upon this momentum in the days to come.

Thank you.

**H.H. Sheikh Hamdan Bin Mubarak Al Nahyan**  
Chairman

**“We continue to also take measures to enhance efficiency and controls in order to mitigate risk and improve transparency.”**

# DIRECTORS' REPORT TO THE SHAREHOLDERS

Dear Shareholders,

On behalf of the Board of Directors, I am pleased to present the Directors' Report of the Bank along with the audited financial statements and auditors' report for the year ended December 31, 2013.

## ECONOMIC REVIEW

2013 was a historic yet challenging year for Pakistan's economy, wherein it continued to endure challenges, despite renewed optimism over long term macroeconomic fundamentals. A key landmark event for the year was the democratic transition following elections in May 2013.

The government pledged an ambitious economic reform agenda, aiming to address Pakistan's medium and long term problems. These reforms, however, faced bottlenecks in the wake of deteriorating foreign reserves. Therefore, the government opted for a 3 year Extended Fund Facility (EFF) amounting to USD 6.6bn with IMF. This fresh loan is intended to help Pakistan avert Balance of Payment crisis due to weak capital flows and large loan repayments (IMF's earlier loan+ other program loans).

The key focus area of the government's reforms remains implementing fiscal consolidation measures. These measures include adjustments in power and gas tariffs, restructuring of the entire energy chain, tax enforcement program, reorienting monetary policy, rebuilding of foreign exchange reserves and privatization. These steps have resulted in renewed optimism over Pakistan's economy which is paving the way for significant bilateral and multilateral foreign flows over the near term. This is also evident by the re-rating of our equity bourse, which has risen 35% since the smooth transition of power.

Economic framework announced by the government allowed the State Bank of Pakistan to slash the key policy rate by 50bp to 9% in its monetary policy statement in June 2013. The next two policies, however, witnessed two consecutive hikes in benchmark interest rates by 100bp. The tightening stance came on the back of rising inflationary pressure, deteriorating exchange rate and weak external position. Going forward, the inflationary trend is likely to hinge upon a second phase of energy tariff rationalization plan and stability in food prices.

Real GDP growth slipped to 3.6% during FY13 as compared to 4.4% in FY12. The agriculture sector recorded growth of 3.3% against previous year growth of 3.5%, as the sector was affected by heavy rains and monsoon flooding during Kharif season. The performance of the services sector also remained subdued due to decline in growth rates of transport, storage and communication, general government services and other private services. The Industrial sector recorded growth of 3.5% against 2.7% last year. The sector grew with broad-based recovery in large scale manufacturing, construction and mining & quarrying.

Headline inflation measured by the Consumer Price Index (CPI) averaged at 7.69% in CY13, hitting its low of 5.1% in May and peaking at 10.9% in November 2013. Trade balance during CY13 recorded a deficit of USD20.21bn as compared to a deficit of USD 15.67bn in CY12. The surge is due to increase in import bill by 8% YoY to USD 45.4bn in CY13 as compared to USD 42bn in CY12. Remittances, on the other hand, played an important role in providing respite to the current account, which grew by 4.4% to USD 14.6bn in CY13.



**“THIS YEAR, WE INTEND  
TO FURTHER EXPAND OUR  
FOOTPRINT IN ORDER TO  
ENHANCE ACCESS  
AND CONVENIENCE FOR  
OUR CUSTOMERS.”**

**ATIF BAJWA - DIRECTOR & CHIEF EXECUTIVE OFFICER**



# "THE YEAR 2013 WITNESSED GROWTH AND TRANSFORMATION FOR THE BANK."

Weak external account along with IMF repayments resulted in foreign exchange reserve of the country dropping to USD 8.31bn at the end of CY13, down 40% from USD13.86bn at the beginning of the year. As a result, Pak Rupee depreciated by 8.33% against USD during CY13.

The new government has a clear mandate to follow its economic manifesto of restructuring and privatization. The equity bourse and business community at large has shown confidence in their ability to enhance economic prospects. Going ahead, approval of GSP+ status, privatization proceeds, 3G auction, likely realization of CSF payments, optimistic outlook on FDIs along with other multilateral/bilateral flows are expected to keep Balance of Payments (BOP) and exchange rate stable. Over the last month in CY13, foreign exchange reserves with SBP increased by USD 430mn whereas Pak Rupee has swiftly gained 3% against the USD. On the back of these developing scenarios, we anticipate economic landscape to remain relatively upbeat during CY14, as Pakistan gradually inches closer to achieving growth rates that are commensurate with the potential the country has to offer.

## BANKING SECTOR REVIEW

The country's banking sector witnessed yet another mixed year as loan growth, despite some pick up, remained relatively stagnant at 6% for the year. Sector deposits, which grew at 9% resultantly found their way into investments, which increased by 18% YoY.

Net Interest Margins (NIMs) continued to remain under pressure, as lending rates reflected the last leg of monetary easing, with the discount rate bottoming out at 9% in June. This was followed by monetary tightening of 100bp. However, the impact on margins was muted due to changes

in regulations governing the minimum rate payable on savings deposits, where the decision to link the same to fluctuations in discount rate capped the benefit of monetary tightening for the sector. Banks, as a result, turned their attention to non-Interest Income, especially capital markets, which helped nullify impact of lower net interest income to a certain extent.

Positive news flow, albeit marginal, transpired on the asset quality front as non-performing loans for the sector reduced to PKR 604 billion as of September 2013 from PKR 615 billion at the start of the year.

Going forward, the recent monetary tightening may support the sector's margins; however, sector efforts are likely to be focused on recoveries of outstanding non-performing loans and cost efficiencies.

## THE BANK'S PERFORMANCE

The year 2013 witnessed growth and transformation for the Bank, as we invested in the creation of a robust, sustainable organizational infrastructure spanning across the following four dimensions: people, products, services and technology. Despite the challenging operating environment, our financials indicate that the Bank is well on target with respect to budgeted key performance indicators. We have closed the year with solid results demonstrated by the Bank's balance sheet growth of 14%, amidst last year's declining interest rate environment.

2013 witnessed a series of milestones for the Bank which are detailed in this report. In summary, we opened 103 new branches and commissioned 122 new ATMs bringing our network to 574 branches and 507

ATMs, introduced bespoke products such as cash management, payroll accounts and doorstep banking facilities including mobile and internet banking, and listed a successful TFC at the KSE during the year. Further, we successfully retained our position as the largest acquirer and issuer of credit cards in Pakistan, and remained the second largest Islamic Bank in the country with 140 dedicated Islamic Banking branches country wide.

We have invested in human capital by putting in place an experienced leadership team to help us spearhead progress and results. On the technology front, we have migrated our branches to the T24 system in order to equip us with a more robust, competitive and value-additional interface for our clients. With this we are likely to witness the advantages of faster turn-around-time, smoother online transactions and more efficient operations, all leading to a better environment for our employees and customers.

While the Bank is in promising shape, it is vital to recognize that the road ahead will continue to remain challenging. Our eventual aim for the Bank is to create a financial ecosystem that enhances transacting convenience for our clients. Therefore, we are continuously seeking to build an enabling and ambitious operating environment which will help us deliver better results and maximize shareholder value.

#### **BRANCH NETWORK**

As part of our 2013 branch expansion plan, we have added 103 new branches to our widespread branch footprint. As of year-end 2013, we stand at a network of 574 branches, including 140 Islamic Banking branches, 10 foreign branches (7 in Bangladesh and 3 in Afghanistan) and 1 offshore banking unit in Bahrain. We aim to continue building upon this

momentum in 2014 in order to further widen our network and therefore enhance customer access, service quality and convenience.

#### **PRODUCT INNOVATION AND CUSTOMER SERVICE QUALITY**

With our strategic thrust heavily focused on client centricity, we strive to harness and deliver financial solutions that are bespoke, innovative, responsible and sustainable for our customers. During 2013, we invested in better understanding the evolving needs of our client base in order to pursue a long term strategy of product innovation - one that is relevant and hence useful. Some notables from last year include the following:

In line with our efforts to meet global banking benchmarks and improve customer security and access, we began converting all our credit cards to chip based cards. This is another step by the Bank to create a payments ecosystem which provides state of the art, technologically advanced financial solutions to enhance the customer experience.

On the SME front, I am pleased to report that we continue to remain one of the top SME Banks in Pakistan. The SME sector contributes 30% towards the country's GDP, employs more than 70% of the non-agricultural workforce, and generates 25% of export earnings. However, SME lending constitutes only 16% of total lending and only 4% of total banking customers. Therefore, to meet the growing requirements of this market, we have introduced designated SME hubs across the country in order to facilitate customers through structured SME product offerings. We are also cognizant of the fact that SMEs would like to see a more encompassing, comprehensive approach by Banks, by providing them with financial solutions that go beyond lending. To this end, the Bank has

introduced non-financial advisory solutions to SMEs, through designated Business Advisory Managers and sector specialists in the field. Specifically, we have also joined hands with IFC to launch the SME Toolkit in Pakistan, an industry first in the country. This online toolkit is designed to provide existing and prospective entrepreneurs with tools and advice on establishing and sustaining a small and medium enterprise. This web portal will officially be launched in the first quarter of 2014.

To progress our aim to become the Best Transaction Services Bank in Pakistan, our cash management unit has been working closely with institutional clients to provide them with state of the art tools which help improve their transactional flow and provide effective liquidity management. Similarly, we have also introduced doorstep banking facilities in 2013 including mobile and internet banking for our clients. With this diverse alternate delivery channel suite in place, we hope to create a payments ecosystem that incorporates a wider audience within the financial ambit in Pakistan.

Additionally, to augment our ambitious growth plan and become a stronger service driven Bank, we introduced a Sales Management Program for our employees in 2013. This initiative will enable us to build a customer centric banking model. It will also help enhance sales productivity through developing robust, innovative product and distribution platforms as well as by implementing a structured, sustainable sales approach across the Bank.

Other efforts to improve customer experience last year include the training of over 1,000 employees on customer service to ensure a significantly enhanced experiential interface for our customers. We have revamped our complaint handling platform to promote transparent handling of

customer issues. Our Voice of Customer survey result vis a vis closure on complaints has improved significantly from approximately 55% customer satisfaction with complaint closure at the end of 2012 to 80% as of the end of 2013. The Bank has also introduced a service monitoring platform to reinforce service levels that our customers have come to expect of our brand and ensure that these are consistently made available to them across all touch points.

Most importantly, we have also taken steps to strengthen investor confidence by enhancing transparency, systems and controls across the Bank. We continue to improve our risk architecture with a view to mitigating operating, credit, market and reputational risk. Details of the measures taken are outlined in this report below.

As mentioned earlier, our core banking system has changed from a decentralized one - we have implemented new procedures and systems at all our Conventional branches and now our Islamic branches are following suit.

The results of our collective efforts are being reflected in our continuously increasing share price, which is indicative of the market's growing confidence in the Bank. With a robust product, services, technology and human capital platform in place, we hope to build upon this momentum in 2014 and deliver promising results.

# “I FIRMLY BELIEVE THAT OUR PEOPLE ARE OUR GREATEST ASSET.”

## HUMAN RESOURCE AND ADMINISTRATION

I firmly believe that our people are our greatest asset. Hence, attracting, recruiting, training and retaining top talent remains a key priority for the Bank, one which we have focused on significantly during 2013. Last year witnessed considerable transformation in our management team with a view to strengthening our organization. As a result, we now have in place a leadership team with extensive local and global experience in the financial services industry. I am confident that this will be a key ingredient in helping us build a strong, reputable brand.

Additionally, we have taken steps in the areas of talent acquisition, performance management, compensation, HR Insights, organizational development and learning during 2013. Some of the key initiatives include the refreshing of our performance management framework. This new system establishes objective performance based measures which aim to rewarding performance at all levels. Moreover, the launching of the Employee Stock Option Scheme for senior management was another initiative for motivation and retention of select staff at the Bank.

Further, listening to employees is absolutely critical in helping us improve our business. In line with this commitment, we launched the Gallup Q12 Employee Engagement Survey (EES) at the Bank in 2013, to solicit open and constructive feedback on our workplace environment, opportunities, employee engagement and how to become an ‘Employer of Choice’. We hope to make this an annual exercise while following through with concrete action plans.

Learning and development was another focus area for improvement last year. Through increased investment in this domain, we continue to

strengthen the quality and frequency of trainings provided to our employees, both in house and externally. In the days to come, we hope to provide our staff with added learning opportunities both in Pakistan and abroad as appropriate for their requisite skill set.

**“WE HAVE TAKEN STEPS IN THE AREAS OF TALENT ACQUISITION, PERFORMANCE MANAGEMENT, COMPENSATION, HR INSIGHTS, ORGANIZATIONAL DEVELOPMENT AND LEARNING DURING 2013.”**

As we progress through 2014 and beyond, we will continue to make strategic investments in our human resource platform as this constitutes a fundamental pillar in contributing towards the Bank’s performance, delivery and success.

## OPERATING RESULTS

	Rupees in '000	
	2013	2012 [re-stated]
<b>BALANCE SHEET</b>		
Shareholders' Equity	28,265,616	25,501,657
Total Deposits	525,525,770	457,044,400
Total Assets	610,614,291	536,567,969
Advances – net	260,779,850	233,933,358
Investments – net	219,690,369	189,486,762
<b>PROFIT AND LOSS ACCOUNT</b>		
Profit before taxation	6,807,211	6,783,202
Taxation	(2,131,261)	(2,227,081)
Profit after taxation	4,675,950	4,556,121
Earnings per share	Rs. 3.47	Rs. 3.38

Bank's performance is reflective of its strong underlying fundamentals. Bank has managed to grow its balance sheet amidst a difficult macro-economic and business environment, with total assets reported at Rs. 610,614 million at year end 2013, an increase of 13.8% over last year. Bank has managed to increase its deposit base by 15% to Rs. 525,526 million while improving its deposit mix. Advances (net) have grown to Rs. 260,780 million at December 31, 2013 as compared to Rs. 233,933 million recorded at last year end. Gross advances to deposits ratio was 52.1%. Investments (net) level has increased by 15.9% to Rs. 219,690 million.

Bank has also successfully issued its Fifth, Rated, Listed and un-secured Sub-Ordinated Term Finance Certificates amounting to Rs. 5,000 million during the year, which has further strengthened the balance sheet.

The Bank's profit before taxation for the year increased to Rs. 6,807 million as compared to Rs. 6,783 million last year. Earnings per share were reported at Rs. 3.47 as against Rs. 3.38 reported last year. Despite low interest rates levels witnessed during the year, the bank has registered net markup income of Rs. 16,895 million for the year as compared to Rs. 18,580 million recorded last year. This is mainly attributable to bank's focus on earning assets, which have increased from last year. Bank's net provision against non-performing loans and advances has improved to Rs. 955 million as compared to Rs. 1,849 million last year. Provision against investment for year was Rs. 95 million as compared to Rs. 1,709 million last year.

Non mark-up income has also increased by 13.7% to Rs. 8,279 million, which includes contribution from fee based income of Rs. 2,800 million. Bank has also registered healthy capital gains on sale of securities of Rs. 1,589 million.

Administrative expenses have increased to Rs. 17,289 million in the current year as compared to Rs. 15,204 million last year, which is mainly attributable to inflationary pressure and branch network growth. The bank has remained focused on improving its operational efficiency and introduced new initiatives on cost controls during the year.

The NPL level has improved to Rs. 17,947 million at year end as compared to Rs. 22,182 million last year. Our NPL to gross loans ratio continues to be lower than that of the overall industry in general, with NPL ratio of 6.6%.

# “BANK ALFALAH IS POISED FOR SUSTAINABLE AND PROFITABLE GROWTH THROUGH ENHANCED CUSTOMER’S ONBOARDING EXPERIENCE.”

The Bank is adequately capitalized and has implemented the Basel-III reporting framework in line with State Bank of Pakistan requirements during the year.

The Bank strives to continuously improve its performance through introduction of new products and services for its customers. Our results are a testimony to the soundness of our vision and strategy in this challenging business environment.

## CREDIT RATING

PACRA, a premier rating agency of the country, has rated the Bank 'AA' (double A), Entity Rating for the Long Term and A1+ (A one plus) for the Short Term. These ratings denote a very low expectation of credit risk, a strong capacity for timely payment of financial commitments in the long term and the highest capacity for timely repayment in the short term, respectively. The unsecured subordinated debt (Term Finance Certificates) of the Bank has been awarded a credit rating of AA- (double A minus).

## CORPORATE GOVERNANCE

1. The revised Code of Corporate Governance 2012 for public listed companies by the SECP was promulgated as part of the listing regulations of the Stock Exchanges in the year 2012. The Bank has implemented significant requirements of the revised Code, relevant for the year ended December 31, 2013. A prescribed statement by the management together with the Auditors' Review Report thereon is annexed as part of the Annual Report.

2. Statement under clause XVI of the Code:

a) The financial statements, prepared by the management of the

Bank, present the Bank's state of affairs fairly, the result of its operations, cash flows and changes in equity;

- b) Proper books of accounts of the bank have been maintained;
- c) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment;
- d) International Financial Reporting Standards, as applicable to banks in Pakistan, have been followed in preparation of financial statements and any departures therefrom have been adequately disclosed and explained.
- e) The system of internal control is sound in design and has been effectively implemented and monitored; and
- f) There are no significant doubts about the Bank's ability to continue as a going concern.
- g) There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations duly adopted by the State Bank of Pakistan vide BSD Circular No. 5 dated June 13, 2002.
- h) Summarized key operating and financial data of last eight years has been presented as part of the Annual Report.
- i) Book value of investments and placements by Staff Provident Fund and Staff Gratuity Fund based on the respective audited accounts is:

Staff Provident Fund	Rs. 2,990.930 million (Dec 2013)
Staff Gratuity Fund	Rs. 1,129.336 million (Dec 2012)

j) The number of Board and Board Committee meetings held during the year 2013 and the attendance by each director was as follows:

S. No	Name of Director	Board of Directors Meetings	Board Audit Committee Meetings	Board Strategy and Finance Committee Meetings	Board Human Resource Committee Meetings	Board Risk Management Committee Meetings	Board Compensation Committee Meetings
	No of meetings held	5	4	7	4	4	2
1	H. H. Sheikh Hamdan Bin Mubarak Al Nahayan	4	N/A	N/A	N/A	N/A	N/A
2	Mr. Abdulla Nasser Haseeb Al Mansoori	3	N/A	N/A	N/A	N/A	N/A
3	Mr. Abdulla Khalil Al Mutawa	5	6	7	4	4	2
4	Mr. Khalid Mana Saoud Al Otalba	5	6	7	4	4	1
5	Mr. Ikram ul-Majeed Sehgal	5	N/A	7	N/A	4	N/A
6	Mr. Nadeem Iqbal Sheikh	5	6	N/A	4	N/A	2
7	Mr. Atif Dawood	5	N/A	7	4	4	N/A

k) During the year 2012, the Bank arranged an orientation course/session for its directors to acquaint them with the Code of Corporate Governance, applicable laws, their duties and responsibilities to enable them to effectively manage the affairs of the listed companies for and on behalf of shareholders. Furthermore, as per the directives of the Code, Mr. Nadeem Iqbal Sheikh completed all five parts of the Corporate Governance Leadership Skills Program offered by the Pakistan Institute of Corporate Governance under the Directors Training Programme during the year 2012, while Mr. Ikram ul Majeed Sehgal has been registered to attend and complete the said program before June 2014.

l) The pattern of shareholding is attached with this report.

m) There are no loans, TFCs, sukuk or any other debt instruments in which the bank is in default or likely to default.

n) Trading pattern in the shares of the Bank, by directors, executives, their spouses and minor children have been disclosed as part of the Annual Report.

# “BANK ALFALAH IS POISED FOR SUSTAINABLE AND PROFITABLE GROWTH THROUGH ENHANCED CUSTOMER’S ONBOARDING EXPERIENCE.”

## RISK MANAGEMENT

2013 began with Pakistan’s economy continuing to suffer from acute energy shortages, political uncertainty, deteriorating law & order, and depleting FX reserves. While major reduction in interest rates had provided some respite to the borrowers, the negative impact of these macroeconomic factors has led to a further surge in production costs for manufacturing and service sectors alike. As these economic issues continued to take their toll on the asset portfolios in the banking sector, the financial institutions had to fortify the risk management processes and early warning systems to better respond to these challenges. This situation demanded further strengthening of our Bank’s risk management controls on credit underwriting and portfolio management and enhancing the risk culture within the Bank. Risk Management function of the Bank continued to play a pivotal role in providing not only the necessary control environment but also enabling and supporting the businesses in optimizing growth within the risk parameters laid down by the Board. A number of new initiatives were introduced in all major areas of Risk i.e. Credit, IT Security, Market, Liquidity, and Operational to achieve this core objective.

The Credit Risk Management framework continues to evolve to address business segment-specific risk through specialized credit risk functions for corporate banking, Islamic banking, commercial & SME banking, agricultural financing, and foreign operations. These functions perform customer-based risk assessment under a pre-defined credit approval process, and are geographically disbursed where necessary in order to be closer to the businesses and to improve turn-around time. To introduce further efficiencies in the Credit approval process, credit discretionary powers were also overhauled in line with the market requirements with-

out compromising on the prescribed risk standards. The rollout of Credit Initiation and Internal Rating system (CIIRS) - the indigenously developed loan origination and rating system - continued and selected branches of commercial & SME banking started submitting credit proposals electronically. The risk rating models were further refined with add-on features such as capital charge calculation and automation of facility rating model in corporate banking. In order to meet the requirement of the new SME policy of SBP, separate models for ME and SE segments were also introduced.

Despite stiff economic challenges, credit losses in Consumer Finance reduced significantly with robust underwriting standards and focused collection & recovery efforts. Already being the market leader in consumer lending, Bank Alfalah is poised for sustainable & profitable growth through enhanced customer’s onboarding experience, rigorous portfolio monitoring, strict controls and comprehensive risk acceptance criteria.







IT Security unit remained active in managing IT security risk of bank's information assets especially new products such as cash management, branchless banking, mobile banking, and internet banking. It also initiated a major overhaul of IT Security policy and baselines to bring them in line with the changing IT environment. Aside identification of IT Security risks via risk assessments, various other activities were undertaken such as monitoring of threats and vulnerabilities, investigation of reported IT Security incidents, reinforcement of IT Security risk awareness to employees via periodic communications, following up on due dates with stakeholders responsible for remediation of open issues, and reporting the status of IT Security risk to senior management and to the Board Risk Management Committee.

Market Risk function continued to perform enhanced level of monitoring, replicating many of its monitoring requirements in Foreign Operations of the Bank. During the year, Market Risk Management continued to be strengthened through implementation of advanced monitoring and

measurement tools such as Early Warning Indicators and Value-at-Risk models. A dynamic and well-defined structure with various exposure caps ensured adherence to risk appetite of the Bank. After the introduction of T-24 in Treasury Operations, many aspects of market risk monitoring were automated through MIS generated by the Core Banking system. Market Risk also worked closely with Treasury for the new initiatives such as investment in International Bonds and Derivatives, acting as strategic partners by providing guidance on mitigating risks and developing new monitoring MIS. Liquidity Risk Unit proactively shared with management various analysis on possible stress scenarios, helping in evolving an optimal investment strategy.

In Operational Risk area, the Bank achieved a major milestone when it was granted approval to migrate to Advanced Standardized Approach (ASA) for Operational Risk. This approval is given very selectively by SBP to those Banks who have met the necessary qualitative and quantitative criteria prescribed in Basel II guidelines issued by SBP, indicating a satisfactory level of sophistication in its Operational Risk function. Moving to

ASA depicts the Bank unflinching commitment towards the advanced risk management practices. ASA will also result in a capital savings in terms of Capital Adequacy Ratio (CAR).

The Bank is all geared up to meet the challenges of Basel III implementation, formally introduced by SBP from December 2013, and Risk Management team proactively analyzed various aspects of the new regulation on the Bank's capital. The results were shared with the management with the view to optimize utilization of capital. The credit planning is already undertaken on risk based approach and now Basel III will form the pivot for allocation of capital across different business lines.

### **INTERNAL CONTROLS**

At Bank Alfalah, we recognize the importance of having a sound and effective internal control environment. Systems, processes and controls have been put in place to identify and mitigate the risk of failure to achieve the overall objectives of the Bank.

The Board endorses the management's evaluation on effectiveness of overall internal controls, including ICFR, as detailed in the Statement of Internal Controls.



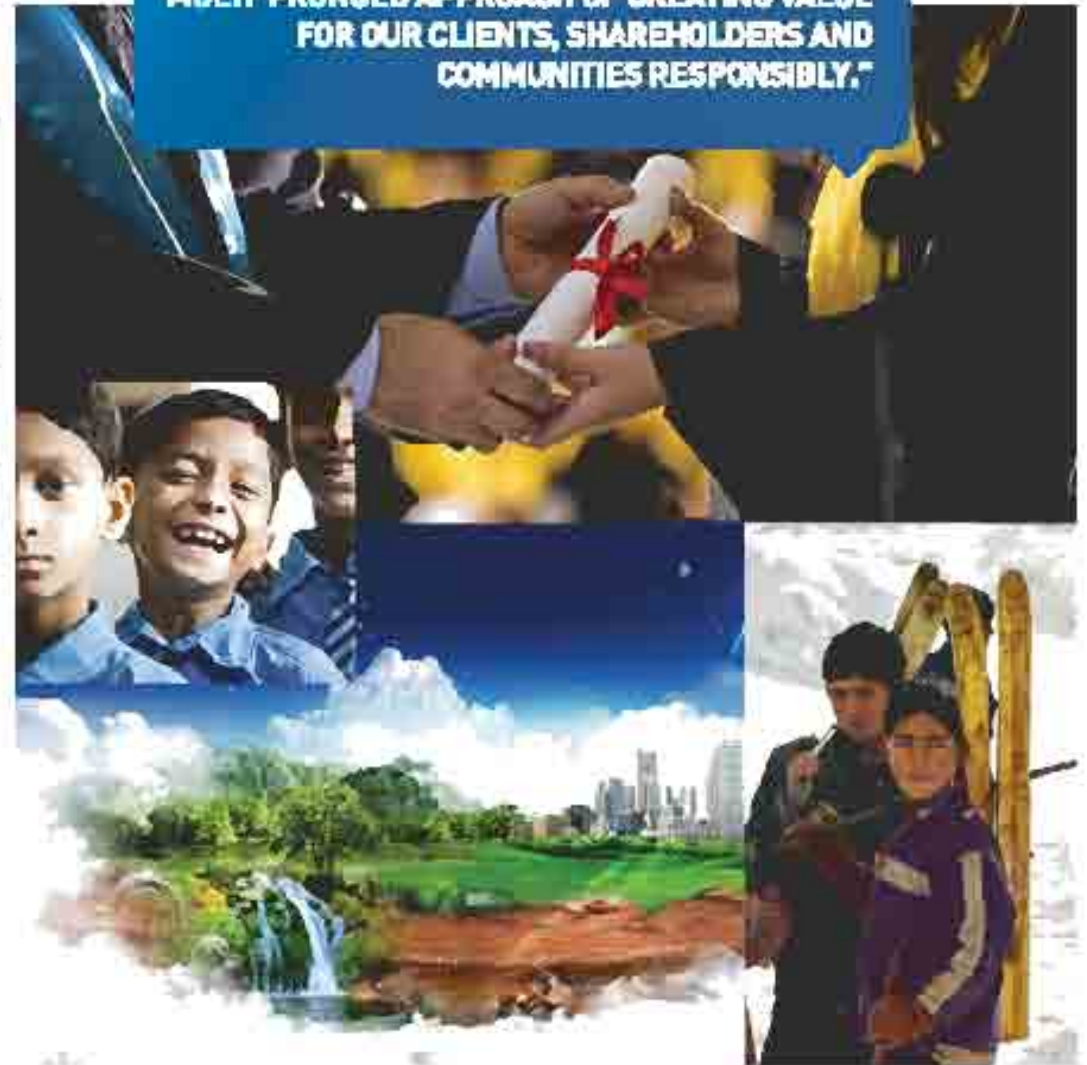
# CORPORATE SOCIAL RESPONSIBILITY

At Bank Alfalah, we aim to conduct business with a multi-pronged approach of creating value for our clients, shareholders and communities responsibly. Through an innovative business strategy, exceptional focus on customer service and experience, sustainable philanthropic investments and a diverse, engaged workforce, we reinforce our commitment to the communities where we live and operate.

During 2013, we have played a small part in creating an ecosystem which seeks to address chronic socio-economic issues in the country by supporting a variety of community projects. Some of our efforts include:

- Joining hands with the Buksh Foundation to support a solar energy initiative 'Lighting a Million Lives'. This project provides energy impoverished communities with access to solar energy in order to electrify their villages. Bank Alfalah has sponsored the electrification of the village of 112 Buddh Dhako in the District of Sahiwal, Punjab.
- Working with Acuman Fund on an 'Eradicating Poverty through Entrepreneurship Program'. Through both volunteer support and funding, this program will help us positively impact poverty alleviation, especially in the rural parts of Pakistan.
- Collaboration with the AllWorld Network for the Pakistan Fast Growth 100 (Pakistan100) Program. This is a pioneering effort to showcase and rank the most innovative and dynamic fast-growth private companies in Pakistan – a forward looking story of ambition and achievement that must be heard.

**"WE AIM TO CONDUCT BUSINESS WITH THE MULTI-PRONGED APPROACH OF CREATING VALUE FOR OUR CLIENTS, SHAREHOLDERS AND COMMUNITIES RESPONSIBLY."**



- As part of the Bank's efforts towards environmental protection and reducing carbon footprint, our employees joined hands with WWF for a 'Tree Plantation' drive at Lahore airport in 2013.
- The Bank continues to play a key role in nurturing sports including Cricket, Polo and Skiing with a view to fostering youth and community development in Pakistan. Last year we have supported Polo teams in Lahore as well as skiing competitions in the Northern Areas.
- The Bank's employees joined hands with Shaukat Khanum Cancer Memorial Hospital for its "Anti-Tobacco Awareness Campaign," with the aim of reducing tobacco intake and creating a healthier environment in Pakistan.
- The Bank's Bangladesh office introduced a novel CSR initiative last year - "Morning Storming" to demonstrate how we care. As part of this program, the Bank's employees provided free medical check-ups to all individuals at Dhanmondi Lake, in order to promote healthcare awareness and well being – the first of its kind for any Bank in Bangladesh.

We take pride in the fact that our corporate social responsibility endeavors are embedded into our overall business strategy. All our citizenship efforts, which you can learn more about in our detailed citizenship report for 2013, are underpinned by the commitment of our employees. It is their innovative ideas, solutions and relationships that drive the success of our businesses, communities and clients. It is also their dedication to volunteer time with underprivileged communities that support our CSR initiatives. For this reason, we pursue a 'Beyond Philanthropy' approach towards citizenship, so as to augment financial support with time and create real impact in peoples' lives.

## **SUBSIDIARY COMPANY**

Bank Alfalah Limited has 97.18% shareholding in Alfalah Securities (Private) Limited.

## **DIVIDEND**

The Directors recommend the payment of Cash dividend @ 20% subject to the approval of the shareholders.

## **EXTERNAL AUDIT**

Based on the consent received from the Bank's existing auditors M/s KPMG Taseer Hadi & Co., Chartered Accountants, to continue to act as auditors of the Bank, if so appointed, the Audit Committee has suggested their name to be appointed as external auditors of the Bank for the next year.

The external auditors have confirmed that they have been given a satisfactory rating under the Quality Control Review program of the Institute of Chartered Accountants of Pakistan, and that the firm and all their partners are compliant with the International Federation of Accountants' (IFAC) Guidelines on Code of Ethics, as adopted by the Institute of Chartered Accountants of Pakistan, and meet the requirements for appointment under all applicable laws.

The external auditor's re-appointment shall be subject to approval in the forthcoming Annual General Meeting.

# “I AM PROUD TO LEAD THIS FORWARD-LOOKING INSTITUTION WHICH HAS ACHIEVED SO MUCH IN A SPAN OF LESS THAN TWO DECADES.”

## LOOKING AHEAD:

2013 has been a productive year for the Bank, enabling us to fulfill our key objectives of restructuring our businesses, selecting our management team and reinforcing robust risk architecture in order to achieve and sustain solid results. Over the last several months, I have also had the opportunity to interact with our various stakeholders including investors, clients, regulators and employees. The conversations with each have almost universally been encouraging about the confidence laid in our Bank and optimism about its future direction. However, this also reiterates the standards we must aspire to attain in order to successfully meet those expectations. Therefore, with these important tasks now complete, we look ahead to build upon these foundations.

Whilst there are several accomplishments which I have outlined above and which must be recognized, yet our industry continues to tackle significant economic, operating and regulatory headwinds, which are likely to continue through this year. Politically, 2013 witnessed elections for the country with public pressure for positive transformation increasing nation-wide. In addition, whilst we are fortunate to be supported by an enabling regulatory environment by the State Bank of Pakistan, it is vital to proactively handle challenges on this front, with zero tolerance for control lapses.

Therefore, as we steer our company through the months to follow, it will be pivotal for us to focus on the following priorities, which will help determine the success of our Bank in the future:

First, deliver consistent, quality earnings through diversified revenue streams. This will require additional focus on introducing bespoke product innovation in order to remain ahead of competition, as well as lever-

age cross-sell opportunities across the Bank. Our eventual aim is to create a payments and financial services ecosystem that enhances transacting convenience for our clients.

Secondly, in line with our efforts to be the 'Caring Bank', I want our organization to be known for driving client relationships through unparalleled service quality, turn-around time and complaint resolution. To my mind, a satisfied customer is our greatest endorsement. The introduction of our recent Sales Management Transformation Program is a step in this very direction.

Thirdly, we must strengthen our on-going efforts on the cost-control front. My team and I will continue to seek ways to refine and optimize our execution strategy with a view to improving our operating efficiency. This will help us maximize the return on our investments and resources and create increased shareholder value.

Further, it will be imperative for us to have the right focus on efficiencies, risk mitigation and uncompromised controls across the organization. While we are excited about spearheading innovative financial solutions, we must remain cognizant that these have to be delivered to our clients responsibly. To this end, we will continue to build a culture of accountability for our people, their decisions and the results they produce.

We will also continue to invest heavily in our employees and their development as they are the key enablers for our growth and success. We will further strengthen our efforts to recruit and retain top talent in Pakistan's banking industry by becoming an 'Employer of Choice'.

Despite a challenging and volatile operating environment, my team and I are optimistic about the Bank's future and will continue to work towards building an organization which is viewed as indisputably strong and stable.

by all our stakeholders. Ultimately, our results will speak for themselves, and these we hope to achieve through a multifaceted strategy of planning, executing and monitoring trends and performance at all levels. It is imperative to remember that we are a people centric, service delivery organization and as such would encourage and appreciate your candid feedback on how we can do even better. I am confident that this will help us build an open, honest and constructive environment for our employees and people, based on the foundation of trust and common purpose.

I am proud to lead this forward-looking institution which has achieved so much in a span of less than two decades and where I continue to learn so much. I would like to thank you for the trust you have placed in us. You can rest assured that my team and I will do our best to live up to that trust.

## **ACKNOWLEDGEMENT**

On behalf of the Bank, I would like to thank the State Bank of Pakistan, Ministry of Finance and other regulatory authorities for their continuous guidance and support. I would also like to take this opportunity to thank our valued customers for their continued patronage and our shareholders for their valued guidance and oversight. During their recent visits to Pakistan, the Group reiterated their commitment to the Bank and to Pakistan - this was a significant vote of confidence for our employees, customers and other stakeholders.

Last, but certainly not the least, I would like to acknowledge our employees and their families whose painstaking commitment, hard work and

dedication have enabled us to work together as one team, successfully deliver upon our promise to our stakeholders and build an organization that we are all proud to be a part of.

Sincerely,



**Atif Bajwa**  
Director & Chief Executive Officer  
Bank Alfalah  
March 02, 2014  
Abu Dhabi

# FINANCIAL SUMMARY

All figures are in Rs. million

	2006	2007	2008	2009	2010	2011	2012	2013
<b>OPERATIONAL RESULTS</b>								
Total Income	24,416	31,822	35,789	40,743	42,238	49,666	53,361	52,240
Operating Expenses	5,918	8,289	9,957	11,002	12,754	14,215	15,519	17,313
Profit before Income Tax and Provision	3,264	6,906	5,310	5,028	5,604	9,758	10,342	7,857
Profit before Income Tax	2,566	4,536	1,795	1,016	1,369	5,434	6,783	6,807
Profit after Taxation	1,763	3,130	1,301	897	968	3,503	4,556	4,676
<b>BALANCE SHEET</b>								
Shareholders' Equity	10,573	13,767	14,609	19,770	19,727	22,616	25,502	28,266
Total Assets	275,686	328,895	348,991	389,070	411,484	468,294	536,568	610,614
Advances - net of provision	149,999	171,199	191,790	188,042	207,153	198,469	233,933	260,780
Investments -net of provision	56,502	88,492	75,973	99,159	113,426	166,532	189,487	219,690
Deposits and other accounts	239,509	273,174	300,733	324,760	354,015	401,233	457,044	525,526
<b>OTHERS</b>								
Imports	119,937	184,305	190,289	197,304	254,705	286,550	322,633	370,556
Exports	70,844	79,090	93,406	100,493	132,277	191,820	192,132	212,871

# FINANCIAL SUMMARY

		2006	2007	2008	2009	2010	2011	2012	2013
<b>RATIOS</b>									
Capital Adequacy	%	9.48	9.85	8.03	12.46	10.53	11.60	12.60	12.06
Profit before tax ratio (PBT/Gross mark up income)	%	12.11	17.59	5.80	2.86	3.65	12.27	14.72	15.48
Gross spread ratio (Net mark up income / gross mark up income )	%	28.12	35.54	33.82	30.67	36.44	42.01	40.32	38.43
Income / Expense ratio	Times	4.13	3.84	3.59	3.70	3.31	3.49	3.44	3.02
Return on average equity (ROE)	%	20.37	25.72	9.17	5.22	4.90	16.55	18.94	17.39
Return on average assets (ROA)	%	0.67	1.04	0.38	0.24	0.24	0.80	0.91	0.82
Advances / Deposit Ratio	%	62.63	62.67	63.77	57.90	58.52	49.46	51.18	52.11
Cash Dividends	%	-	-	15.00	-	8.00	17.50	20.00	-
Stock Dividend	%	33.33	30.00	23.00	12.50	-	-	-	-
Book Value per share excluding revaluation of Assets	Rs.	21.15	21.18	18.27	14.65	14.62	16.76	18.90	20.95
Book Value per share including revaluation of Assets	Rs.	24.48	24.95	21.32	16.41	16.53	18.94	22.28	23.65
Earnings per Share	Rs.	2.91	3.92	1.41	0.71	0.72	2.60	3.38	3.47
No of Employees	No.	6,543	7,371	7,584	7,462	7,571	7,580	7,124	7,253

Note : Information for comparative periods has been presented inline with the restatements considered as part of the financial statements.



A blue-tinted photograph of two men in business attire (suits and ties) working together in an office. One man is pointing at a document on a desk while the other looks at a laptop. The background shows office shelves.

**“BANK ALFALAH’S  
CONSUMER FINANCE  
GROUP CONTINUES TO  
DEMONSTRATE GROWTH  
AND INNOVATION ACROSS  
ITS VARIOUS PRODUCT  
OFFERINGS.”**

# CONSUMER FINANCE

Bank Alfalah's Consumer Finance Group continues to demonstrate growth and innovation across its various product offerings. 2013 was a year for us to create a process driven 'built to last' consumer business model, with a world class operations and technology platform and architecture to withstand future credit cycles.

We are pleased to announce that we have improved our financial performance, internal operational efficiency, risk management capabilities and control structure, enabling us to achieve new milestones for our business, customers and people.

Consumer Finance registered a double digit income growth (percentage) as compared year on year. New advances remain an area that requires sustained focus. Despite a challenging year on both the economic and business fronts, we were able to expand our portfolio through selective addition of high quality customers and the application of balanced risk criteria. Some milestones from 2013 include:

- The Bank remains the largest issuer of credit cards in Pakistan. In line with global best practices and to offer our customers enhanced security and value, the Bank launched the chip re-carding exercise, with the objective of converting the entire cards portfolio into chip cards. This is another step by the Bank to create a payments ecosystem which provides state of the art, technologically advanced financial solutions to enhance the customer experience. As with cards acquisition, on the acquiring side the business also maintained its market leadership position, closing the year with yet another record setting number. During the year various loyalty, spend, card activation and usage campaigns were rolled out, providing value-additional propositions to our card.



- We focused on our selective sales strategy for the Home Finance business. The Bank's portfolio maintains its industry leadership position with a much lower than industry NPL ratio. Low KIBQR during 2013 impacted our earning margins; however, improved structured collection and recovery has helped us maintain our leading position.

Car Finance continued to demonstrate positive growth in 2013 and was successfully able to maintain its dominant market leadership position, recording high performance marks in terms of business growth, profitability, nurturing our customer driven culture, prudent lending, and maintaining the best collection & recovery position in the industry. We also leveraged our brand image through various alliances with leading manufacturers and market players, a true reflection of the trust placed in us by the industry.

We are optimistic about the future and are confident about seizing the significant opportunities in the consumer banking world that lie ahead, whilst operating responsibly and in the best interests of our stakeholders.



A close-up photograph of a hand holding a key. The hand is positioned as if about to insert the key into a door handle. The background shows the door handle and the door frame, with a warm, golden light illuminating the scene. The overall mood is one of focus and precision.

**"WE FOCUSED ON OUR  
SELECTIVE SALES STRATEGY  
FOR THE HOME  
FINANCE BUSINESS."**



**"THE BANK TODAY  
HAS 574 BRANCHES  
SPREAD ACROSS  
196 CITIES."**

# RETAIL BANKING

Having devised a growth strategy in 2012 to be led by branch expansion, the Bank's retail business continued increasing outreach through its widespread branch network, diverse customer base and innovative product suite. Expansion was undertaken through a well defined strategy to ensure equal coverage of rural and urban areas. Hence a significant number of branches were opened at the district level in small cities, in order to support financial inclusion of the unbanked masses. In cities, a smart neighborhood branch model was introduced to tap into residential and semi commercial areas.



Inaugurating the 500th branch of Bank Alfalah, (from left to right), Mr Atif Bajwa, CEO, Bank Alfalah, Mr Iqram Ul-Majeed Sehgal, Director, Bank Alfalah and His Excellency Sheikh Muhammad Al Nahayan, Chairman Dhabi Holdings.

The business also understands the need of a strong acceptance network for banking customers and is therefore increasing its ATM network rapidly. 122 ATMs were deployed during 2013; completing a footprint of 500 ATM's, which is the fifth largest ATM network in Pakistan. Another highlight from last year was excellent balance sheet management through consistent growth, whilst maintaining pricing discipline. Deposit growth was mainly CASA driven by new customer solicitation and branch expansion. The strategy proved remarkably effective in maintaining profitability despite challenging monetary conditions. Taking into account the economic conditions, the business took a cautious approach towards lending. Whilst working in selected segments with proven history, more focus remained on collection & recovery activities.

The business embarked upon several new initiatives as well in 2013. Worth mentioning is the entry into new industries including steel, ship breaking and commodities. It actively supported agro based businesses through prudent lending, particularly the cotton and wheat sectors. 2014 will witness a continuation of these strategies, as the business will continue to grow through our expanding network, product suite expansion and customer acquisition, whilst continuously striving to improve our customer service experience.

2013 has also been a noteworthy year for the Bank's New Initiatives Group, with each function making significant contributions towards the Bank's growth agenda. Some milestones from last year include:

**“THE BANK CONTINUES TO INTRODUCE BESPOKE FINANCIAL PRODUCTS AND SERVICES TO MEET THE NEEDS OF EACH CLIENT.”**

### **BANCASSURANCE:**

2013 has been a significant, productive year for the Bank's Bancassurance business; Bank Alfalah ranks as the fourth largest player in the Bancassurance industry. After phenomenal success at our Conventional branches, the Bancassurance department expanded its operations to the Islamic Banking Group by offering the Falah Takaful Plan, a Shariah compliant Bancassurance solution. Bank Alfalah has also entered into a Bancassurance distribution agreement with Pakistan's largest insurer, the State Life Insurance Company. Under this agreement, Bank Alfalah will begin the distribution of Bancassurance products underwritten by State Life Insurance Company from this year.

### **SENIOR CITIZENS:**

The Bank also launched several saving solutions for senior citizens in 2013 including Alfalaha Mahana Armdan Plus. Further, Alfalah Care Account, a high yield daily balance saving account for senior citizens is the Bank's first segmented product offering. This product was further strengthened by adding a bespoke health insurance offering, specially designed for senior citizens, covering a range of illnesses and surgeries. The growth momentum was augmented for this product by this addition.

### **EMPLOYEE BANKING:**

Bank Alfalah also launched a comprehensive Employee Banking Program designed for corporations. This solution provides customers with a full suite of banking privileges, access to world-class financial products and the convenience of banking from the work place, home or



anywhere else. Employees can avail a number of transactional privileges including free debit cards, cheque books, pay-orders, bank statements, e-statements and SMS alerts. Customers can also choose from a range of products such as credit cards, auto and home loans and a host of Bancassurance products such as child education plans, marriage plans and health insurance plans.

#### **CUSTOMER EXPERIENCE:**

2013 has been an intensive Customer Experience journey across the board for the Bank. We have successfully covered significant ground on some critical customer experiential indicators across the process monitoring and optimization fronts. During 2013, several initiatives have been undertaken to enhance the service experience. Some noteworthy steps include the implementation of a comprehensive branch physical assessment platform, introduction of a Branch Service Ladder/Consumer Finance Key Service Indicators monitoring and the launch of our Voice of the Customer unit, which conducts external customer satisfaction surveys and competitive scans.

**“WE HAVE SUCCESSFULLY COVERED SIGNIFICANT GROUND ON SOME CRITICAL CUSTOMER EXPERIENTIAL INDICATORS ACROSS THE PROCESS MONITORING AND OPTIMIZATION FRONTS.”**

#### **DIGITAL INNOVATIONS:**

On the digital innovations front, the Bank successfully set up various digital channels and products through its Alternate Distribution Channels and Branchless Banking domain. The Bank launched its branchless banking pilot in partnership with Warid Telecom; 11 months post launch, there are now a total of 2,000 Bank Alfalah Branchless Banking Agent locations in Pakistan. “Mobile Paisa” was launched in December 2013 and currently offers customers with Over the Counter (OTC) facilities for making utility bill payments as well as Person to Person (P2P) funds transfer services. Going forward, the Bank remains focused on becoming a major player in the Branchless Banking domain in 2014 and beyond.

The Bank also developed and launched its internet banking services for its deposit customers in 2013. This service offers customers the ability to make payments conveniently through the comfort of their homes or offices. In addition to internet banking services, the Bank also created its own mobile payment service which enables payments to be made on the go.

The Bank already enjoys a strong presence in the space of G2P disbursements by supporting Government programs to help the less privileged segments of society. Through its support for BISP, we have distributed BISP debit cards and funds to beneficiaries, in order to support the cause of BISP. Bank Alfalah has also distributed funds under the Watan Card program, for the rehabilitation of the flood affectees.



**“GOING FORWARD, THE BANK  
REMAINS FOCUSED ON  
BECOMING A MAJOR PLAYER  
IN THE BRANCHLESS  
BANKING DOMAIN IN  
2014 AND BEYOND.”**





LEARN THE RULES OF THE  
GAME THEN PLAY BETTER  
THAN ANYONE ELSE.



### **SALES TRANSFORMATION PROGRAM**

In order to augment and deliver our growth strategy, we have launched a Sales Transformation Program (STP) at the Bank – “Blue Storm”.

Blue Storm will enable us to build a customer centric, needs-based, relationship driven banking model and help enhance sales productivity through developing robust, innovative product and distribution platforms as well as implementing a structured, sustainable sales approach across the Bank. “Blue Storm” focuses on the following four fundamental pillars to achieve “growth”:

1. Creating a customer centric and needs-based relationship banking model by determining the current and future Borrowing, Saving, Transaction & Protection needs of relevant target segments.

2. Segmentation of customers into distinct Corporate, Commercial, Affluent and Mass segments and hence developing and delivering bespoke financial solutions to meet their identified needs.

3. Developing and employing robust, state-of-the-art technology platforms and alternate channels, in order to enhance distribution and product networks.

4. Focusing on attracting, developing, growing and retaining top talent within the organization by investing in people.

With the launch of “Blue Storm”, the Bank shall be well positioned to achieve its robust strategy of growth and profitability.

# CORPORATE AND INVESTMENT BANKING

Our Corporate and Investment Banking Group is a premier provider of quality financial services to top-tier clients across the country. It is our aim to contribute towards the sustainable growth of our clients by providing them innovative, diverse and flexible banking solutions, tailor-made to their specific financing needs.

Corporate and Investment Banking at Bank Alfalah offers a holistic range of solutions designed to allow our clients the freedom to exercise a diverse array of financing options. Our services encompass long term and short term lending with flexibility for structured products, a complete array of trade finance facilities, flexible and exhaustive options for cash management through our transaction banking, options for raising funds through our Capital Market services, and possibilities for syndications through our Investment Banking and advisory services.

Our Corporate and Investment Banking team comprises of experienced portfolio managers and advisors with a deep understanding of the wide range of complex financial issues faced by our clients and an appreciation of global trends and market dynamics. This coupled with our continuous financial innovation enables us to provide flexible banking

products to our clients, designed to cater to their business needs.

## CORPORATE BANKING

Bank Alfalah Corporate Banking offers an exhaustive range of financing options to our clients. Our team of experienced relationship managers can structure bespoke credit solutions to meet specific short term and long term financing requirements as well as any trade transactional needs, both foreign and local. Our trade services are supported globally by a strong correspondents' network, allowing our clients the freedom to transact anywhere around the world. We believe in forging long term associations with our clients by understanding their needs and going the extra mile to ensure exemplary customer service. Our corporate platforms, across the country, are a one-stop-shop catering to the banking needs of our valued clients.

We offer:

- Long Term and Short Term Loans
- Letter of Credit
- Import/Export Finance
- Bank Guarantees





## INVESTMENT BANKING, ADVISORY AND CAPITAL MARKET SERVICES

Our Investment Banking team consists of seasoned bankers, well equipped to provide comprehensive financial advisory and execution of capital-raising activities. We work closely with our clients to offer customized financing solutions, designed to work in tandem with their transactional or project timelines. We strive to provide our clients access to liquidity from a wide variety of sources, in order to help them optimize their capital structure.

We offer them greater avenues for raising funds by assisting them in garnering fiscal support from the market. Our expertise also extends to advisory on key strategic decisions to be undertaken by our clients, including but not limited to financial restructurings and effective management of debt instruments.

We offer:

- Leveraged and Structured Finance
- Project and Infrastructure Financing (Recourse & Non-recourse based)
- Debt Syndication (Conventional and Islamic)
- Strategic advisory
- Capital Market Services

- Listing and private placement of corporate bonds, sukuk, commercial papers, and preference shares

### TRANSACTION BANKING:

We offer cutting edge cash management tools designed to improve transactional flows and provide effective liquidity management to our clients, so that they can make the most of their available working capital. Our payments module ensures timely payments through a wide range of conduits. It allows bulk payments via cheques, pay orders and transfers through secured channels across Pakistan.

Our collections services ensure that cash and other instruments are picked up from your doorstep and reach your accounts in a timely and efficient manner. Distribution of payments and fund collection is handled by our extensive network of branches spread throughout the country.

We offer:

- Payments
- Collections
- Local Remittances

# TREASURY AND FINANCIAL INSTITUTIONS

## TREASURY:

The Bank's Treasury continues to make its presence felt internationally as it expands its activities into other regional countries. Its experience of Conventional and Asset & Liability management as well has enabled it to capitalize on diversifying its institutional, corporate and sovereign portfolio.

Treasury has built teams and expanded bench strength to cover the following activities:

- Asset and Liability Management
- FX and Fixed Income Trading
- FX, Derivatives & Fixed Income Sales
- Derivative and Structured Products
- Islamic Treasury

The expertise of the team supported by Market Risk, Operations and Finance, have enabled it to provide non-traditional products, including Foreign Exchange derivatives, thereby joining a select group of top tier financial service providers in Pakistan that are able to structure, market and execute derivative transactions.

## DERIVATIVE PRODUCT LAUNCH

2013 was a critical year for establishing a framework, policy and systems to launch new products that would provide hedging solutions to our corporate clients. Treasury was supported by the Board of Directors, the Risk Management Division and regulators, resulting in the closure of the first derivative deal.

## PUSH TO ENHANCE FIXED INCOME TRADING

The Fixed Income Sales Desk has been revamped in terms of personnel, mandate and ambition. 2013 has witnessed a significant improvement in the Bank's status as a Primary Dealer in Pakistan. Sales focus has not only been restricted to existing clientele, but for the first time pan Pakistan marketing and sales calls have been conducted for new to bank clients in the market.

## EXPANSION OF ISLAMIC TREASURY

The rapid growth of the Islamic Banking arm of Bank Alfalah has necessitated the expansion of our Islamic Treasury. As such, a well qualified Islamic Treasury team was built in 2013, enabling a move from a service driven segment to a revenue generating one. Going forward, Islamic Treasury will be able to improve Liquidity and Asset & Liability management as well.





## FINANCIAL INSTITUTIONS

The Financial Institutions Division (FID) has launched a number of new initiatives in 2013. FID is proud of the new inroads made in overseas markets in 2013. Establishment of new relationships and revival of old ones has resulted in increased business volumes. FID expanded its reach in the Bangladesh Financial Institutions market. Our product offering was well received in the Bangladeshi market and local banks used our service in Bahrain to undertake L/C confirmation and discounting services. Other than commercial counterparts, FID has also actively engaged multilateral agencies such as IFC, ADB and the IMF.

Furthermore, FID devised and executed a strategy for improving liquidity management of overseas branches, enabling efficient coordination between the overseas centers and the Head Office. This has resulted in optimized liquidity deployment and higher revenues. Balance sheet management capability in Afghanistan was improved by providing access to investment grade bonds, which was added to their portfolio. Moreover, trade assets were moved to Afghanistan to provide better diversity in their investment portfolio.

In line with the continuously evolving requirements of BASEL, FID also worked on refining the risk assessment criteria of financial institutions.

# SMALL AND MEDIUM ENTERPRISE (SME)

2013 was a year of great focus and formalization of the SME structure at Bank Alfalah Limited. The SME sector contributes more than 30% to the nation's overall GDP and employs approximately 70% of non agricultural labor. Furthermore, the sector also contributes more than 30% of total exports with significant contribution to Pakistan's foreign exchange earnings. However, despite these contributions, the SME sector has remained largely untapped by Pakistan's Banking industry, with less than 4-5% small and medium enterprises availing formal credit facilities. Moreover, SME lending accounts for only 6% of total credit in Pakistan. According to the State Bank of Pakistan, majority of SMEs find it very challenging to borrow from banks, whilst 31% do not even have a bank account and 85% resort to informal sources to meet their financing requirements.

In such a context, Bank Alfalah has identified SME sector as a key growth and focus area and in 2013, with our SME banking initiative, we aim to propel the Bank as a market leader for SME Banking in Pakistan. Under this initiative, banking services and facilities will be provided to small and medium enterprises through dedicated SME Relationship Managers placed at designated Hub and Product branches throughout our vast network. Furthermore, formally structured products have been developed to cater to the specific needs of small and medium size entrepreneurs in order to provide seamless banking services and to build a robust SME portfolio.

## **BANK ALFALAH'S INITIATIVE WITH IFC:**

In 2012, Bank Alfalah and IFC embarked on a project to design and develop our SME strategy and begin a pilot project to better cater to the needs of this segment. In 2013, the Bank has successfully completed and

implemented the structure and recommendations advised by IFC, which will enable us to offer holistic and bespoke solutions to our SME customers. The structure and strategy will equip Bank Alfalah to gain a strong foot hold in this segment and will not only enable us to provide customers with financial solutions, but will also provide a platform for advisory services and unique transaction propositions.

## **NON-FINANCIAL ADVISORY SERVICES (NFAS):**

To further strengthen the Bank's presence in Pakistan's SME segment and develop a strong sense of commitment to this target market, we will also be providing Non Financial Advisory Services (NFAS) to our existing and prospective SME customers, through designated Business Advisory Managers and sector specialists in the field. Non-financial advisory services will focus on reviewing/analyzing potential and existing business models and providing advice to SMEs for strategizing and leveraging their resources, (including Human and Financial resources) in order to achieve efficiency and productivity. In addition, the Bank is collaborating with IFC to launch the SME Toolkit, a web based platform containing sustainable business management practices and market information. We have leveraged on the existing tools available with IFC for this purpose. We are now ready to launch these services in 2014.

**“THE BANK IS COLLABORATING WITH IFC TO LAUNCH THE SME TOOLKIT.”**

# HUMAN RESOURCE AND LEARNING

The year 2013 was a transformative, productive one for the Human Resources and Learning Group (HRLG) at the Bank. Whilst developing and strengthening one of the best teams of HR professionals in the industry, our focus remained on improving delivery channels for our internal customers in order to position ourselves as an 'Employer of Choice'. Significant efforts were placed in the areas of Talent Acquisition, Performance Management, Compensation, HR Insights, Organizational Development and Learning.

With the Bank's aggressive expansion and restructuring plans, Talent Acquisition has been the foremost priority of HRLG. While inducting resources, our focus remained on quality, skill set and experience to match job profiles. Organizational structures were reviewed to assess optimal resource utilization and enhance efficiency.

The policy framework for Performance Management and Compensation was revisited with the objective of inculcating a strong performance culture at the Bank and benchmarking ourselves with the 'best in class' in the market. The revised Performance Management framework establishes objective based performance measures, geared towards rewarding performance at all levels.

HRLG also focused on Organizational Development aspects, through the initiation of the Job Evaluation exercise, in order to benchmark jobs with international standards vis-à-vis the Banking Industry in Pakistan. The exercise will assist in the standardization of jobs through proper scoping, skill set, knowledge, know-how and accountability levels.

The Bank conducted its first ever Employee Engagement Survey in collaboration with an internationally recognized firm in 2013. The

objective was to determine the engagement level of the Bank's key asset (its human resource) and devise a roadmap for improving this score on a year on year basis.

HR Insights is another key initiative of HRLG, whereby internal customers were supplied with various insights on HR activities at regular intervals, in order to facilitate them in timely and informed decision making.

The Bank's Learning and Development function has been reorganized and its policy framework has been re-visited to improve the quality of our learning programs. We are moving to a model that relies on identifying and assessing learning needs so as to provide customized learning opportunities.

Looking ahead, HRLG will continue to strive to deliver upon its goal of recruiting, developing and retaining top tier talent at the Bank and hence fulfill its role as a facilitator and partner for the various businesses.





# ISLAMIC BANKING

Bank Alfalah's Islamic Banking Group (IBG) remains the second largest Islamic Banking offering in Pakistan, with a network of 140 Islamic banking branches across Pakistan.

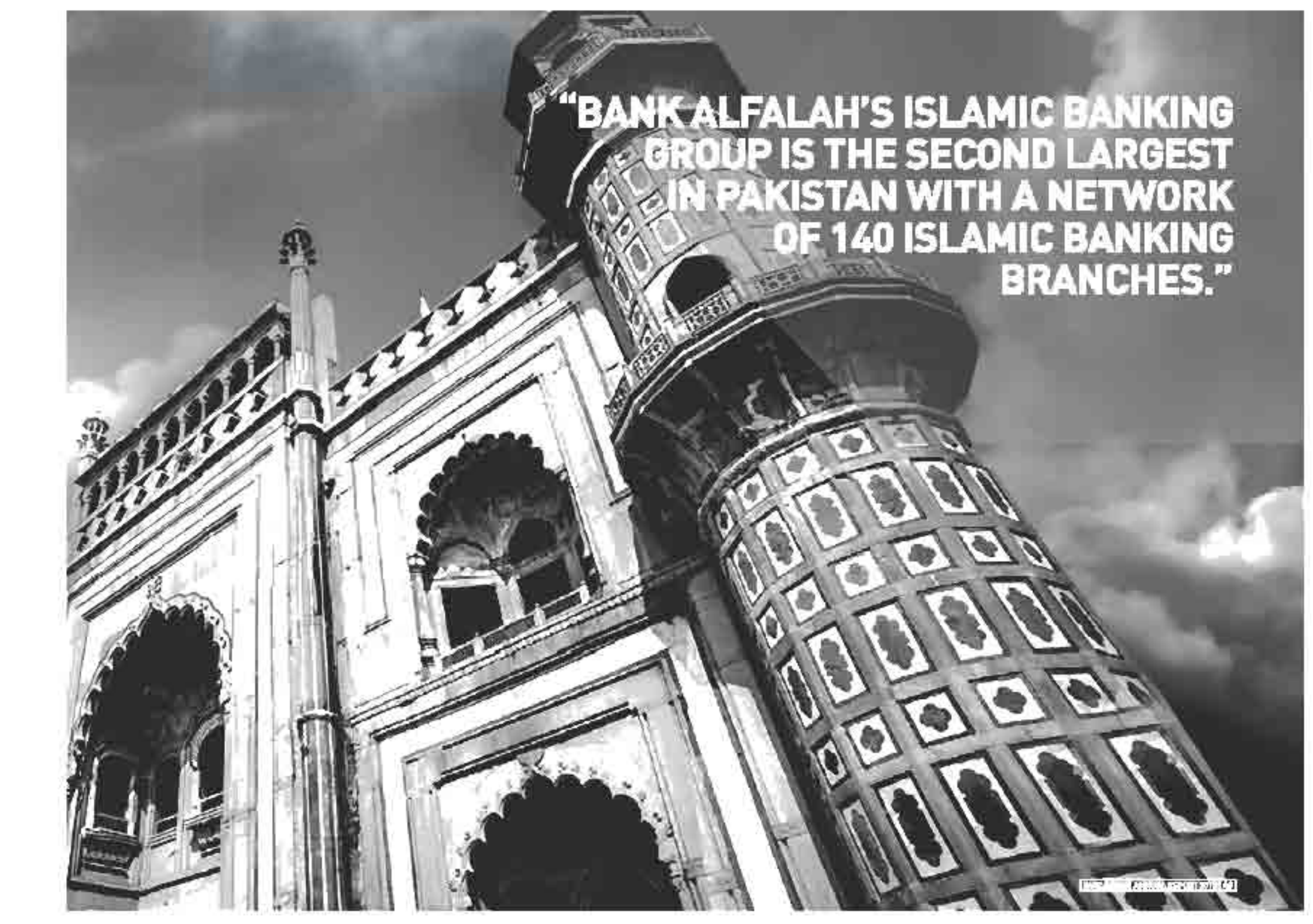
2013 also witnessed the migration of our Islamic Banking branches to a new core banking software. With the help of this system upgrade, Islamic Banking will be able to offer its clients the highest quality of customer service and simultaneously succeed in achieving operational efficiency. IBG's strategy to expand our foot print has enabled us to offer our products & services to customers in unchartered locations throughout the country, hence achieving a respectable market share in Islamic Banking.

Currently there are 132 cities in Pakistan where the Bank's Conventional branches are present but there is no Islamic banking presence. In order to bridge this gap, an Islamic Banking Outreach Program is being launched. Through this program, Islamic Banking windows will be opened at Bank Alfalah's Conventional branches to provide dedicated Islamic banking services. A pilot project will be kick-started in the first quarter of 2014. This program will be in addition to the expansion plan of dedicated Islamic Banking branches to be opened this year. Additionally, the Sales Transformation Program (STP) being launched in 2014 will augment our efforts to a great extent.

We hope to boost our credit uptake substantially through the launch of new Islamic Banking products on the assets side. In addition, different liability products are also underway which will add to the existing portfolio and help us offer our customers bespoke solutions and services.

We remain committed to our zero tolerance policy with regards to Shariah Compliance. To meet this objective, policies and procedures have been strengthened in addition to the restructuring of our learning & development department for focused staff training.





**"BANK ALFALAH'S ISLAMIC BANKING GROUP IS THE SECOND LARGEST IN PAKISTAN WITH A NETWORK OF 140 ISLAMIC BANKING BRANCHES."**

**"BANK ALFALAH HAS ESTABLISHED ITS IDENTITY AS THE LARGEST FOREIGN BANK OPERATING IN AFGHANISTAN."**



4708'  
**Kabul**  
178'

# AFGHANISTAN

Bank Alfalah Limited commenced operations in Afghanistan in 2005, with the opening of its first branch in Kabul. Operations were expanded with the opening of the Herat Branch in 2006 and a Sub-Branch in the UN Compound in Kabul in 2013. Bank Alfalah has established its identity as the largest foreign bank operating in Afghanistan. Since the establishment of its operations, the Bank has been regularly graded and ranked with the best audit ratings by the Central Bank of Afghanistan.

Bank Alfalah Afghanistan offers the following products and services to its customers:

- Savings/current deposits in local and foreign currency
- Term deposits in local and foreign currency
- VISA Credit and Debit Cards
- Lockers
- Online banking
- Fund transfers (local & international)
- Payroll solutions
- ATMs
- Phone banking
- Islamic Banking
- Corporate financing/structured loans/working capital financing
- Guarantees/sight and issuance L/C openings, discounting, confirmation and negotiation

Some key milestones during 2013 include:

- Afghanistan operations successfully opened a Sub-Branch inside the UN Compound in Kabul. The branch provides cash, clearing, remittances, and other basic banking services to UN staff based in Afghanistan
- International VISA acquiring was successfully implemented for

Afghanistan in May 2013. International VISA card holders from any country can now use the Bank's ATM's in Afghanistan to carry out cash withdrawals

- Branding of the Kabul Branch was successfully carried out in December 2013. The branding included installation of new skins for the branch windows, and placement of a new branch fascia signage
- In compliance with HR policies and to broaden areas of expertise for our staff, smooth rotation of key staff members were undertaken in 2013
- Training & Development of staff remained a key focus area and for the first time video based training sessions were arranged for Afghanistan staff in addition to other external and in-house sessions.
- To provide payroll processing for International organizations, Afghanistan operations have adopted an automated solution for handling bulk inward International remittances through SWIFT in an efficient manner
- The Afghanistan office also participated in a 'Made in Pakistan' Exhibition held at the Inter-Continental Hotel, Kabul by the Rawalpindi Chamber of Commerce and Industries in November 2013. The 'Made in Pakistan' Exhibition was held to provide a platform for manufacturers, suppliers and services providers to create awareness and build a market for their products. A large number of visitors both from Pakistan and Afghanistan visited the Bank's stall where comprehensive information was provided to customers by senior staff of the Bank
- The Afghanistan National Football Team won the South Asian Football Federation Championship in September 2013. On this celebratory event, our Afghanistan office was represented by our Afghanistan Country Operations Head at a Welcome Ceremony for the national team in Kabul. The accomplishment represented a solid achievement for Afghanistan and the efforts the nation is taking to revitalize its presence in sports

# BANGLADESH

Bank Alfalah commenced its operations in Bangladesh in 2005, after the acquisition of the operations of Shamil Bank of Bahrain in Bangladesh. The Bank operates through a network of 7 branches across the country, with a presence in almost every major city in Bangladesh.

Products and services offered by Bank Alfalah Bangladesh include:

## DEPOSIT ACCOUNTS:

- Corporate Salary Accounts
- Savings Accounts
- Current Accounts
- Foreign Currency Accounts
- Fixed Deposit Accounts
- Alfalah Savings Plan (ASP)
- Special Notice Deposit (SND) Accounts
- Alfalah Monthly Premium Account
- Alfalah Rising Star Account (School Banking)
- Debit Cards
- ATMs

## CORPORATE FINANCING:

- Syndications (Conventional and Islamic)
- Structured Finance
- Loans and Advances
- Advisory Services
- Trade Finance Services
- Renewed focus on SME

## TREASURY:

- Foreign Exchange Transactions
- Money Market Operations

## SYSTEM ENHANCEMENTS:

- Launching of iSmart (an updated software which will provide more efficient client interface, smoother processes and quicker turn-around time)
- Incorporation of Electronic Tax Identification Number & National ID as part of the system
- Auto clearing charge deduction
- Enhancement of MIS reports
- Launching of updated version of TDR module
- Auto charge deduction module for SMS alerts
- Launching of zero balance closure module
- Enhancement in iSmart for implementation of the new product 'Alfalah Savings Plus'

## NEW INITIATIVES/KEY ACHIEVEMENTS IN 2013

Branch expansion – the Bank opened two new branches in September 2013 in Uttara & Mirpur districts, Dhaka, (including two new on-site ATMs), in order to expand our visibility and geographical coverage through a network of 7 branches in the country now.

Market Storming – the Bank's Motijheel branch organized Market Storming, an initiative which took place at Ramna Park in order to generate referrals for prospective NTB account opening.

Senior management, branch staff, and sales force were fully engaged in this activity, resulting in the generation of a substantial number of leads through this initiative.

Celebration of Bengali New Year - this initiative has been pursued since 2010 by the Bank and provides an opportunity for engagement with our clients and stakeholders in Bangladesh. The event takes place every year on April 15.

Value Addition for Customers - attractive discounts and promotions on our Visa Debit Card were offered through 29 new alliance partners in Bangladesh at different outlets. Bank Alfalah Bangladesh also introduced a "Saturday Banking" proposition for its valued clients at Gulshan Branch from March 2013.

#### CSR INITIATIVES:

- Successfully installed a passenger shade for a bus stand at the House Building, Uttara
- Installed water dispensers at two mosques in Uttara
- Provided road dividers/barriers at Gulshan, Baridhara & Dhaka Airport
- Distributed 200 small-sized & 100 big-sized umbrellas to the Dhaka Metropolitan Police (DMP), through five branches in Dhaka. Additionally provided winter clothes to the entire village of Lalmonirhat
- Provided relief and support for the families of victims of Rana Plaza, which collapsed on April 24, 2013, killing 1,127 garment workers



**“NEW PRODUCTS ARE BEING  
STRUCTURED TO FURTHER  
UTILIZE WBU’S STRATEGIC  
LOCATION TO PROVIDE  
FINANCIAL SOLUTIONS TO  
CLIENTS, BASED ON THEIR  
BANKING NEEDS.”**



# BAHRAIN

Bank Alfalah began its Bahrain operations in 2007 as a Conventional Wholesale Unit (WBU). WBU Bahrain focuses on providing a unique set of products & services to its client base (mainly Financial Institutions) from the GCC Region, South Asia and South East Asia, to augment its business volumes & income through multiple channels. Key highlights of 2013 include:

- WBU started to benefit from its strategic positioning by facilitating & finding solutions for other Bank Alfalah units for deployment of liquidity
- WBU repositioned itself by becoming more active in trade finance, with the establishment of an origination unit for trade related transactions in Bangladesh, which enabled WBU to increase its trade volumes significantly
- Additional counters were made active for money market transactions and sale of trade assets
- In addition to enhanced business volumes, an austerity drive was undertaken at WBU. Consequently, cost to income ratio was brought down and profitability was increased by 18.36%, which is the highest in the history of WBU
- New products are being structured to further utilize WBU's strategic location to provide financial solutions to clients, based on their banking needs



# NOTICE OF THE 22ND ANNUAL GENERAL MEETING

**NOTICE** is hereby given that the 22nd Annual General Meeting of Bank Alfalah Limited will be held on Friday, 28th March 2014 at 10:30 AM at Pearl Continental Hotel, Karachi, to transact the following business:

## **Ordinary Business:**

1. To confirm the Minutes of the Extra-Ordinary General Meeting held on 22nd November 2013.
2. To receive, consider and adopt the audited Annual Accounts of the Bank for the year ended December 31, 2013 together with Directors' Report and Auditors' Report thereon including post-facto approval of remuneration paid to non-executive directors for attending Board and Board Committees meetings reported at Notes No. 27 and 36 of the Annual Accounts, as required under SBP Prudential Regulations.
3. To approve as recommended by the Board of Directors, payment of cash dividend at the rate of Rs. 2/- per share i.e. 20%.
4. To appoint Auditors of the Bank for the year 2014 and fix their remuneration.
5. To transact any other business with the permission of the Chair.

By Order of the Board

MIAN EJAZ AHMAD  
Company Secretary

Karachi  
Dated: March 7, 2014

## **NOTES:**

1. The Share Transfer Books of the Bank will be closed from 21st March 2014 to 28th March 2014 (both days inclusive). Transfers received at the office of our Share Registrar, M/s. F.D. Registrar services (SMC-Pvt) Limited, situated at Room no. 1705, 17th Floor, Saima Trade Tower "A" I.I. chundrigar Road, Karachi, before the close business on 20th march 2014 will be treated in time for the purpose of above entitlement to the transferees.
2. A member entitled to attend, and vote at the Meeting is entitled to appoint another member as a proxy to attend, speak and vote on his/her behalf. A corporation being a member may appoint as its proxy any of its official or any other person whether a member of the Bank or otherwise.
3. An instrument of proxy and a Power of Attorney or other authority (if any) under which it is signed, or a notarized copy of such Power of Attorney must be valid and deposited at the Share Registrar of the Bank, F.D. Registrar Services (SMC-Pvt) Limited, Room No. 1705, 17th Floor, Saima Trade Tower "A", I.I.Chundrigar Road, Karachi, not less than 48 hours before the time of the Meeting.
4. Those shareholders, whose shares are deposited with the Central Depository Company of Pakistan Ltd. (CDC) are requested to bring their original Computerized National Identity Card (CNIC) alongwith participant's ID number and their account/sub-account numbers in CDC to facilitate identification at the time of Annual General Meeting. In case of Proxy, attested copies of proxy's CNIC or passport, Account and Participant's I.D. numbers must be deposited alongwith the Form of Proxy with our Share Registrar as per paragraph No. 3 above. In case of Proxy for corporate members, the Board of Directors' Resolution/Power of Attorney with specimen signature of the nominee shall be produced at the time of the meeting (unless it has been provided earlier to the Share Registrar).

5. Shareholders are requested to notify change in their address, if any, to our Share Registrar, F.D. Registrar Services (SMC-Pvt) Limited.
6. Those shareholders who have not yet submitted a valid copy of their CNIC to our share registrar are once again requested to please submit the same immediately to our share registrar at their address mentioned at serial No. 3 above.
7. **Payment of Cash Dividend Electronically (e-Dividend)/Dividend Mandate (optional):** In accordance with SECP's letter No. 8(4) SM/CDC 2008 dated 5th April 2013, we would like to apprise the shareholders that SECP has devised a strategy for implementation and promotion of e-dividend mechanism whereby the cash dividend amount would be directly credited into the respective bank account of the shareholders through electronic fund transfer facilities. The benefits associated with this (e-dividend) mechanism include instant credit of cash dividend, no chances of dividend warrants getting lost in the post, undelivered or delivered to the wrong address etc. The Shareholders can avail benefits of the e-dividend mechanism by providing dividend mandated in their CDS accounts through their participants or to the respective share registrar.

Those shareholder, who have shares in physical form and wish to receive their cash dividend through the above mentioned e-dividend mechanism, are requested to send complete details of their bank account to our Share Registrar at the above address. The CDC sub-account holders are requested to provide the required information /document to their Participant /CDC Investor Account Services for the purpose.

# Statement of Compliance with the Code of the Corporate Governance For the Year ended December 31, 2013

This statement is being presented to comply with the Code of Corporate Governance contained in Regulation No. G-1 of the Prudential Regulations for Corporate / Commercial Banking issued by the State Bank of Pakistan, listing regulations of the Karachi, Lahore and Islamabad Stock Exchanges for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Bank has applied the principles contained in the Code of Corporate Governance (CCG) in the following manner:

1. The Bank encourages representation of independent non-executive directors and directors representing minority interests on its Board of Directors. At present the board includes:

Category	Names
Non-Executive Directors (5)	H. H. Sheikh Hamdan Bin Mubarak Al Nahayan
	Mr. Abdulla Nasser Hawaileel Al Mansoori
	Mr. Abdulla Khalil Al Mutawa
	Mr. Khalid Mana Saeed Al Otaiba
	Mr. Ikram Ul-Majeed Sehgal
Independent Director (1)	Mr. Nadeem Iqbal Sheikh
Executive Director (1)	Mr. Atif Bajwa (Chief Executive Officer)

The independent director meets the criteria of independence under clause i (b) of the Code.

2. The Directors have confirmed that none of them is serving as a director on more than seven listed companies, including the 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 an NBFIs or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. During the year, no casual vacancy occurred on the Board.
5. The Bank has prepared a "Code of Conduct - Ethics and Business Practices" and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the company. A complete record of particulars of significant policies 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 transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, and non-executive directors, have been taken by the Board/Shareholders.
8. The Chairman presided four (out of five) Board Meetings and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
9. The Bank is compliant with the requirement of directors training program as provided in the Code. One of the directors, Mr. Nadeem Iqbal Sheikh completed all five parts of the Corporate Governance Leadership Skills Program offered by the Pakistan Institute of Corporate Governance under the Directors Training Programme in October 2012, while Mr. Ikram Ul- Majeed Sehgal has been registered to attend and complete the said program before June 2014.

10. During the year ended December 31, 2013, there was no new appointment of Chief Financial Officer (CFO), Company Secretary or Head of Internal Audit.
11. The Directors' Report for the year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
12. The financial statements of the Bank were duly endorsed by CEO and CFO before 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 the corporate and financial reporting requirements of the CCG.
15. The Board has formed an Audit Committee. It comprises of 3 members, of whom 2 are non-executive Directors. The appointment of the Chairman of the Committee, not being an independent Director, has been specifically conveyed and relaxed by the Securities and Exchange Commission of Pakistan ("SECP") till June 30, 2014. The SECP has, however, subsequently amended the Code in January 2014, by turning the mandatory condition into voluntary for appointing an independent director as chairman of the audit committee, in order to facilitate companies in appointing suitably qualified non-executive directors as chairmen to the said committee.
16. The meetings of the Audit Committee were held at least once in every quarter 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 and advised to the Committee for compliance.
17. The Board has formed a Human Resource Committee. It comprises of 4 members, of whom 2 members are non-executive Directors and the Chairman of the Committee is a non-executive Director. The Board has also formulated a Compensation Committee comprising of 3 members, 2 being non-executive Directors, and 1 being an independent Director. The Committee has been formulated specifically for the administration and superintendence of the Bank's Employees Share Options Scheme.
18. The Board has set up an effective internal audit function conversant with the policies and procedures of the Bank.
19. The Statutory Auditors of the Bank have confirmed that they have been given a satisfactory rating under the quality control review program of the ICAP, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP.
20. 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.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of Bank's securities, was determined and intimated to Directors, employees and stock exchange(s).
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchange(s).
23. We confirm that all other material principles enshrined in the Code of Corporate Governance have been complied with.

For and on behalf of the Board

**Atif Bajwa**  
Director and Chief Executive Officer

Dated: March 02, 2014  
Abu Dhabi

# Auditors' Review Report to the Members on the Statement of Compliance with the Code of Corporate Governance

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of Bank Alfalah Limited ("the Bank") for the year ended December 31, 2013 to comply with the requirements of Listing Regulations of Karachi, Lahore and Islamabad Stock Exchanges where the Bank is listed.

The responsibility for compliance with the Code 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 and report if it does not and to highlight any non-compliance with the requirements of the Code. 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 are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Bank's corporate governance procedures and risks.

The Code requires the Bank to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their consideration and approval of related party transactions distinguishing between transactions carried out on terms equivalent to those that prevailed in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Bank's compliance, in all material respects, with the best practices contained in the Code as applicable to the Bank for the year ended December 31, 2013.

**KPMG Taseer Hadi & Co.**  
**Chartered Accountants**  
**Syed Iftikhar Anjum**

Date: March 02, 2014  
Karachi

# SHARIAH ADVISOR'S REPORT

## For the Year ended December 31, 2013

By the grace of Almighty Allah, I have reviewed the transactions, related agreements and procedures practiced by Bank Alfalah Islamic Banking Group during the year 2013. This review function was mainly based on direct review of a handsome number of transactions/ locations on test check basis with the assistance of Shariah Compliance Department, and on Shariah Audit reports of Internal Audit Group.

I am of the opinion that business affairs of Bank Alfalah Islamic Banking Group, especially with reference to transactions performed by the Bank during the year 2013 and relevant documentation and procedures are, by and large, in conformity with the principles and guidelines of Shariah and other guidelines issued by Shariah Advisor and State Bank of Pakistan.

I also reviewed and approved the monthly allocation of Profit and charging of Losses to Mudarabah based remunerative deposits, which was generally in conformity with the Shariah Rules and Principles and Pool Management guidelines of State Bank of Pakistan.

One of the satisfying factors is that in order to purify the income of Bank Alfalah Islamic Banking Group, Bank has transferred income of PKR. 16.538 Million to Charity as per Shariah Advisor's instructions, issued against violations of Shariah guidelines observed in Shariah Compliance and Internal Shariah Audit Reports, rendering Bank Alfalah Islamic Banking Group's remaining income to be pure and Halal.

During the year an amount of PKR.61.054 Million was transferred to the Charity on account of delayed payments by the Bank's Customers and purification of dividend income. An amount of PKR 16.138 Million was disbursed from the Charity Account to various charitable institutes in the avenues of Education, Health and Welfare.

Internal Audit Group of Bank Alfalah has conducted Shariah Audit of all 110 branches of Islamic Banking Group during 2013. These Shariah Audit reports were reviewed by me and necessary instructions, where required, were issued. In addition to the review by Internal Audit, Shariah Compliance Department - under my direct supervision has also reviewed 41 locations / Branches of Islamic Banking Group including Treasury related transactions.

In addition to review function, Shariah Compliance Department has structured 34 Customized Process Flow and refined 21 existing Customized Process Flow for Corporate/ Commercial Customers after visiting various Customers to ascertain their actual procurement system and suitable mode of finance.

Islamic Banking Group has restructured its Product Development department during year 2013. I am hopeful that now the focus on launching new and innovative products especially Asset based products will be increased and role of Product Development Department will be enhanced in line with the market practices.

Bank Alfalah has strengthened front office of Islamic Banking Treasury Desk by adding quality resources. However, Treasury back office still requires resources with Islamic Banking knowledge and experience.

During the year, Management's special attention is observed towards enhancing the Islamic Banking skills of the staff. Bank Alfalah Islamic Banking Group provided opportunity of internal trainings to 425 staff members and external trainings to 61 staff members. I am hopeful that during year 2014, the scope of training and development with respect to Islamic Banking shall be further broadened.

Despite the fact that 2013 was difficult to some extent for Bank Alfalah Islamic Banking Group due to change in management and high staff turnover, overall performance of the Bank was satisfactory. However, in my opinion, following are some areas which require further improvement:

1. In areas where Islamic Banking Group's operations have been centralized with conventional set-ups, a dedicated senior resource with good Islamic Banking knowledge and experience should be placed in the relevant group who exclusively supervise and manage the affairs / transactions of Islamic Banking Group under direct reporting line to respective Group Head. The proposed structure will help out the Bank in implementation of Shariah guidelines, and will minimize the risks of non compliance of Shariah principles and Loss of Income.
2. I had mentioned in my reports for year 2011 and 2012 that Bank Alfalah Islamic Banking is a Group of Bank Alfalah Limited, but the employees working in this segment feel, act and behave as if they are working in an Islamic Financial Institution. Therefore, it is necessary that like other transactional matters, their employment contracts and retirement benefits should also be reviewed and brought in line with the Shariah rulings available in the matter". However, no progress is witnessed in this regard. The issue needs to be addressed on priority.
3. During year 2013, no progress has been observed towards initiations of Asset based transactions based on real Musharakah and Mudarabah. Bank is required to make efforts in this regard.
4. It is recommended that Bank should initiate the Customers awareness programs with reference to Islamic Banking. This will not only educate the customers but also improve the image of the Bank in the market.
5. As mentioned in prior years' reports that coverage through Takaful (Sharjah Compliant Alternate of Conventional Insurance) arrangements needs to be increased further. Islamic Banking Group's management is required to make a consistent strategy to steadily shift the Asset's coverage from Conventional Insurance to Takaful. Especially, the Assets owned by the Bank under Ijarah and Diminishing Musharakah facilities should be Covered through Takaful arrangements.

May Allah bless us with His Guidance and make us successful here and in the hereafter and forgive our mistakes.



**DR. KHALIL AHMED AAZAMI**  
SHARIAH ADVISOR  
BANK ALFALAH LIMITED - ISLAMIC BANKING GROUP

February 19, 2014 / Rabi-Us-Sani 18, 1435 A.H

# STATEMENT ON INTERNAL CONTROLS

This Statement of Internal Controls is based on an ongoing process designed to identify the significant risks in achieving the bank's policies, aims and objectives and to evaluate the nature and extent of those risks and to manage them efficiently, effectively and economically. This process has been continuously in place for the year ended December 31, 2013.

It is the responsibility of the bank's management to establish and maintain an adequate and effective system of Internal Control and every endeavor is made to implement sound control procedures and to maintain a suitable control environment.

The Board of Directors have instituted an effective Internal Audit Division which not only monitors compliance with the bank's policies, procedures and controls and reports significant deviations regularly to the Board Audit Committee but also regularly reviews the adequacy of the over Internal Control system. The observations and weaknesses pointed out by the external auditors are also addressed promptly and necessary steps are taken by the management to eliminate such weaknesses.

The Bank has adopted the internationally accepted COSO Internal Control - Integrated Framework. A reputable advisory firm had been appointed to provide services on implementation of SBP guidelines on Internal Controls over Financial Reporting (ICFR) in the prior years.

During the current year, the management has constituted an Internal Control Department, with the Head Internal Control Department reporting to the Chief Operating Officer of the Bank. To further strengthen controls, a Controls Committee comprising of Senior Executives of the Bank has also been formulated for enhanced governance and monitoring.

In order to ensure consistency in the process of compliance with the relevant guidelines the Bank has followed a structured roadmap. Accordingly, the Bank has completed a detailed documentation of the existing processes and controls, together with a comprehensive gap analysis of the control design and development of implemented remediation plans for the gaps.

While concerted efforts have always been made to comply with the SBP Guidelines issued, the identification, evaluation, and management of risks within each of the Bank's key activities, and their continued evaluation and changes to procedures remains an ongoing process.

Furthermore, the bank has developed a comprehensive management testing and reporting framework for ensuring ongoing operating effectiveness of majority of key controls and has significantly addressed the design improvement opportunities identified to complete the project related initiatives.

In accordance with SBP directives, the Bank completed the stages of ICFR in September 30, 2012. The Bank's external auditors, as required by the SBP's BSD Circular No. 03 of 2010, submitted a "Long Form Report" to the SBP on the status of the implementation of the SBP guidelines on internal controls as of September 30, 2012.

## **Management's Evaluation on Effectiveness of ICFR:**

The system of Internal Control is designed to manage rather than eliminate the risk failure to achieve the bank's business strategies and policies. It can therefore only provide reasonable and not absolute assurance against material misstatement and loss.

The management believes that the bank's existing system of Internal Control is considered reasonable in design and is being effectively implemented and monitored. In addition, further Internal Control improvements are expected from the bank's adoption of COSO framework, as described above.



Based on the ICFR cycle completed, the management has identified various areas for process improvements as well as additional controls required to be put in place, and areas requiring strengthening of existing controls. The management shall take all reasonable steps to ensure that the timelines and priorities assigned to the same are adhered to.

The Bank has successfully completed one cycle of SBP's Internal Control over Financial Reporting exercise and the process shall continue going forward, under the SBP Internal Control Guidelines. In accordance with the said directives, the external auditors Long Form Report for the year ended December 31, 2013 shall be submitted to the State Bank of Pakistan during the year 2014.

For and on behalf of the Board

**Atif Bajwa**  
Director and Chief Executive Officer

Dated: March 02, 2014  
Abu Dhabi

## FINANCIAL STATEMENTS 2013

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# Auditors' Report to the Members

We have audited the annexed statement of financial position of Bank Alfalah Limited (the Bank) as at 31 December 2013 and the related profit and loss account, statement of comprehensive income, 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 unaudited certified returns from the branches except for forty five branches which have been audited by us and seven branches and one offshore banking unit audited by auditors' abroad and we state that we have obtained all the information and explanations 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 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 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 the case of loans and advances covered more than 60% of the total loans and advances of the bank, we report that:

- a) in our opinion, proper books of accounts 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 and the offshore banking unit have been found adequate for the purposes of our audit;
- b) in our opinion:
  - i) the statement of financial position 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 accounting policies consistently applied except for the change in accounting policies as disclosed in note 5.1 to the accompanying financial statements, with which we concur;
  - 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 statement of financial position, profit and loss account, statement of comprehensive income, cash flow statement, and statement of changes in equity together with the notes forming part thereof conform with 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 31 December 2013 and its true balance of the profit, its comprehensive income, 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.

The financial statements of the Bank for the year ended 31 December 2012 were audited by another firm of Chartered Accountants, who vide their report dated 6 March 2013, addressed to the members, had expressed an unmodified opinion thereon.

**KPMG Taseer Hadi & Co.**  
**Chartered Accountants**  
**Syed Iftikhar Anjum**

**Date: March 02, 2014**  
**Karachi**

# UNCONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT DECEMBER 31, 2013

	Note	2013	2012 (Restated)	January 01, 2012 (Restated)
----- (Rupees in '000) -----				
<b>ASSETS</b>				
Cash and balances with treasury banks	6	61,204,697	58,044,054	50,882,662
Balances with other banks	7	35,179,983	26,720,993	17,424,487
Lendings to financial institutions	8	2,522,022	876,870	7,765,407
Investments - net	9	219,690,369	189,486,762	166,531,768
Advances - net	10	260,779,850	233,933,358	198,468,512
Operatings fixed assets	11	14,835,200	13,747,520	13,388,683
Deferred tax assets	12	1,204,000	485,876	542,169
Other assets	13	15,198,170	13,272,536	13,290,458
		610,614,291	536,567,969	468,294,146
<b>LIABILITIES</b>				
Bills payable	14	9,543,480	8,430,910	5,403,453
Borrowings	15	23,115,102	21,227,834	18,168,978
Deposits and other accounts	16	525,525,770	457,044,400	401,233,153
Sub-ordinated loans	17	9,991,000	5,874,742	7,148,693
Liabilities against assets subject to finance lease		-	-	-
Deferred tax liabilities		-	-	-
Other liabilities	18	10,537,195	13,930,764	10,786,327
		578,712,547	506,508,650	442,740,604
<b>NET ASSETS</b>				
		31,901,744	30,059,319	25,553,542
<b>REPRESENTED BY</b>				
Share capital	19	13,491,563	13,491,563	13,491,563
Reserves		7,274,222	5,636,549	4,100,264
Unappropriated profit		7,499,831	6,373,545	5,024,563
		28,265,616	25,501,657	22,616,390
Surplus on revaluation of assets - net of tax	20	3,636,128	4,557,662	2,937,152
		31,901,744	30,059,319	25,553,542
<b>CONTINGENCIES AND COMMITMENTS</b>				
	21			

The annexed notes 1 to 45 and Annexures I and II form an integral part of these unconsolidated financial statements.

\_\_\_\_\_  
CHIEF EXECUTIVE OFFICER

\_\_\_\_\_  
DIRECTOR

\_\_\_\_\_  
DIRECTOR

\_\_\_\_\_  
CHAIRMAN

# UNCONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 2013

	Note	2013 (Rupees in '000)	2012
Mark-up / return / interest earned	23	43,961,060	46,079,918
Mark-up / return / interest expensed	24	27,066,229	27,500,056
Net mark-up / interest income		<u>16,894,831</u>	<u>18,579,862</u>
Provision against non-performing loans and advances - net	10.5	954,563	1,848,535
Provision for diminution in the value of investments - net	9.21	94,797	1,708,833
Bad debts written off directly	10.6.1	4,288	1,164
		<u>1,053,648</u>	<u>3,558,532</u>
<b>Net mark-up / interest income after provisions</b>		<u>15,841,183</u>	<u>15,021,330</u>
<b>Non mark-up / interest income</b>			
Fee, commission and brokerage income		2,800,461	2,536,717
Dividend income		482,567	349,061
Income from dealing in foreign currencies		1,535,808	1,309,703
Gain on sale of securities - net	25	1,588,895	1,328,000
Unrealised gain on revaluation of investments classified as held for trading - net	9.23	8,465	1,511
Other income	26	1,862,498	1,756,348
Total non mark-up / interest income		<u>8,278,694</u>	<u>7,281,340</u>
		<u>24,119,877</u>	<u>22,302,670</u>
<b>Non mark-up / interest expenses</b>			
Administrative expenses	27	17,288,779	15,204,036
Provision / (reversal) against off-balance sheet obligations	18.3	2,100	(22,005)
(Reversal) / provision against other assets	13.3	(162,621)	130,504
Other charges	28	184,408	206,933
Total non mark-up / interest expenses		<u>17,312,666</u>	<u>15,519,468</u>
		<u>6,807,211</u>	<u>6,783,202</u>
Extra ordinary / unusual items		-	-
<b>Profit before taxation</b>		<u>6,807,211</u>	<u>6,783,202</u>
Taxation	29		
- Current		2,400,321	3,141,909
- Deferred		(159,060)	(754,828)
- Prior years		(110,000)	(160,000)
		<u>2,131,261</u>	<u>2,227,081</u>
<b>Profit after taxation</b>		<u>4,675,950</u>	<u>4,556,121</u>
		<b>(Rupees)</b>	
<b>Basic / diluted earnings per share</b>	30	<u>3.47</u>	<u>3.38</u>

The annexed notes 1 to 45 and Annexures I and II form an integral part of these unconsolidated financial statements.

CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR

CHAIRMAN

# UNCONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED DECEMBER 31, 2013

	Note	2013 (Rupees in '000)	2012 (Restated) (Rupees in '000)
Profit after taxation		4,675,950	4,556,121
<b>Other comprehensive income</b>			
<b>Items that are or may be reclassified subsequently to profit and loss account</b>			
Exchange differences on translation of net investments in foreign branches		702,483	625,061
<b>Items that will never be reclassified to profit and loss account</b>			
Remeasurement of defined benefit plans	5.1(b)	74,576	54,482
Related tax on remeasurement of defined benefit plans	5.1(b)	(26,102)	(19,069)
Remeasurement of defined benefit plans - net of tax	5.1(b)	48,474	35,413
Comprehensive income - transferred to statement of changes in equity		5,426,907	5,216,595
<b>Components of comprehensive income not reflected in equity</b>			
(Deficit) / surplus on revaluation of available for sale securities - net of tax	20.2	(882,550)	1,207,494
<b>Total comprehensive income</b>		<b>4,544,357</b>	<b>6,424,089</b>

The annexed notes 1 to 45 and Annexures I and II form an integral part of these unconsolidated financial statements.

CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR

CHAIRMAN

# UNCONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED DECEMBER 31, 2013

	Note	2013 (Rupees in '000)	2012
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Profit before taxation		6,807,211	6,783,202
Less: Dividend income		(482,567)	(349,061)
		6,324,644	6,434,141
<b>Adjustments</b>			
Depreciation	27	1,378,368	1,201,068
Amortisation	27	194,731	157,454
Provision against non-performing loans and advances - net	10.5	954,563	1,848,535
Provision for diminution in value of investments - net	9.21	94,797	1,708,833
Provision / (reversal) against off-balance sheet obligations	18.3	2,100	(22,005)
(Reversal) / provision against other assets	13.3	(162,621)	130,504
Unrealised gain on revaluation of investments classified as held for trading - net	9.23	(8,465)	(1,511)
Bad debts written-off directly	10.6.1	4,288	1,164
Gain on sale of operating fixed assets - net	26	(24,186)	(2,438)
Charge for defined benefit plan	27	253,608	255,975
		2,687,183	5,277,579
		9,011,827	11,711,720
<b>(Increase) / decrease in operating assets</b>			
Lendings to financial institutions		-	6,118,052
Held for trading securities		(3,620,450)	7,649,018
Advances		(27,805,343)	(37,314,545)
Other assets (excluding tax recoverable and dividend receivable)		(1,017,003)	77,921
		(32,442,796)	(23,469,554)
<b>Increase / (decrease) in operating liabilities</b>			
Bills payable		1,112,570	3,027,457
Borrowings		1,897,957	2,999,686
Deposits and other accounts		68,481,370	55,870,837
Other liabilities		884,081	11,669
		72,375,978	61,909,649
		48,945,009	50,151,815
Gratuity paid	34.7	(253,608)	(255,975)
Income tax paid		(3,579,103)	(3,701,816)
<b>Net cash generated from operating activities</b>		45,112,298	46,194,024
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Net investments in available for sale securities		(32,059,414)	(27,250,009)
Net investments in held to maturity securities		4,032,546	(1,703,643)
Investment in associated companies		(500,000)	(1,500,000)
Disposal of investment in associated companies		499,610	-
Dividend income received		498,718	311,300
Investments in operating fixed assets		(2,725,650)	(1,186,413)
Sale proceeds of property and equipment disposed-off		82,559	22,897
<b>Net cash used in investing activities</b>	11.4	(30,171,631)	(31,305,868)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Issuance of sub-ordinated loans		1,250,000	3,750,000
Redemption of sub-ordinated loans		(883,742)	(1,273,951)
Dividend paid		(2,733,934)	(2,361,023)
<b>Net cash generated in financing activities</b>		(2,367,676)	115,026
Exchange difference on translation of the net investments in foreign branches		702,483	625,061
<b>Increase in cash and cash equivalents</b>		13,275,474	15,628,243
Cash and cash equivalents at the beginning of the year		85,555,740	69,927,497
<b>Cash and cash equivalents at the end of the year</b>	31	98,831,214	85,555,740

The annexed notes 1 to 45 and Annexures I and II form an integral part of these unconsolidated financial statements.

CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR

CHAIRMAN

# UNCONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED DECEMBER 31, 2013

	Share capital	Capital Reserve		Revenue Reserve	Total
		Statutory reserve*	Exchange translation reserve	Unappropriated profit	
------(Rupees in '000)-----					
<b>Balance as at January 1, 2012 - as previously reported</b>	13,491,563	3,661,758	438,506	5,248,059	22,839,886
Effect of retrospective change in accounting policy with respect to employee benefits - note 5.1(b)	-	-	-	(343,840)	(343,840)
Related tax	-	-	-	120,344	120,344
	-	-	-	(223,496)	(223,496)
<b>Balance as at January 1, 2012 - restated</b>	13,491,563	3,661,758	438,506	5,024,563	22,616,390
<b>Changes in equity for 2012</b>					
<b>Total comprehensive income</b>					
Profit after taxation	-	-	-	4,556,121	4,556,121
<b>Other comprehensive income</b>					
Exchange difference on translation of net investment in foreign branches	-	-	625,061	-	625,061
Effect of retrospective change in accounting policy with respect to employee benefits - note 5.1(b)	-	-	-	54,482	54,482
Related tax	-	-	-	(19,069)	(19,069)
Transfer from surplus on revaluation of operating fixed assets - net of tax	-	-	-	29,695	29,695
	-	-	625,061	4,621,229	5,246,290
<b>Transactions with owners recorded directly in Equity</b>					
Final cash dividend for the year ended December 31, 2011 @ 17.5%	-	-	-	(2,361,023)	(2,361,023)
Transfer to statutory reserve	-	911,224	-	(911,224)	-
<b>Balance as at December 31, 2012 - restated</b>	13,491,563	4,572,982	1,063,567	6,373,545	25,501,657
<b>Changes in equity for 2013</b>					
<b>Total comprehensive income</b>					
Profit after taxation	-	-	-	4,675,950	4,675,950
<b>Other comprehensive income</b>					
Exchange difference on translation of net investment in foreign branches	-	-	702,483	-	702,483
Remeasurement of defined benefit plans - note 5.1(b)	-	-	-	74,576	74,576
Related tax charge	-	-	-	(26,102)	(26,102)
Transfer from surplus on revaluation of operating fixed assets - net of tax	-	-	-	35,365	35,365
	-	-	702,483	4,759,789	5,462,272
<b>Transactions with owners, recorded directly in equity</b>					
Final cash dividend for the year ended December 31, 2012 @ 20%	-	-	-	(2,698,313)	(2,698,313)
Transfer to statutory reserve	-	935,190	-	(935,190)	-
<b>Balance at December 31, 2013</b>	13,491,563	5,508,172	1,766,050	7,499,831	28,265,616

\* This represents reserve created under section 21(i)(a) of the Banking Companies Ordinance, 1962.

The annexed notes 1 to 45 and Annexures I and II form an integral part of these unconsolidated financial statements.

CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR

CHAIRMAN



# NOTES TO AND FORMING PART OF THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2013

## 1 STATUS AND NATURE OF BUSINESS

Bank Alfalah Limited (the Bank) is a banking company incorporated in Pakistan on June 21, 1992 as a public limited company under the Companies Ordinance, 1984. It commenced its banking operations on November 1, 1992. The Bank's registered office is located at B. A. Building, I. I. Chundrigar Road, Karachi and is listed on the Karachi, Lahore and Islamabad Stock Exchanges. The Bank is engaged in banking services as described in the Banking Companies Ordinance, 1962 and is operating through 423 conventional banking branches including 10 sub branches (2012: 353 branches including 10 sub branches), 10 overseas branches (2012: 7 branches), 140 Islamic banking branches (2012: 110 branches) and 1 offshore banking unit (2012: 1 unit). The credit rating of the Bank is disclosed in note 32 of the unconsolidated financial statements.

The Securities and Exchange Commission of Pakistan (SECP) vide letter EMD/233/407/2002-734 dated December 18, 2013 has granted an exemption to the Bank from the preparation of consolidated financial statements of the Bank and its subsidiary company namely Alfalah Securities (Private) Limited for the year ended December 31, 2013, subject to disclosure of certain information in these unconsolidated financial statements of the Bank. The disclosures required by the SECP are given in note 9.24 to these unconsolidated financial statements.

## 2 BASIS OF PRESENTATION

- 2.1 These unconsolidated financial statements represent separate financial statements of Bank Alfalah Limited in which investments in subsidiaries and associates are accounted on the basis of direct equity interest rather than on the basis of reported results.
- 2.2 In accordance with the directives of the Federal Government regarding the shifting of the banking system to Islamic modes, the State Bank of Pakistan has issued various circulars from time to time. Permissible form of trade-related modes of financing includes purchase of goods by banks from their customers and immediate resale to them at appropriate mark-up in price on deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these unconsolidated financial statements as such, but are restricted to the amount of facility actually utilised and the appropriate portion of mark-up thereon.

## 3 STATEMENT OF COMPLIANCE

- 3.1 These unconsolidated financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board and Islamic Financial Accounting Standards (IFASs) issued by the Institute of Chartered Accountants of Pakistan as are notified under the Companies Ordinance, 1984, the provisions of and directives issued under the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 and the directives issued by the Securities and Exchange Commission of Pakistan (SECP) and the State Bank of Pakistan (SBP). In case the requirements differ, the provisions of and directives issued under the Companies Ordinance, 1984, Banking Companies Ordinance, 1962 and the directives issued by SECP and SBP shall prevail.
- 3.2 The State Bank of Pakistan has deferred the applicability of International Accounting Standard (IAS) 39, 'Financial Instruments: Recognition and Measurement' and International Accounting Standard (IAS) 40, 'Investment Property' for banking companies through BSD Circular Letter No. 10 dated August 26, 2002 till further instructions. Further, the Securities and Exchange Commission of Pakistan has deferred the applicability of International Financial Reporting Standard (IFRS) 7, 'Financial Instruments: Disclosures' on banks through its notification S.R.O 411(I)/2008 dated April 28, 2008. Accordingly, the requirements of these standards have not been considered in the preparation of these unconsolidated financial statements. However, investments have been classified and valued in accordance with the requirements prescribed by the State Bank of Pakistan through various circulars.

- 3.3 IFRS 8 'Operating Segments' is effective for the Bank's accounting period beginning on or after January 1, 2009. All banking companies in Pakistan are required to prepare their annual financial statements in line with the format prescribed under BSD Circular No. 4 dated February 17, 2006, 'Revised Forms of Annual Financial Statements', effective from the accounting year ended December 31, 2006. The management of the Bank believes that as the SBP has defined the segment categorisation in the above mentioned circular, the SBP requirements prevail over the requirements specified in IFRS 8. Accordingly, segment information disclosed in these unconsolidated financial statements is based on the requirements laid down by SBP.
- 3.4 In addition, the Securities and Exchange Commission of Pakistan (SECP) has notified the applicability of Islamic Financial Accounting Standard (IFAS) 1 - Murabaha issued by the Institute of Chartered Accountants of Pakistan. IFAS 1 was effective for financial periods beginning on or after January 1, 2006. The standard has not been adopted by Islamic branches of conventional banks pending resolution of certain issues. The Bank plans to adopt the standard with effect from January 01, 2014.

### **3.5 New disclosure requirements**

#### **Minimum Capital Requirement**

In the current year, the State Bank of Pakistan, vide BPRD Circular No. 06 of 2013 dated August 15, 2013 issued Basel III guidelines pertaining to eligible capital and related disclosures. The Bank in accordance with the said guidelines calculated/presented the eligible capital and related disclosures. Credit risk, Market risk and Operational risk were calculated in accordance with the provisions of Basel II as Basel III guidelines for Credit Risk, Market Risk and Operational Risk are expected to be issued in the year 2014. Accordingly, eligible capital and related disclosures of the comparative period were represented for better comparison.

### **3.6 Application of new and revised International Financial Reporting Standards (IFRSs)**

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after January 01, 2014:

- IFRIC 21- Levies 'an Interpretation on the accounting for levies imposed by governments' (effective for annual periods beginning on or after January 01, 2014). IFRIC 21 is an interpretation of IAS 37 Provisions, Contingent Liabilities and Contingent Assets. IAS 37 sets out criteria for the recognition of a liability, one of which is the requirement for the entity to have a present obligation as a result of a past event (known as an obligating event). The Interpretation clarifies that the obligating event that gives rise to a liability to pay a levy is the activity described in the relevant legislation that triggers the payment of the levy. The amendment is not likely to have an impact on the financial statements of the Bank.
- Offsetting Financial Assets and Financial Liabilities (Amendments to IAS 32) - (effective for annual periods beginning on or after January 01, 2014). The amendments address inconsistencies in current practice when applying the offsetting criteria in IAS 32 Financial Instruments: Presentation. The amendments clarify the meaning of 'currently has a legally enforceable right of set-off'; and that some gross settlement systems may be considered equivalent to net settlement. The amendment may have an impact on the financial statements of the Bank.
- Amendment to IAS 36 "Impairment of Assets" Recoverable Amount Disclosures for Non-Financial Assets (effective for annual periods beginning on or after January 01, 2014). These narrow-scope amendments to IAS 36 Impairment of Assets address the disclosure of information about the recoverable amount of impaired assets if that amount is based on fair value less costs of disposal. The amendment may have an impact on the financial statements of the Bank.

- Amendments to IAS 19 “Employee Benefits” Employee contributions – a practical approach (effective for annual periods beginning on or after July 01, 2014). The practical expedient addresses an issue that arose when amendments were made in 2011 to the previous pension accounting requirements. The amendments introduce a relief that will reduce the complexity and burden of accounting for certain contributions from employees or third parties. The amendments are relevant only to defined benefit plans that involve contributions from employees or third parties meeting certain criteria. The amendment is not likely to have an impact on the financial statements of the Bank.
- Annual Improvements 2010-2012 and 2011-2013 cycles (most amendments will apply prospectively for annual period beginning on or after July 01, 2014). The new cycle of improvements contain amendments to the following standards:
  - IFRS 2 ‘Share-based Payment’. IFRS 2 has been amended to clarify the definition of ‘vesting condition’ by separately defining ‘performance condition’ and ‘service condition’. The amendment also clarifies both: how to distinguish between a market condition and a non-market performance condition and the basis on which a performance condition can be differentiated from a vesting condition.
  - IFRS 3 ‘Business Combinations’. These amendments clarify the classification and measurement of contingent consideration in a business combination. Further IFRS 3 has also been amended to clarify that the standard does not apply to the accounting for the formation of all types of joint arrangements including joint operations in the financial statements of the joint arrangement themselves.
  - IFRS 8 ‘Operating Segments’ has been amended to explicitly require the disclosure of judgments made by management in applying the aggregation criteria. In addition, this amendment clarifies that a reconciliation of the total of the reportable segment’s assets to the entity assets is required only if this information is regularly provided to the entity’s chief operating decision maker. This change aligns the disclosure requirements with those for segment liabilities.
  - Amendments to IAS 16 ‘Property, plant and equipment’ and IAS 38 ‘Intangible Assets’. The amendments clarify the requirements of the revaluation model in IAS 16 and IAS 38, recognizing that the restatement of accumulated depreciation (amortization) is not always proportionate to the change in the gross carrying amount of the asset.
  - IAS 24 ‘Related Party Disclosure’. The definition of related party is extended to include a management entity that provides key management personnel services to the reporting entity, either directly or through a group entity.
  - IAS 40 ‘Investment Property’. IAS 40 has been amended to clarify that an entity should assess whether an acquired property is an investment property under IAS 40 and perform a separate assessment under IFRS 3 to determine whether the acquisition of the investment property constitutes a business combination.

The above amendments are not likely to have an impact on the financial statements of the Bank other than additional disclosures.

#### **4 BASIS OF MEASUREMENT**

##### **4.1 Accounting convention**

These unconsolidated financial statements have been prepared under the historical cost convention except that certain fixed assets are stated at revalued amounts, held for trading and available for sale investments and derivative financial instruments are measured at fair value.

## **4.2 Functional and Presentation Currency**

These unconsolidated financial statements are presented in Pakistani Rupees, which is the Bank's functional and presentation currency. The amounts are rounded off to the nearest thousand rupees except as stated otherwise.

## **4.3 Critical accounting estimates and judgements**

The preparation of unconsolidated financial statements in conformity with approved accounting standards as applicable in Pakistan requires management to make judgements, estimates and assumptions that affect the reported amounts of assets and liabilities and income and expenses. It also requires management to exercise judgement in application of its accounting policies. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances. These estimates and assumptions are reviewed on an ongoing basis. Revisions to 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.

Significant accounting estimates and areas where judgements were made by the management in the application of accounting policies are as follows:

- i) classification and provisioning against investments (notes 5.4 and 9)
- ii) classification and provisioning against non-performing loans and advances (notes 5.5 and 10)
- iii) income taxes (notes 5.11 and 29)
- iv) accounting for defined benefit plan and compensated absences (notes 5.12 and 34)
- v) depreciation / amortisation of operating fixed assets (notes 5.6 and 11)
- vi) impairment of assets (notes 5.9 and 5.10)

## **5 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The principal accounting policies applied in the preparation of these unconsolidated financial statements are set out below. These have been consistently applied to all years presented, unless otherwise specified except for changes mentioned in note 5.1 to these unconsolidated financial statements.

### **5.1 Change in accounting policies**

#### **a) Presentation of items in other comprehensive income**

As a result of the amendments to IAS 1, the Bank has modified the presentation of items in other comprehensive income in its unconsolidated statement of comprehensive income, to present separately items that would be reclassified to profit or loss in the future from those that would never be. The adoption of the amendment to IAS 1 has no impact on the recognized assets, liabilities and comprehensive income of the Bank .

#### **b) Employee Benefits**

Effective from 1 January 2013, the revised IAS 19 'Employee Benefits' became applicable which changed the basis for recognition of actuarial gains and losses. The revised IAS 19 requires that actuarial gains and losses to be recognised immediately in other comprehensive income. Previously, actuarial gains and losses were being amortised over the expected average remaining working lives of employees as allowed under the relevant provision of previous IAS 19. The Bank also recognized its liability for compensated absences which was not previously recognized.

Effects of retrospective application of change in accounting policy are as follows:

This change in accounting policy has been accounted for retrospectively in accordance with International Accounting Standard - 8 "Accounting Policies, Changes in Accounting Estimates and Errors", resulting in adjustment of prior year financial statements.

	As at 31 December 2012			As at 01 January 2012		
	As previously reported	Effect of change in accounting policy	As Restated	As previously reported	Effect of change in accounting policy	As Restated
----- (Rupees in '000) -----						
<b>Effect on statement of financial position</b>						
Increase in other liabilities	-	289,358	289,358	-	343,840	343,840
Decrease in unappropriated profit - net of tax	6,561,628	(188,083)	6,373,545	5,248,059	(223,496)	5,024,563
Effect on deferred tax	-	101,275	101,275	-	120,344	120,344

#### Effect on other comprehensive income

Employee benefits related gains / (losses) recognised in other comprehensive income

- gross - note 34.3  
- related tax \*  
- net of tax

	For the year ended December 31, 2013	For the year ended December 31, 2012	Prior to January 01, 2012
----- (Rupees in '000) -----			
	74,576	54,482	(343,840)
	(26,102)	(19,069)	120,344
	<u>48,474</u>	<u>35,413</u>	<u>(223,496)</u>

\* adjusted in current tax

The unconsolidated profit and loss account for prior year has not been adjusted as the effect is not material.

## 5.2 Cash and cash equivalents

Cash and cash equivalents comprise of cash in hand, balances with treasury banks, balances with other banks in current and deposit accounts, national prize bonds, any overdrawn nostro accounts and call lendings having maturity of three months or less.

### **5.3 Lendings to / borrowings from financial institutions**

The Bank enters into transactions of repos and reverse repos at contracted rates for a specified period of time. These are recorded as under:

#### **Sale of securities under repurchase agreements**

Securities sold subject to a repurchase agreement (repo) are retained in the financial statements as investments and the counter party liability is included in borrowings. The difference between the sale and contracted repurchase price is accrued on a time proportion basis over the period of the contract and recorded as an expense.

#### **Purchase of securities under resale agreements**

Securities purchased under agreement to resell (reverse repo) are not recognised in the financial statements as investments and the amount extended to the counter party is included in lendings. The difference between the purchase and contracted resale price is accrued on a time proportion basis over the period of the contract and recorded as income.

### **5.4 Investments**

#### **5.4.1 Classification**

The Bank classifies its investments as follows:

##### **Held for trading**

These are investments, which are either acquired for generating a profit from short-term fluctuations in market prices, interest rate movements, dealers margin or are securities included in a portfolio in which a pattern of short-term profit taking exists.

##### **Held to maturity**

These are investments with fixed or determinable payments and fixed maturities and the Bank has the positive intent and ability to hold them till maturity.

##### **Available for sale**

These are investments, other than those in subsidiaries and associates, which do not fall under the 'held for trading' and 'held to maturity' categories.

##### **Associates**

Associates are all entities over which the Bank has significant influence but not control. Investment in associates is carried at cost less accumulated impairment losses, if any.

##### **Subsidiary**

Subsidiary is an entity over which the Bank has significant control. Investment in subsidiary is carried at cost less accumulated impairment losses, if any.

#### **5.4.2 Regular way contracts**

All purchases and sales of investments that require delivery within the time frame established by regulation or market convention are recognised at trade date, which is the date at which the Bank commits to purchase or sell the investments except for money market and foreign exchange contracts which are recognised at settlement date.

#### **5.4.3 Initial recognition and measurement**

Investments other than those categorised as 'held for trading' are initially recognised at fair value. Transaction costs associated with the investment are included in cost of investments. Investments classified as 'held for trading' are initially recognised at fair value and transaction costs are expensed in the profit and loss account.

#### **5.4.4 Subsequent measurement**

In accordance with the requirements of State Bank of Pakistan, quoted securities other than those classified as 'held to maturity', investment in associates and investment in subsidiaries are subsequently remeasured to market value. Surplus / (deficit) arising on revaluation of securities classified as 'available for sale' is included in the statement of comprehensive income but is taken to a separate account shown in the statement of financial position below equity. Surplus / (deficit) arising on revaluation of quoted securities which are 'held for trading' is taken to the profit and loss account. Investments classified as 'held to maturity' are carried at amortised cost.

Unquoted equity securities, excluding investment in subsidiary and associates are valued at lower of cost and the break-up value. Break-up value of equity securities is calculated with reference to the net assets of the investee company as per the latest available audited financial statements. Investment in subsidiary and associates are carried at cost, less accumulated impairment losses, if any.

#### **5.4.5 Impairment**

Impairment loss in respect of equity securities classified as available for sale, subsidiaries and associates and held to maturity is recognised based on management's assessment of objective evidence of impairment as a result of one or more events that may have an impact on the estimated future cash flows of the investments. A significant or prolonged decline in fair value of an equity investment below its cost is also considered an objective evidence of impairment. Provision for diminution in the value of debt securities is made as per the Prudential Regulations issued by the State Bank of Pakistan. In case of impairment of available for sale securities, the cumulative loss that has been recognised directly in surplus / (deficit) on revaluation of securities on the statement of financial position below equity is removed there from and recognised in the profit and loss account. For investments classified as held to maturity and investment in subsidiaries and associates, the impairment loss is recognised in the profit and loss account.

Gains or losses on disposal of investments during the year are taken to the profit and loss account.

### **5.5 Advances**

#### **Loans and advances**

Loans and advances including net investment in finance lease are stated net of provisions against non-performing advances. Specific and general provisions against Pakistan operations are made in accordance with the requirements of the Prudential Regulations issued by the State Bank of Pakistan from time to time. The net provision made / reversed during the year is charged to profit and loss account and accumulated provision is netted-off against advances. Provisions pertaining to overseas advances are made in accordance with the requirements of regulatory authorities of the respective countries. Advances are written off when there are no realistic prospects of recovery.

### **Net investment in Finance Lease**

Leases where the Bank transfers substantially all the risks and rewards incidental to the ownership of an asset are classified as finance leases. A receivable is recognised on commencement of lease term at an amount equal to the present value of the minimum lease payments, including guaranteed residual value, if any. Unearned finance income is recognised over the term of the lease, so as to produce a constant periodic return on the outstanding net investment in lease.

## **5.6 Operating Fixed assets**

### **Tangible assets**

Operating fixed assets except office premises are shown at historical cost less accumulated depreciation and accumulated impairment losses, if any. Historical cost includes expenditures that are directly attributable to the acquisition of the items. Office premises (which includes land and buildings) are stated at revalued amount less accumulated depreciation.

Depreciation is charged to income by applying the straight-line method using the rates specified in note 11.2 to these unconsolidated financial statements. The depreciation charge for the year is calculated after taking into account residual value, if any. The residual values, useful lives and depreciation method are reviewed and adjusted, if appropriate, at each reporting date. Depreciation on additions is charged from the date on which the assets are available for use and ceases on the date on which they are disposed off.

Maintenance and normal repairs are charged to income as and when incurred. Subsequent costs are included in the asset's 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.

Office premises are revalued by professionally qualified valuers with sufficient regularity to ensure that the net carrying amount does not differ materially from their fair value.

Surplus arising on revaluation is credited to the surplus on revaluation of fixed assets account. Deficit arising on subsequent revaluation of operating fixed assets is adjusted against the balance in the above mentioned surplus account as allowed under the provisions of the Companies Ordinance, 1984. The surplus on revaluation of operating fixed assets to the extent of incremental depreciation charged on the related assets is transferred to unappropriated profit.

Gains and losses on disposal of operating fixed assets are taken to the profit and loss account except that the related surplus / deficit on revaluation of operating fixed assets (net of deferred taxation) is transferred directly to unappropriated profit.

### **Intangible assets**

Intangible assets having a finite useful life are stated at cost less accumulated amortisation and accumulated impairment losses, if any. Such intangible assets are amortised using the straight-line method over their estimated useful lives. The useful lives and amortisation method are reviewed and adjusted, if appropriate at each reporting date. Intangible assets having an indefinite useful life are stated at acquisition cost, less impairment loss, if any.



## **5.7 Capital work in progress**

Capital work-in-progress is stated at cost less accumulated impairment losses, if any. All expenditure connected with specific assets incurred during installation and construction period are carried under this head. These are transferred to specific assets as and when assets become available for use.

## **5.8 Non-current assets held for sale**

The Bank classifies a non-current asset (or disposal group) as held for sale if its carrying amount will be recovered principally through a sale transaction rather than through continuing use.

A non-current asset (or disposal group) held for sale is carried at the lower of its carrying amount and the fair value less costs to sell. Impairment losses are recognised through the profit and loss account for any initial or subsequent write down of the non-current asset (or disposal group) to fair value less costs to sell. Subsequent gains in fair value less costs to sell are recognised to the extent they do not exceed the cumulative impairment losses previously recorded. A non-current asset is not depreciated while classified as held for sale or while part of a disposal group classified as held for sale.

## **5.9 Impairment**

The carrying amount of assets is reviewed at each reporting date to determine whether there is any indication of impairment of any asset or group of assets. If any such indication exists, the recoverable amount of such assets is estimated and impairment losses are recognised immediately in the unconsolidated financial statements. The resulting impairment loss is taken to the profit and loss account except for impairment loss on revalued assets, which is adjusted against related revaluation surplus to the extent that the impairment loss does not exceed the surplus on revaluation of that asset.

## **5.10 Ijarah Assets (IFAS 2)**

Ijarah assets are stated at cost less depreciation and are disclosed as part of 'Islamic financing and related assets'. The rental received/receivable on Ijarah under IFAS 2 are recorded as income / revenue.

### **Depreciation**

The Bank charges depreciation from the date of recognition of Ijarah of respective assets to Mustajir. Ijarah assets are depreciated over the period of Ijarah using the straight line method.

### **Ijarah Rentals**

Ijarah rentals outstanding are disclosed in 'Islamic financing and related assets' on the Statement of Financial Position at amortized cost.

### **Impairment**

Impairment of Ijarah assets is determined on the same basis as that of operating fixed assets. Impairment of Ijarah rentals are determined in accordance with the Prudential Regulations of SBP. The provision for impairment of Ijarah Rentals is shown as part of 'Islamic financing and related assets'.

## **5.11 Taxation**

Income tax expense comprises current and deferred tax. Income tax expense is recognised in the profit and loss account except to the extent that it relates to items recognised directly in other comprehensive income in which case it is recognised in other comprehensive income.

### **Current**

Provision for current taxation is based on taxable income at the current rates of taxation after taking into consideration available tax credit and rebates, if any. The charge for current tax also includes adjustments, where considered necessary relating to prior years, which arises from assessments / developments made during the year.

### **Deferred**

Deferred tax is recognised using the balance sheet liability method on all temporary differences arising between the carrying amounts of assets and liabilities for financial reporting purposes and amounts used for the taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amounts of assets and liabilities using the tax rates enacted at the reporting date. A deferred tax asset is recognised only to the extent that it is probable that future taxable profits will be available and the credits can be utilised. Deferred tax asset is reduced to the extent that it is no longer probable that the related tax benefits will be realised.

Deferred tax liability is not recognised in respect of taxable temporary differences associated with exchange translation reserves of foreign branches, where the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

## **5.12 Employee benefits**

### **a) Defined benefit plan**

The Bank operates an approved funded gratuity scheme covering eligible employees whose period of employment with Bank is five years or more. Contributions to the fund are made on the basis of actuarial recommendations. Projected Unit Credit Method is used for the actuarial valuation. Actuarial gains and losses are recognised immediately in other comprehensive income. Gratuity is payable to staff on completion of the prescribed qualifying period of service under the scheme.

### **b) Compensated absences**

The Bank recognises the liability for compensated absences in respect of employees in the period in which these are earned up to the balance sheet date. The provision has been recognised on the basis of management's best estimates.

## **5.13 Non-banking assets acquired in satisfaction of claim**

Non-banking assets acquired in satisfaction of claim are stated at the lower of the claim amount and the market value of assets acquired at the time of acquisition. The bank carries out periodic valuation of these assets and any decline in their value below the recognised amount is charged to the profit and loss account.

#### **5.14 Borrowings / deposits and their cost**

- a) Borrowings / deposits are recorded at the proceeds received.
- b) Borrowing costs are recognised as an expense in the period in which these are incurred using effective mark-up / interest rate method to the extent that they are not directly attributable to the acquisition of or construction of qualifying assets. Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset (one that takes a substantial period of time to get ready for use or sale) are capitalised as part of the cost of that asset.

#### **5.15 Deposits - Islamic Banking**

Deposits are generated on the basis of two modes i.e. Qard and Modaraba.

Deposits taken on Qard basis are classified as 'Current Account' and Deposits generated on Modaraba basis are classified as 'Savings Account' and 'Fixed Deposit Accounts'.

No profit or loss is passed on to current account depositors.

Profits realised in investment pools are distributed in pre-agreed profit sharing ratio.

Rab-ul-Maal (Usually Customer) share is distributed among depositors according to weightages assigned at the inception of profit calculation period.

Mudarib (Bank) can distribute its share of profit to Rab-ul-Maal upto a specified percentage of its profit.

Profits are distributed from the pool so the depositors (remunerative) only bear the risk of assets in the pool during the profit calculation period.

Asset pools are created at the Bank's discretion and the Bank can add, amend, transfer an asset to any other pool in the interests of the deposit holders.

In case of loss in a pool during the profit calculation period, the loss is distributed among the depositors (remunerative) according to their ratio of Investments.

#### **5.16 Provisions**

Provision for guarantee claims and other off balance sheet obligations is recognised when intimated and reasonable certainty exists for the Bank to settle the obligation. Expected recoveries are recognised by debiting the customer's account. Charge to the profit and loss account is stated net-of expected recoveries.

Other provisions are recognised when the Bank has a present, legal or constructive, obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each reporting date and are adjusted to reflect the current best estimate.

## **5.17 Acceptances**

Acceptances comprise undertakings by the Bank to pay bills of exchange drawn on customers. The Bank expects most acceptances to be simultaneously settled with the reimbursement from the customers. Acceptances are accounted for as off balance sheet transactions and are disclosed as contingent liabilities and commitments.

## **5.18 Revenue recognition**

### **Advances and investments**

Mark-up income on loans and advances, debt securities investments and profit on murabaha and musharika financing are recognised on a time proportion basis. Where debt securities are purchased at a premium or discount, those premiums / discounts are amortised through the profit and loss account over the remaining maturity, using the effective yield method.

Dividend income is recognised at the time when the Bank's right to receive the dividend has been established.

### **Lease financing**

Financing method is used in accounting for income from lease financing. Under this method, the unrealised lease income (excess of the sum of total lease rentals and estimated residual value over the cost of leased assets) is deferred and taken to income over the term of the lease period so as to produce a constant periodic rate of return on the outstanding net investment in the lease. Gains / losses on termination of leased contracts, documentation charges, front end fee and other lease income are recognised as income when they are realised.

Unrealised lease income and mark-up / return on non-performing advances are suspended, where necessary, in accordance with the requirements of the Prudential Regulations of the State Bank of Pakistan and recognised on receipt basis.

Ijarah income is recognised on an accrual basis as and when the rental becomes due.

### **Fee, commission and brokerage**

Fee, commission and brokerage income except income from guarantees are accounted for on receipt basis. Commission on guarantees is recognised on time proportion basis.

Other income is recognised on accrual basis.

## **5.19 Foreign currency translation**

### **Functional and presentation currency**

Items included in the unconsolidated financial statements are measured using the currency of the primary economic environment in which the Bank operates.

### **Transactions and balances**

Transactions in foreign currencies are translated into Pakistani rupees at the exchange rates prevailing on the transaction date. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the profit and loss account.

Forward contracts other than contracts with the State Bank of Pakistan relating to foreign currency deposits are valued at forward rates applicable to the respective maturities of the relevant foreign exchange contract.

Forward purchase contracts with the State Bank of Pakistan relating to foreign currency deposits are valued at the spot rate prevailing on the reporting date. The forward cover fee payable on such contracts is amortised over the term of the contracts.

### **Commitments**

Commitments for outstanding forward foreign exchange contracts are disclosed at contracted rates. Contingent liabilities / commitments for letters of credit and letters of guarantee denominated in foreign currencies are expressed in rupee terms at the exchange rates ruling on the reporting date.

### **Foreign operations**

Assets and liabilities of foreign operations are translated into rupees at the exchange rate prevailing at the reporting date. The results of foreign operations are translated at average rate of exchange for the year. Translation gains and losses arising on revaluations of net investment in foreign operations are taken to Exchange Translation Reserve in the statement of comprehensive income. These are recognised in the profit and loss account on disposal.

## **5.20 Derivative financial instruments**

Derivative financial instruments are initially recognised at fair value on the date at which the derivative contract is entered into and subsequently remeasured at fair value using appropriate valuation techniques. All derivative financial instruments are carried as assets where fair value is positive and as liabilities where fair value is negative. Any changes in the fair value of derivative financial instruments are taken to the profit and loss account.

## **5.21 Off-setting**

Financial assets and financial liabilities are off-set and the net amount reported in the unconsolidated financial statements only when there is a legally enforceable right to set-off the recognised amount and the Bank intends either to settle on a net basis, or to realise the assets and to settle the liabilities simultaneously. Income and expense items of such assets and liabilities are also off-set and the net amount is reported in the financial statements.

## **5.22 Dividend and appropriation to reserves**

Dividend and appropriation to reserves, except appropriations which are required under the law, after the reporting date, are recognised in the Bank's unconsolidated financial statements in the year in which these are approved.

### 5.23 Earnings per share

The Bank presents basic and diluted earnings per share (EPS) for its shareholders. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, if any.

### 5.24 Segment reporting

A segment is a distinguishable component of the Bank that is engaged either in providing product or services (business segment), or in providing products 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 Bank's primary format of reporting is based on business segments.

#### a) Business segments

##### Trading and sales

It includes fixed income, equity, foreign exchanges, commodities, credit, funding, own position securities, lending and repos, brokerage debt and prime brokerage.

##### Retail banking

It includes retail lending and deposits, banking services, trust and estates, private lending and deposits, banking service, investment advice, merchant / commercial / corporate cards and private labels and retail.

##### Commercial banking

Commercial banking includes project finance, corporate finance, real estate, export finance, trade finance, factoring, leasing, lending, guarantees, bills of exchange and deposits.

##### Corporate banking

Corporate banking includes services provided in connection with mergers and acquisition, underwriting, privatisation, securitisation, research, debts (government, high yield), equity, syndication, IPO and secondary private placements.

#### b) Geographical segments

The Bank operates in three geographical regions being:

- Pakistan
- Asia Pacific (including South Asia)
- Middle East

	Note	2013	2012
(Rupees in '000)			
<b>6 CASH AND BALANCES WITH TREASURY BANKS</b>			
<b>In hand</b>			
Local currency (including in transit 2013: Rs. 275 million, 2012: Rs. 126 million)		11,073,038	10,568,512
Foreign currencies (including in transit 2013: Rs. 47 million, 2012: Rs. 79 million)		2,862,086	2,671,325
<b>With State Bank of Pakistan in</b>			
Local currency current accounts	6.1	17,814,105	20,621,663
Foreign currency current accounts	6.2	2,466,325	2,145,911
Foreign currency deposit accounts	6.3	5,618,346	5,013,933
<b>With other central banks in</b>			
Foreign currency current accounts	6.4	9,689,404	7,578,650
Foreign currency deposit accounts	6.4	3,000,151	3,164,444
<b>With National Bank of Pakistan in</b>			
Local currency current account		8,635,986	6,233,839
<b>National Prize Bonds</b>			
		45,256	45,777
		<u>61,204,697</u>	<u>58,044,054</u>

- 6.1 This includes statutory liquidity reserves maintained with the SBP under Section 22 of the Banking Companies Ordinance, 1962.
- 6.2 As per BSD Circular No. 9 dated December 3, 2007, cash reserve of 5% is required to be maintained with the State Bank of Pakistan on deposits held under the New Foreign Currency Accounts Scheme (FE-25 deposits).
- 6.3 Special cash reserve of 15% is required to be maintained with the State Bank of Pakistan on FE-25 deposits as specified in BSD Circular No. 14 dated June 21, 2008. Profit rates on these deposits are fixed by SBP on a monthly basis. The State Bank of Pakistan has not remunerated these deposit accounts during the year.
- 6.4 Deposits with other central banks are maintained to meet their minimum cash reserves and capital requirements pertaining to the foreign branches of the Bank.

	Note	2013	2012
(Rupees in '000)			
<b>7 BALANCES WITH OTHER BANKS</b>			
In Pakistan			
On current accounts		1,179,611	1,119,220
On deposit accounts	7.1	6,502,187	4,608,576
Outside Pakistan			
On current accounts	7.2	19,794,597	11,268,258
On deposit accounts	7.3	7,703,588	9,724,939
		<u>35,179,983</u>	<u>26,720,993</u>

7.1 This represents funds deposited with various banks at profit rates ranging from 5.00% to 9.00% per annum (2012: 3.50% to 9.50% per annum).

7.2 This includes amount held in Automated Investment Plans. The balance is current by nature and on increase in the balance above a specified amount, the Bank is entitled to earn interest from the correspondent banks at agreed upon rates.

7.3 This includes placements of funds generated through foreign currency deposits scheme (FE-25), at interest rates ranging from 0.12% to 4.00% per annum (2012: 0.12% to 14.75% per annum) with maturities upto March 2014 (2012: May 2013).

	Note	2013	2012
(Rupees in '000)			
<b>8 LENDINGS TO FINANCIAL INSTITUTIONS</b>			
Call money lendings	8.1	<u>2,522,022</u>	<u>876,870</u>
		<u>2,522,022</u>	<u>876,870</u>

8.1 These represent lendings to financial institutions at interest rates ranging from 0.32% to 13.25% per annum (2012: 2.74% to 11.00% per annum) with maturities upto November 2014 (2012: March 2013).

	Note	2013	2012
(Rupees in '000)			
<b>8.2 Particulars of lendings to financial institutions</b>			
In local currency		-	-
In foreign currencies		<u>2,522,022</u>	<u>876,870</u>
		<u>2,522,022</u>	<u>876,870</u>



## 9 INVESTMENTS - NET

### 9.1 Investments by types

	Note	2013			2012		
		Held by Bank	Given as collateral	Total	Held by Bank	Given as collateral	Total
----- (Rupees in '000) -----							
<b>Held for trading securities</b>							
Market Treasury Bills		6,243,509	-	6,243,509	3,020,153	-	3,020,153
Pakistan Investment Bonds		-	-	-	480,749	-	480,749
Overseas Bonds		907,716	-	907,716	28,362	-	28,362
		7,151,225	-	7,151,225	3,529,264	-	3,529,264
<b>Available for sale securities</b>							
Market Treasury Bills		104,046,128	4,608,632	108,654,760	74,660,772	5,941,119	80,601,891
Pakistan Investment Bonds		17,680,342	-	17,680,342	21,457,599	25,000	21,482,599
Fully paid up ordinary shares / units - Listed		3,235,923	-	3,235,923	2,848,630	-	2,848,630
Fully paid up ordinary shares / units - Unlisted		4,426,617	-	4,426,617	4,496,617	-	4,496,617
Term Finance Certificates		1,033,994	-	1,033,994	1,278,903	-	1,278,903
Preference Shares - Listed		108,835	-	108,835	108,835	-	108,835
Preference Shares - Unlisted		340,000	-	340,000	40,000	-	40,000
Overseas Bonds		1,583,831	-	1,583,831	-	-	-
Sukuk Bonds		53,194,997	-	53,194,997	47,429,865	-	47,429,865
		185,650,667	4,608,632	190,259,299	152,321,221	5,966,119	158,287,340
<b>Held to maturity securities</b>							
Market Treasury Bills		1,631,150	-	1,631,150	6,552,224	-	6,552,224
Pakistan Investment Bonds		14,277,652	-	14,277,652	11,809,204	-	11,809,204
Term Finance Certificates		526,888	-	526,888	628,374	-	628,374
Pakistan Euro Bonds		2,582,702	-	2,582,702	1,605,457	-	1,605,457
Credit Linked Notes		-	-	-	485,749	-	485,749
Overseas Bonds		3,148,451	-	3,148,451	4,718,310	-	4,718,310
Sukuk Bonds		2,331,581	-	2,331,581	2,731,652	-	2,731,652
		24,498,424	-	24,498,424	28,530,970	-	28,530,970
<b>Associates</b>							
Alfalsh Insurance Limited		68,990	-	68,990	68,990	-	68,990
Alfalsh GHP Value Fund		100,000	-	100,000	100,000	-	100,000
Alfalsh GHP Income Multiplier Fund		250,000	-	250,000	250,000	-	250,000
Alfalsh GHP Islamic Fund		250,000	-	250,000	250,000	-	250,000
Alfalsh GHP Cash Fund		1,000,390	-	1,000,390	1,500,000	-	1,500,000
IGI Money Market Fund		500,000	-	500,000	-	-	-
Alfalsh GHP Investment Management Limited		130,493	-	130,493	130,493	-	130,493
		2,299,873	-	2,299,873	2,299,483	-	2,299,483
<b>Subsidiary</b>							
Alfalsh Securities (Private) Limited		826,000	-	826,000	826,000	-	826,000
<b>Investments at cost</b>							
		220,426,189	4,608,632	225,034,821	187,506,938	5,966,119	193,473,057
<b>Less: Provision for diminution in the value of investments</b>	9.21	(6,130,860)	-	(6,130,860)	(6,123,518)	-	(6,123,518)
<b>Investments (net of provisions)</b>							
		214,295,329	4,608,632	218,903,961	181,383,420	5,966,119	187,349,539
Surplus on revaluation of held for trading securities - net	9.23	8,465	-	8,465	1,511	-	1,511
Surplus on revaluation of available for sale securities - net	20.2	766,647	11,296	777,943	2,121,176	14,536	2,135,712
<b>Total investments</b>		215,070,441	4,619,928	219,690,369	183,506,107	5,980,655	189,486,762

## 9.2 Strategic Investments

### Available for sale

Fully paid up ordinary shares - Listed  
Fully paid up ordinary shares - Unlisted

### Associates

### Subsidiaries

Provision for diminution in the value of investments

2013                      2012  
(Rupees in '000)

-	417,475
4,416,796	4,486,796
799,483	799,483
826,000	826,000
<u>6,042,279</u>	<u>6,529,754</u>
(5,225,296)	(5,176,939)
<u>816,983</u>	<u>1,352,815</u>

Strategic investments are those which the Bank makes with the intention of holding them for a long term duration and are marked as such at the time of investment. Disposal of such investments can only be made subject to the fulfilment of the requirements prescribed by the SBP. The overall exposure limit for equity investments prescribed by the SBP does not apply to these investments. Further, as per the SBP instructions in BPD Circular Letter No. 16 of 2006 dated August 01, 2006, investments marked as strategic have a minimum retention period of 5 years from the original purchase date. However, these can be sold before the stipulated period with the prior permission of the SBP.

	Note	2013	2012
(Rupees in '000)			
<b>9.3 Investments by segments</b>			
<b>Federal Government Securities</b>			
- Market Treasury Bills	9.5	116,529,419	90,174,268
- Pakistan Investment Bonds	9.6	31,957,994	33,772,552
- Overseas Government Bonds	9.7	3,974,888	3,665,539
- Sukuk Bonds	9.8	53,722,607	48,108,330
- Pakistan Euro Bond	9.9	2,582,702	1,605,457
		208,767,610	177,326,146
<b>Fully Paid up Ordinary Shares / Preference Shares / Units / Certificates</b>			
- Listed companies / mutual funds	9.10	3,235,923	2,848,630
- Un-listed companies	9.11	4,426,617	4,496,617
- Preference Shares - Listed	9.12	108,835	108,835
- Preference Shares - Unlisted	9.13	340,000	40,000
		8,111,375	7,494,082
<b>Term Finance Certificates, Debentures, Bonds, Notes and Participation Term Certificates</b>			
- Listed TFCs	9.14	486,694	731,423
- Un-listed TFCs	9.15	1,074,188	1,175,854
- Sukuk Bonds	9.16	1,803,971	2,053,187
- Overseas Bonds	9.17	1,665,110	1,081,133
- Credit Linked Notes		-	485,749
		5,029,963	5,527,346
<b>Investment in subsidiary company</b>	9.18	826,000	826,000
<b>Investment in associates</b>	9.19	2,299,873	2,299,483
<b>Total investments at cost</b>		225,034,821	193,473,057
Provision for diminution in the value of investments - net	9.21	(6,130,860)	(6,123,518)
Surplus on revaluation of held for trading securities - net	9.23	8,465	1,511
Surplus on revaluation of available for sale securities - net	20.2	777,943	2,135,712
<b>Total investments</b>		219,690,369	189,486,762

- 9.4 Investments include certain approved / government securities which are held by the Bank to comply with the Statutory Liquidity Requirement determined on the basis of the Bank's demand and time liabilities as set out under section 29 of the Banking Companies Ordinance, 1962.
- 9.5 Market Treasury Bills are for the periods of three months, six months and one year. The effective rates of profit on Market Treasury Bills range between 7.00% to 11.38% per annum (2012: 9.02% to 11.48% per annum) with maturities upto November 2014 (2012: December 2013).
- 9.6 Pakistan Investment Bonds (PIBs) are for the periods of three, five, seven and ten years. The rates of profit range from 8.00% to 12.00% per annum (2012: 9.00% to 12.00% per annum) with maturities from April 2014 to July 2022 (2012: June 2013 to July 2022). These also include PIBs having face value of Rs. 35 million (2012: Rs. 35 million) pledged with the National Bank of Pakistan as security to facilitate Telegraphic Transfer discounting facility.
- 9.7 These represent Overseas Government Bonds issued by the Government of Afghanistan and the Government of Bangladesh amounting to AFN 821.085 million (2012: AFN 1,497.691 million) and BDT 1,801.246 million (2012: BDT 718.239 million) respectively. The rates of profit on Government of Afghanistan bond range from 3.40% to 5.92% per annum (2012: 1.95% to 3.38% per annum) while Government of Bangladesh bonds carry profit ranging from 10.6% to 12.55% per annum (2012: 8.55% to 12.28%). The bonds are due to mature by December 2014 (2012: June 2013) and December 2032 (2012: November 2032) respectively.
- 9.8 This represents sukuk bonds of Rs. 2,366.67 million (2012: 833.83 million) issued by Water and Power Development Authority (WAPDA) for a period of ten years and ijarah sukuk of Rs. 51,355.94 million (2012: 47,274.5 million) issued by the State Bank of Pakistan for a period of three years. The rates of profit on these bonds ranging between 8.84% to 11.30% per annum (2012: 11.78% per annum) and between 8.99% to 9.98% per annum (2012: 9.23% to 10.43% per annum) respectively.
- 9.9 This represents Pakistan Euro Bonds of US Dollar 24.52 million (2012: 16.526 million) issued by the Government of Pakistan. These bonds carry interest at 7.125% (2012: 7.125%) per annum and are due for maturity in March 2016 (2012: March 2016).

**9.10 Particulars of investments in listed companies / mutual funds include the following:**

The paid-up value of these shares / units / certificates is Rs 10 unless otherwise stated.

2013	2012
(Number of shares / certificates / units)	
1,551,000	1,551,000
972,919	972,919
24,669,055	24,669,055
15,000,000	15,000,000
600,000	600,000
504,951	504,951

**MUTUAL FUNDS**

Meezan Balanced Fund
Meezan Islamic Income Fund
NAFA Income Opportunity Fund
Pak Oman Advantage Fund
Pak Oman Advantage Islamic Income Fund
United Islamic Income Fund (Related party)

2013	2012
(Rupees in '000)	
5,894	5,894
50,000	50,000
250,805	250,805
150,000	150,000
30,000	30,000
50,000	50,000

2013 (Number of shares / certificates / units)	2012		2013 (Rupees in '000)	2012
1,195,000	567,300	<b>OIL AND GAS</b>		
873,300	-	Oil and Gas Development Corporation	290,492	100,023
1,366,380	3,057,500	Pakistan Oilfields Limited	425,538	-
400,000	180,000	Pakistan Petroleum Limited	264,736	520,800
		Pakistan State Oil Company Limited	119,539	41,979
		<b>CHEMICALS</b>		
1,948,333	1,948,333	Agritech Limited (Note. 9.15.1)	22,737	68,192
360,000	-	Engro Corporation Limited	50,124	-
5,725,738	8,339,238	Fatima Fertilizer Company Limited	142,537	207,165
1,829,300	1,670,900	Fauji Fertilizer Company Limited	208,681	191,917
300,000	-	Fauji Bin Qasim Limited	12,508	-
		<b>CONSTRUCTION AND MATERIALS</b>		
1,900,000	-	D G Khan Cement Limited	146,969	-
850,000	-	Lucky Cement Limited	195,892	-
		<b>PERSONAL GOODS</b>		
684,700	500,000	Nishat Mills Limited	68,528	31,654
-	83,494,920	<b>FIXED LINE TELECOMMUNICATION</b>		
		Wateen Telecom Limited (Related party)	-	417,474
		<b>ELECTRICITY</b>		
4,700,000	5,108,500	The Hub Power Company Limited	259,944	197,981
500,000	2,548,500	Kot Addu Power Company Limited	25,638	114,478
-	934,600	Kohinoor Energy Limited	-	14,739
4,083,911	740,411	Nishat (Chunian) Power Company Limited	126,245	10,417
1,000,098	2,340,098	Nishat Power Company Limited	23,778	36,926
		<b>BANKS</b>		
-	455,000	Allied Bank Limited	-	23,725
2,275,000	1,017,500	Bank Al Habib Limited	71,662	30,045
400,000	-	MCB Bank Limited	106,542	-
-	2,000,000	National Bank of Pakistan	-	94,688
-	5,550,000	Soneri Bank Limited	-	39,656
1,200,000	2,135,000	United Bank Limited (Related party)	137,134	168,847
		<b>FINANCIAL SERVICES</b>		
-	250,000	NEXT Capital Limited	-	1,225
			<b>3,235,923</b>	<b>2,848,630</b>

### 9.11 Investments in unlisted companies

2013 (Number of shares)	2012 (Number of shares)
572,531	572,531
24	24
-	7,000,000
5,000,000	5,000,000
319,054,124	319,054,124

#### **Pakistan Export Finance Guarantee Agency Limited**

Chief Executive: Mr. S.M. Zaeem  
Break-up value per share: Rs. 0.5  
Date of financial statements: June 30, 2010 (Audited)

#### **Society for Worldwide Interbank Financial Telecommunication**

Chief Executive: Mr. Gottfried Leibbrandt  
Break-up value per share: Rs. 330,035 (2011: Rs. 335,982)  
Date of financial statements: December 31, 2012 (Audited)

#### **Al-Hamra Hills (Private) Limited**

Chief Executive: Mr. Habib Ahmed  
Break-up value per share: Rs. 7.37  
Date of financial statements: June 30, 2011 (Audited)

#### **Al-Hamra Avenue (Private) Limited**

Chief Executive: Mr. Habib Ahmed  
Break-up value per share: Rs. 9.52  
Date of financial statements: June 30, 2010 (Un-audited)

#### **Warid Telecom (Private) Limited (Related party)**

Chief Executive: Mr. Muneer Farooqui  
Break-up value per share: Rs. 1.89 (2012: Rs. 4.06)  
Date of financial statements: June 30, 2013 (Audited)

2013  
(Rupees in '000)

5,725

5,725

4,096

4,096

-

70,000

50,000

50,000

4,366,796

4,366,796

4,426,617

4,496,617

### 9.12 Investments in preference shares - Listed

2013 (Number of shares)	2012 (Number of shares)
10,883,486	10,883,486

#### **Agritech Limited**

Chief Executive: Mr. Ahmed Jaudet Bilal  
Redemption: Any time after the issuance of preference shares  
Date of financial statements: June 30, 2013 (Audited)

2013  
(Rupees in '000)

108,835

108,835

108,835

108,835

### 9.13 Investments in preference shares - Unlisted

2013 (Number of shares)	2012
120,000,000	-
1,500,000	1,500,000
2,500,000	2,500,000

#### Silk Bank Preference Shares

Chief Executive : Mr. Azmat Tarin

Redemption:

Put Option: The Bank has an option to sell on the expiry of 3 years, its outstanding shares to Arif Habib Corporation Limited at strike price of Rs. 3.70 per share.

Call Option: Silkbank is entitled to exercise call option after the end of first year from date of issue till the expiry of 3 years at strike price ranging from Rs. 2.85 to Rs. 3.7 per share.

Break-up value per share: Rs. 2.59 (2012: Rs. 2.04)

Date of financial statements : September 2013 (Unaudited)  
(Paid-up value of each share is Rs. 2.50)

#### First Dawood Investment Bank Limited

Chief Executive: Mr. Rasheed Y Chinnoy

Redemption: Preference dividend @ 4% on cumulative basis and redeemable at par after 5 years.

Break-up value per share: Rs. 3.63 (2012: Rs. 3.21)

Date of financial statements: June 30, 2013 (Audited)

#### Trust Investment Bank Limited

Chief Executive: Mr. Ahsan Rafique

Redemption: Any time after the issuance of preference shares

Break-up value per share: Rs. (12.17) (2012: Rs. (10.56))

Date of financial statements: June 30, 2013 (Audited)

2013 (Rupees in '000)	2012
300,000	-
15,000	15,000
25,000	25,000
<u>340,000</u>	<u>40,000</u>

#### 9.14 Particulars of Term Finance Certificates - Listed

##### Askari Bank Limited (2nd Issue)

Nil (2012: 20,000) certificates of Rs. 5,000 each

##### Askari Bank Limited (3rd Issue)

90,000 (2012: 90,000) certificates of Rs. 5,000 each

Mark up: Average six months KIBOR plus 250 basis points (for one to five years)  
Average six months KIBOR plus 295 basis points (for six to ten years)

Redemption: This instrument is structured to redeem 0.32 percent of total issue amount in the first ninety six months after issuance i.e. September 28, 2009 and remaining issue amount in four equal semi-annual installments of 24.92 percent each, starting from the 102nd month after the issuance.

Maturity: November 2019

Rating: AA- (PACRA)

Chief Executive: Mr. Syed Majeedullah Husaini

##### Standard Chartered Bank (Pakistan) Limited - (3rd Issue)

Nil (2012: 10,000) certificates of Rs. 5,000 each

##### Faysal Bank Limited

Nil (2012: 578) certificates of Rs. 5,000 each

##### Allied Bank Limited

7,686 (2012: 7,686) certificates of Rs. 5,000 each

Mark up: Average six months KIBOR + 190 basis points per annum with no floor and cap

Redemption: The instrument is structured to redeem 0.24 percent of principal in the first 72 months and the remaining principal in 4 equal semi-annual installments of 24.94 percent each of the issue amount respectively starting from the 78th month.

Maturity: December 2014

Rating: AA (PACRA)

Chief Executive: Mr. Tariq Mahmood

##### Pakistan Mobile Communication (Private) Limited

Nil (2012: 80,000) certificates of Rs. 5,000 each

**2013**                      **2012**  
**(Rupees in '000)**

-	99,720
449,280	449,460
-	12,500
-	722
19,169	38,338
-	66,560



**Gharibwal Cement - Note:9.15.3**

1,643 (2012: 1643) certificates of Rs. 5,000 each  
 Mark up: Average three month KIBOR (Ask side) , no spread  
 Redemption: Quarterly installments starting from December 2010.  
 Maturity: September 30, 2016  
 Rating: Unrated  
 Chief Executive: Muhammad Tousif Peracha

**NEW Allied Electronics - Note:9.15.3**

437 (2012: 437) certificates of Rs. 5,000 each  
 Mark up: Average three months KIBOR plus 275 basis points  
 Redemption: 17 equal quarterly installments  
 Maturity: May 15, 2011  
 Rating: Unrated  
 Chief Executive: Mr. Zeeshan Pervaiz Akhtar

**Financial Receivables Securitization Company Limited**

15,792 (2012: 15,792) certificates of Rs. 5,000 each  
 Mark up: Average six months KIBOR + 200 basis points p.a. with a floor of 8 percent per annum and cap of 16 percent per annum.  
 Redemption: Principal redemption will be carried out in 12 and 8 equal semi-annual installments in arrears, with a grace period of 1 year and 3 years for Class A TFCs and Class B TFCs respectively.  
 Maturity: January 2014  
 Rating: A+ (PACRA)  
 Chief Executive: Mr. Muhammad Suleman Kanjiani

**Pak Arab Fertilizers Limited**

Nil (2012: 20,000) certificates of Rs. 5,000 each

	2013	2012
	(Rupees in '000)	
	8,120	8,120
	2,185	2,185
	7,940	23,818
	-	30,000
	486,694	731,423

### 9.15 Particulars of Term Finance Certificates - Unlisted

#### Agritech Limited

100,000 (2012: 100,000) certificates of Rs. 5,000 each  
 Mark up: Average six months KIBOR (Ask Side) + 175 basis point per annum (no floor & no cap)  
 Redemption: Repayment will be made in stepped up installments where 35 percent of principal amount will be paid in the years 3 to 5 and remaining 65 percent will be paid in years 6 to 8.  
 Maturity: July 2017  
 Rating: D (PACRA)  
 Chief Executive: Mr. Ahmed Jaudet Bilal

#### Jahangir Siddiqui & Company Limited

Nil (2012: 20,000) certificates of Rs. 5,000 each

#### Zulaikha Textile Mills Limited (Formerly Khunja Textile Mills Limited)

300 (2012: 300) certificates of Rs. 100,000 each  
 Mark-up: Average Six Months KIBOR + 300 basis points per annum  
 Redemption: 10 equal semi-annual installments commencing from the 24th months from first draw down.  
 Maturity: October 2019  
 Chief Executive: Mr. Muhammad Ramzan

#### Azgard Nine Limited - Note 9.15.1

20,000 (2012: 20,000) certificates of Rs.5,000 each  
 Mark-up: Average Six months KIBOR (Ask Side) + 100 basis points per annum  
 Redemption: Principal will be repaid in 12 semi annual installments with stepped up repayment plan whereby 47 percent of principal amount will be repaid in the years 3 to 6 and remaining 53 percent will be repaid in the years 7 to 8.  
 Maturity: December 2017  
 Rating: D (PACRA)  
 Chief Executive: Mr. Ahmed H. Shaikh

**2013**                      **2012**  
**(Rupees in '000)**

499,586	499,586
-	99,800
27,302	28,988
43,350	43,350

**Azgard Nine Limited - Note 9.15.2**

6,574 (2012: 6,574) certificates of Rs.5,000 each  
 Mark-up: Zero Rated  
 Redemption: Principal to be repaid in 7 semi annual installment starting from March 2014.  
 Maturity: March 2017  
 Chief Executive: Mr. Ahmed H. Shaikh

**Flying Board & Paper Products - Note 9.15.3**

4,300 (2012: 4,300) certificates of Rs. 5,000 each  
 Mark up: Average Six Month KIBOR + 150 basis points (No Floor No Cap)  
 Redemption: 6 Equal Semi-Annual Installments with 0.17 percent redemption every six months after this 2.5 years of grace period.  
 Maturity: January 2014  
 Chief Executive: Mr. Kamran Khan

**Faysal Bank Limited**

30,000 (2012: 30,000) certificates of Rs. 5,000 each  
 Mark up: Average 6 month KIBOR plus 225 basis points per annum  
 Redemption: The instrument is structured to redeem 0.20 percent of principal semi-annually in the first 60 months and remaining amount in 4 equal semi-annual installments of 24.95% each starting from 66th month.  
 Maturity: December 2017  
 Rating: AA- (JCR-VIS)  
 Chief Executive: Mr. Naved A. Khan

**Bank AL Habib Limited**

60,000 (2012: 60,000) certificates of Rs. 5,000 each  
 Mark up: Year 1 - 5 : 15%  
 Year 6 - 10 : 15.5%  
 Redemption: The instrument is structured to redeem 0.02 percent of principal semi-annually in the first 9 years and the remaining issue amount in 2 equal semi-annual installments of 49.82% in the 10th year.  
 Maturity: July 2021  
 Rating: AA (PACRA)  
 Chief Executive: Mr. Abbas D. Habib

**2013**                      **2012**  
**(Rupees in '000)**

32,870                      32,870

21,500                      21,500

149,820                      149,880

299,760                      299,880

1,074,188

1,175,854

9.15.1 During the year 2012, the Bank's exposure in the TFCs of Azgard Nine Limited (ANL) amounting to Rs. 99.920 million was restructured under a Debt / Asset Swap arrangement. As per the terms of the restructuring, the Bank received 1,616,036 shares of Agritech Limited (valued at Rs. 35 per share) as partial settlement of the ANL's TFC exposure. In addition, the Bank also injected additional equity amounting to Rs 11.631 million for acquisition of additional 332,297 shares in AGL. Subsequent to this settlement, Bank's exposure in the TFC of ANL has reduced to Rs 43.350 million (as reflected in note 9.15). This exposure in TFC is fully provided while investment in shares has been marked to market net off provision booked.

9.15.2 This represents Zero Rated Term Finance Certificates of Azgard Nine Limited (ANL) received in settlement of overdue mark-up outstanding on the actual TFC exposure of the Bank, amounting to Rs. 99.920 million. The settlement was made as per the Investor Agreement entered into between ANL and the Bank. As at December 31, 2013, this investment is fully provided.

9.15.3 The Bank received listed TFCs of Gharibwal Cement amounting to Rs 8.120 million, New Allied Electronics amounting to Rs. 2.185 million, and unlisted TFCs of Flying Board and Paper Products amounting to Rs. 21.5 million. These TFCs have been received in lieu of the unlisted TFCs of First Dawood Investment Bank previously held amounting to Rs. 30 million, which were fully provided for. The excess principal amount recovered was adjusted against outstanding mark-up receivable. As at December 31, 2013, these TFCs have also been fully provided.

#### 9.16 Investments in sukuk bonds

Investee company	Date of maturity	Profit rate per annum	Number of Certificates	2013	2012
				(Rupees in '000)	
Sitara Chemical Industries Limited - I	December 2013	3 months KIBOR plus 1.00 percent	59,740	-	24,892
Security Leasing Corporation Limited - II	September 2022	1 month KIBOR	35,000	55,906	63,015
Kohat Cement Company Limited	September 2016	3 months KIBOR plus 2.50 percent	20,000	11,042	22,949
Sitara Energy Limited	May 2015	3 months KIBOR plus 1.70 percent	Note 9.16.1	15,852	26,420
BRR Guardian Modaraba	December 2016	1 months KIBOR	20,000	80,938	94,688
K.S. Sulemanji Esmailji & Sons (Private) Limited	June 2014	3 months KIBOR plus 1.40 percent	20,000	17,015	53,173
Sitara Peroxide (Private) Limited	February 2020	3 months KIBOR plus 1.00 percent	60,000	237,119	264,283
Liberty Power Tech Limited	March 2021	3 months KIBOR plus 3.00 percent	100,000	430,517	459,409
Amreli Steel (Private) Limited	December 2016	3 months KIBOR plus 2.50 percent	50,000	210,000	230,000
Security Leasing Corporation Limited - I	January 2022	3% cash + 3% accrual	5,000	6,841	7,688
Engro Corporation Limited	September 2015	6 months KIBOR plus 1.50 percent	69,545	336,670	336,670
Quetta Textile Mills Limited	June 2015	6 months KIBOR plus 1.50 percent	30,000	107,586	120,000
Ghani Glass Limited	December 2017	3 months KIBOR plus 1.75 percent	70,000	294,485	350,000
				<u>1,803,971</u>	<u>2,053,187</u>

9.16.1 This represents advance payment to Sitara Energy Limited. The relevant sukuk bonds against the advance subscription have not been issued to the Bank by December 31, 2013.

9.17 These represent overseas bonds amounting to BDT 60 million (2012: BDT 90 million), US Dollar 15.038 million (2012: nil), US Dollar nil (2012: US Dollar 10 million) issued by Orascom Telecom, Abu Dhabi Commercial Bank, Qattar National Bank and Standard Chartered Bank respectively. These bonds carry interest at 13.50% per annum (2012: 13.50% per annum), 1.49% to 1.54% per annum (2012: nil) and nil (2012: 0.34% per annum) and are due for maturity in June 2014 (2012: June 2014), March 2016 (2012: nil) respectively.

#### 9.18 Particulars of investment in subsidiary company

The paid up value of these ordinary shares is Rs. 10.

2013	2012
(Number of shares)	
82,600,000	82,600,000

##### **Alfalah Securities (Private) Limited**

Percentage of holding: 97.18% (2012: 97.18%)  
 Break-up value per share: Rs. (0.061) (2012: Rs. 0.051)  
 Date of Audited financial statements: December 31, 2013  
 Chief Executive: Naseem Ahmed

2013	2012
(Rupees in '000)	
826,000	826,000
<u>826,000</u>	<u>826,000</u>

#### 9.19 Particulars of investments in associates

The paid up value of these shares / units is Rs. 10 unless otherwise stated.

2013	2012
(Number of shares / units)	
8,998,695	8,998,695
2,889,739	2,889,739

##### **Alfalah Insurance Limited**

Percentage of holding: 30% (2012: 30%)  
 Break-up value per share: Rs. 19.56 (2012: Rs. 16.22)  
 Date of Un-audited financial statements: December 31, 2013  
 Chief Executive: Mr. Nasar us Samad Qureshi

##### **Alfalah GHP Value Fund**

Percentage of holding: 33.26% (2012: 30.60%)  
 NAV per unit: Rs. 59.52 (2012: Rs. 51.61)  
 Date of reviewed financial statements: December 31, 2013  
 Management Company - Alfalah GHP Investment Management Limited  
 (Paid-up value of each unit is Rs. 50)

2013	2012
(Rupees in '000)	
68,990	68,990
100,000	100,000

**2013**                      **2012**  
**(Number of shares / units)**

5,481,236	5,481,236
5,590,077	5,590,077
2,000,739	2,999,940
13,049,070	13,049,070
4,974,327	-

**Alfalah GHP Income Multiplier Fund**

Percentage of holding: 41.66% (2012: 99.40%)  
NAV per unit: Rs. 49.65 (2012: Rs. 49.18)  
Date of reviewed financial statements: December 31, 2013  
Management Company - Alfalah GHP Investment Management Limited  
(Paid-up value of each unit is Rs. 50)

**Alfalah GHP Islamic Fund**

Percentage of holding: 99.37% (2012: 94.16%)  
NAV per unit: Rs. 64.83 (2012: Rs. 55.04)  
Date of reviewed financial statements: December 31, 2013  
Management Company - Alfalah GHP Investment Management Limited  
(Paid-up value of each unit is Rs. 50)

**Alfalah GHP Cash Fund**

Percentage of holding: 41.49% (2012: 55.08%)  
NAV per unit: Rs. 500.52 (2012: Rs. 500.69)  
Date of reviewed financial statements: December 31, 2013  
Management Company - Alfalah GHP Investment Management Limited  
(Paid-up value of each unit is Rs. 500)

**Alfalah GHP Investment Management Limited**

Percentage of holding: 40.22% (2012: 41.76%)  
Break-up value per share: Rs. 11.63 (2012: Rs. 11.17)  
Date of un-audited financial statements: December 31, 2013  
Chief Executive: Ms. Maheen Rehman

**IGI MONEY MARKET FUND**

Percentage of holding: 17.42% (2012: Nil)  
NAV per unit: Rs. 100.54 (2012: Nil)  
Date of reviewed financial statements: December 31, 2013  
Management Company - Alfalah GHP Investment Management Limited  
(Paid-up value of each unit is Rs. 100)

**2013**                      **2012**  
**(Rupees in '000)**

250,000	250,000
250,000	250,000
1,000,390	1,500,000
130,493	130,493
500,000	-
<u>2,299,873</u>	<u>2,299,483</u>

## 9.20 Quality of available for sale securities

	Market value		Cost		Long / Medium Term Credit Rating	Rated by
	2013	2012	2013	2012		
	----- (Rupees in '000) -----					
<b>Market Treasury Bills</b>	108,508,586	80,730,443	108,654,760	80,601,891	(Unrated - Government Securities)	
<b>Pakistan Investment Bonds</b>	17,386,796	22,222,557	17,680,342	21,482,599	(Unrated - Government Securities)	
<b>Term Finance Certificates</b>						
Askari Bank Limited (2nd Issue)	-	100,633	-	99,720	AA-	PACRA
Askari Bank Limited (3rd Issue)	455,977	496,356	449,280	449,460	AA-	PACRA
Standard Chartered Bank (Pakistan) Limited	-	12,526	-	12,500	AAA	PACRA
Faysal Bank Limited	-	722	-	722	AA	PACRA
Allied Bank Limited	19,257	39,029	19,169	38,338	AA	JCR-VIS
Pakistan Mobile Communication (Private) Limited	-	66,837	-	66,560	AA-	PACRA
Flying Board & Paper Products	21,500	21,500	21,500	21,500	----- (Unrated) -----	
Gharibwal Cement Limited	8,120	8,120	8,120	8,120	----- (Unrated) -----	
New Allied Electronics	2,185	2,185	2,185	2,185	----- (Unrated) -----	
Financial Receivables Securitisation Company Limited "A"	3,847	11,628	3,847	11,540	A+	PACRA
Financial Receivables Securitisation Company Limited "B"	4,093	12,278	4,093	12,278	A+	PACRA
Pak Arab Fertilizers Limited	-	30,012	-	30,000	AA	JCR-VIS
Azgard Nine Limited	43,350	43,350	43,350	43,350	D	PACRA
Azgard Nine Limited (Zero rated)	32,870	32,870	32,870	32,870	----- (Unrated) -----	
Faysal Bank Limited	156,910	153,487	149,820	149,880	AA	PACRA
Bank Al-Habib Limited	322,818	340,573	299,760	299,880	AA	PACRA
	1,070,927	1,372,106	1,033,994	1,278,903		
<b>Shares in Listed Companies / Certificates / Units</b>						
Agritech Limited	24,685	22,737	22,737	68,192	D	PACRA
Allied Bank Limited	-	33,438	-	23,725	AA+	PACRA
Bank Al Habib Limited	94,526	32,285	71,662	30,045	AA+	PACRA
Engro Corporation Limited	57,017	-	50,124	-	AA-	PACRA
Fatima Fertilizer Limited	163,527	220,156	142,537	207,165	A+	PACRA
Fauji Fertilizer Company Limited	204,808	195,729	208,681	191,917	----- (Unrated) -----	
Kohinoor Energy Limited	-	21,038	-	14,739	AA	PACRA
Kot Addu Power Company Limited	30,875	125,870	25,638	114,478	----- (Unrated) -----	
Fauji Bin Qasim Limited	13,143	-	12,508	-	----- (Unrated) -----	
Lucky Cement Limited	254,890	-	195,892	-	----- (Unrated) -----	
DG Khan Cement Limited	162,887	-	146,969	-	----- (Unrated) -----	
MCB Bank Limited	112,468	-	106,542	-	AAA	PACRA
Meezan Balanced Fund	22,024	17,930	5,894	5,894	----- (Unrated) -----	
Meezan Islamic Income Fund	49,405	49,755	50,000	50,000	A-(f)	JCR-VIS
NAFA Income Opportunity Fund	261,739	246,032	250,805	250,805	BBB+(f)	PACRA
National Bank of Pakistan	-	98,780	-	94,688	AAA	JCR-VIS
NEXT Capital Limited	-	1,225	-	1,225	----- (Unrated) -----	
Nishat (Chunian) Power Company Limited	142,038	15,556	126,245	10,417	A+	JCR-VIS
Nishat Mills Limited	87,121	31,925	68,528	31,654	AA-	PACRA
Nishat Power Company Limited	30,063	45,632	23,778	36,925	A+	PACRA
Oil and Gas Development Corporation	330,250	109,268	290,492	100,023	AAA	JCR-VIS
Pak Oman Advantage Fund	112,500	163,800	150,000	150,000	A+(f)	PACRA
Pak Oman Advantage Islamic Income Fund	31,447	31,573	30,000	30,000	AA-(f)	PACRA

Date of issue	Market value		Cost		Long / Medium Term Credit Rating	Rated by
	2013	2012	2013	2012		
	----- (Rupees in '000) -----					
Pakistan Oilfields Limited	434,650	-	425,538	-	----- (Unrated) -----	
Pakistan Petroleum Limited	292,351	540,535	264,736	520,800	----- (Unrated) -----	
Pakistan State Oil Company Limited	132,888	41,798	119,539	41,979	AA+ PACRA	
Soneri Bank Limited	-	39,350	-	39,656	AA- PACRA	
The Hub Power Company Limited	285,384	231,109	259,944	197,981	AA+ PACRA	
United Bank Limited (related party)	159,060	178,635	137,134	168,847	AA+ JCR-VIS	
United Islamic Income Fund (related party)	51,202	48,359	50,000	50,000	BBB (f) JCR-VIS	
Visa Shares	512,815	604,585	-	-	----- (Unrated) -----	
Wateen Telecom Limited	-	248,815	-	417,475	----- (Unrated) -----	
	4,053,763	3,395,915	3,235,923	2,848,630		
<b>Shares in Un-listed Companies</b>						
Pakistan Export Finance Guarantee Agency Limited	Not Applicable		5,725	5,725	----- (Unrated) -----	
Society for Worldwide Interbank Financial Telecommunication	Not Applicable		4,096	4,096	----- (Unrated) -----	
Al-Hamra Hills (Private) Limited	Not Applicable		-	70,000	----- (Unrated) -----	
Al-Hamra Avenue (Private) Limited	Not Applicable		50,000	50,000	----- (Unrated) -----	
Warid Telecom (Private) Limited	Not Applicable		4,366,796	4,366,796	----- (Unrated) -----	
			4,426,617	4,496,617		
<b>Preference Shares in Listed Companies</b>						
Agritech Limited	108,835	108,835	108,835	108,835	----- (Unrated) -----	
<b>Preference Shares in Un-listed Companies</b>						
Silk Bank Preference Shares	Not Applicable		300,000	-	----- (Unrated) -----	
First Dawood Investment Bank Limited	Not Applicable		15,000	15,000	----- (Unrated) -----	
Trust Investment Bank Limited	Not Applicable		25,000	25,000	----- (Unrated) -----	
			340,000	40,000		
<b>Overseas Bonds</b>						
Corporate Euro Bonds	1,583,224	-	1,583,831	-	----- (Unrated) -----	
<b>Sukuk Bonds</b>						
GoP Ijarah Bonds V	15-Nov-10	-	8,189,349	-	----- (Unrated) -----	
GoP Ijarah Bonds VI	20-Dec-10	-	3,027,900	-	----- (Unrated) -----	
GoP Ijarah Bonds VII	7-Mar-11	12,566,321	12,665,446	12,561,440	----- (Unrated) -----	
GoP Ijarah Bonds VIII	16-May-11	8,445,360	8,482,320	8,412,039	----- (Unrated) -----	
GoP Ijarah Bonds IX	26-Dec-11	479,513	478,942	475,000	----- (Unrated) -----	
GoP - Ijara Sukuk X	2-Mar-12	3,538,850	2,021,800	3,502,210	----- (Unrated) -----	
GoP - Ijara Sukuk XI	30-Apr-12	5,054,500	5,045,500	5,000,000	----- (Unrated) -----	
GoP - Ijara Sukuk XII	28-Jun-12	9,910,740	7,622,480	9,808,898	----- (Unrated) -----	
GoP - Ijara Sukuk XIII	18-Sep-12	4,150,431	-	4,098,952	----- (Unrated) -----	
GoP - Ijara Sukuk XIV	28-Mar-13	7,543,282	-	7,467,302	----- (Unrated) -----	
GoP - Sukuk	28-Jun-12	30,440	34,800	30,100	----- (Unrated) -----	
Wapda Sukuk III	14-Oct-13	1,700,000	-	1,700,000	----- (Unrated) -----	
Security Leasing Corporation Limited I	19-Feb-12	6,841	7,688	6,841	----- (Unrated) -----	
Security Leasing Corporation Limited II	19-Sep-07	24,629	27,676	24,629	----- (Unrated) -----	
Quetta Textile Mills limited	30-Jun-08	107,586	120,000	107,586	----- (Unrated) -----	
		53,558,493	47,723,901	53,194,997	47,429,865	



	2013	2012
	(Rupees in '000)	
<b>9.21 Particulars of provision for diminution in value of investments - net</b>		
Opening balance	6,123,518	4,585,554
Charge for the year	392,366	1,762,975
Reversals during the year	(297,569)	(54,142)
	94,797	1,708,833
Provision written off during the year	(87,455)	(170,869)
Closing balance	<u>6,130,860</u>	<u>6,123,518</u>
<b>9.22 Particulars of provision for diminution in value of investments by type and segment</b>		
<b>Available for sale securities</b>		
<b>Listed companies / mutual funds</b>		
- <b>Fully paid up ordinary shares / units of Rs 10 each</b>		
- Wateen Telecom Limited (Related party)	-	287,223
- Others	-	45,454
- <b>Preference shares</b>		
- Agritech Limited	108,835	108,835
<b>Listed securities</b>		
- <b>Term finance certificates</b>		
- Gharibwal Cement	8,120	8,120
- New Allied Electronics	2,185	2,185
<b>Unlisted companies</b>		
- <b>Fully paid up ordinary shares of Rs. 10 each</b>		
- Pakistan Export Finance Guarantee Agency Limited	5,725	5,725
- Al-Hamra Hills (Private) Limited	-	35,000
- Al-Hamra Avenue (Private) Limited	32,500	25,000
- Warid Telecom (Private) Limited (Related party)	4,366,796	4,003,716
<b>Unlisted securities</b>		
- <b>Term finance certificates / sukuk bonds</b>		
- Azgard Nine Limited	76,220	76,220
- Flying Board & Paper Products	21,500	21,500
- Security Leasing Corporation Limited I	6,841	7,688
- Security Leasing Corporation Limited II	24,629	27,676

- **Preference shares**
  - First Dawood Investment Bank Limited
  - Trust Investment Bank Limited
- Held to maturity securities**
- Unlisted securities**
  - **Term finance certificates / sukuk bonds**
    - Agritech Limited
    - Kohat Cement Company Limited
    - BRR Guardian Modaraba
    - Security Leasing Corporation Limited II
    - Sitara Peroxide (Private) Limited
    - Sitara Energy Limited
    - Zulekha Textile Mills (formerly Khunja Textile Mills Limited)
- Investment in subsidiary company**
- Unlisted company**
  - **Fully paid up ordinary shares of Rs. 10 each**
    - Alfalah Securities (Private) Limited

**2013**                      **2012**  
**(Rupees in '000)**

15,000	15,000
25,000	23,652
465,000	465,000
-	-
20,234	25,000
31,276	17,839
59,771	59,771
7,926	7,926
27,302	28,988
826,000	826,000
<u>6,130,860</u>	<u>6,123,518</u>

**9.23 Unrealised gain / (loss) on revaluation of investments classified as held for trading - net**

Market Treasury Bills  
Pakistan Investment Bonds  
Overseas Bonds

<b>Unrealised gain / (loss)</b>		<b>Cost</b>	
<b>2013</b>	<b>2012</b>	<b>2013</b>	<b>2012</b>
------(Rupees in '000)-----			
4,843	(428)	6,243,509	3,020,153
-	1,939	-	480,749
3,622	-	907,716	28,362
<u>8,465</u>	<u>1,511</u>	<u>7,151,225</u>	<u>3,529,264</u>

9.24 An extract of the audited balance sheet of the Bank's subsidiary Alfalah Securities (Private) Limited as at December 31, 2013 and the profit and loss account for the year ended December 31, 2013 are as follows:

	<b>2013 Audited</b>	<b>2012 Audited</b>
	<b>(Rupees in '000)</b>	
<b>BALANCE SHEET</b>		
<b>ASSETS</b>		
Property and equipment	895	3,133
Intangible assets	6,438	10,961
Investment in Karachi Stock Exchange Limited	40,074	40,074
Trade debts - unsecured - considered good	6,714	19,001
Advances	267	1,364
Deposits and prepayments	9,834	8,692
Advance taxation - net	5,112	5,047
Cash and bank balances	6,644	630
Total Assets	<u>75,978</u>	<u>88,902</u>
<b>EQUITY AND LIABILITES</b>		
Issued, subscribed and paid-up share capital	850,000	850,000
Surplus on revaluation of available for sale investments	12,467	12,468
Accumulated losses	<u>(867,679)</u>	<u>(858,150)</u>
	(5,212)	4,318
Surplus on revaluation of Intangible assets	1,533	1,533
<b>Liabilities</b>		
<b>Long term liability</b>		
Financing from holding company	54,302	23,871
Rent payable to holding company	7,959	-
<b>Current liabilities</b>		
Running finance under mark-up arrangement - secured	-	25,177
Creditors, accrued and other liabilities	17,396	34,003
Total liabilities and equity	<u>75,978</u>	<u>88,902</u>

## PROFIT AND LOSS ACCOUNT

Brokerage revenue  
Other operating income  
Operating and administrative expenses  
Reversal / (provision) for doubtful debts  
Financial charges  
Loss before taxation  
Taxation  
- Current  
- Deferred  
Loss after taxation

Loss per share - basic and diluted

For the year ended December 31,	
2013	2012
(Rupees in '000)	
5,420	23,062
9,356	15,887
(22,916)	(47,002)
222	(2,119)
(3,066)	(2,062)
(10,984)	(12,234)
(589)	(1,288)
-	83
(11,573)	(13,439)
(Rupees)	
(0.14)	(0.16)

9.25 The financial statements of the subsidiary company as at December 31, 2013 were audited by its statutory auditors who have expressed an unqualified opinion thereon with emphasis of matter paragraphs drawing attention to the following matters:

- Financial position of the Company indicates existence of material uncertainty that may cast significant doubts about the Company's ability to continue as a going concern.
- Due to unavailability of fair market value of Trading Rights Entitlement certificate and shares of Karachi Stock Exchange (KSE) received in exchange for KSE membership card, the assets are recorded at the carrying value of KSE membership card.

9.26 The annual audited financial statements of the subsidiary are available for inspection at the registered office of the Bank, and would be available to the members on request without any cost.

		2013	2012
		(Rupees in '000)	
<b>10</b>	<b>ADVANCES - NET</b>		
	Loans, cash credits, running finances, etc.		
	In Pakistan	237,699,611	213,077,555
	Outside Pakistan	13,900,374	13,740,080
		<u>251,599,985</u>	<u>226,817,635</u>
	Net investment in finance lease		
	In Pakistan	4,363,579	4,060,202
	Outside Pakistan	-	-
		<u>4,363,579</u>	<u>4,060,202</u>
	Assets under Ijarah (IFAS-2 )	4,760,623	4,792,119
	Bills discounted and purchased (excluding market treasury bills)		
	Payable in Pakistan	10,508,954	10,595,127
	Payable outside Pakistan	2,594,156	2,080,909
		<u>13,103,110</u>	<u>12,676,036</u>
	Provision against advances	273,827,297	248,345,992
	Specific provision against non-performing loans and advances	(12,441,472)	(13,871,515)
	General provision against advances	(605,975)	(541,119)
		<u>(13,047,447)</u>	<u>(14,412,634)</u>
		<u>260,779,850</u>	<u>233,933,358</u>
	<b>10.1 Particulars of advances - gross of provisions</b>		
	In local currency	245,502,627	221,813,180
	In foreign currencies	28,324,670	26,532,812
		<u>273,827,297</u>	<u>248,345,992</u>
	Short term (upto one year)	173,340,470	172,545,473
	Long term (over one year)	100,486,827	75,800,519
		<u>273,827,297</u>	<u>248,345,992</u>

## 10.2 Net investment in finance lease

	2013				2012			
	Not later than one year	Later than one and less than five years	Over five years	Total	Not later than one year	Later than one and less than five years	Over five years	Total
----- (Rupees in '000) -----								
Lease rentals receivable	1,599,326	1,585,347	-	3,184,673	1,377,354	1,468,275	-	2,845,629
Residual value	936,498	601,945	-	1,538,443	695,174	930,707	-	1,625,881
Minimum lease payments	2,535,824	2,187,292	-	4,723,116	2,072,528	2,398,982	-	4,471,510
Financial charges for future periods	(234,915)	(124,622)	-	(359,537)	(212,157)	(199,151)	-	(411,308)
Present value of minimum lease payments	2,300,909	2,062,670	-	4,363,579	1,860,371	2,199,831	-	4,060,202

10.2.1 Net investment in finance lease includes Ijarah financings disbursed prior to January 1, 2009. Ijarah contracts entered on or after January 1, 2009 have been accounted for in accordance with the requirements of IFAS 2, "Ijarah" as disclosed in note 10.3.

## 10.3 Assets under Ijarah (IFAS-2 )

### a) Brief description of the Ijarah arrangements

Ijarah contracts entered into by the Bank essentially represent arrangements whereby the Bank (being the owner of assets) transfers its usufruct to its customers for an agreed period at an agreed consideration. The significant Ijarah contracts entered into by the Bank are with respect to vehicles, plant and machinery and equipment and are for periods ranging from 3 to 5 years.

### b) Movement in net book value of Ijarah assets

	-----2013-----				
	Asset Categories				
	Vehicles - Consumer	Vehicles - Corporate	Plant & Machinery	Equipment	Total
----- (Rupees in '000) -----					
<b>At January 1, 2013</b>					
Cost	5,370,083	832,989	612,414	91,930	6,907,416
Accumulated depreciation	(1,364,696)	(399,621)	(278,208)	(72,772)	(2,115,297)
Net book value	4,005,387	433,368	334,206	19,158	4,792,119
<b>Year ended December 31, 2013</b>					
Opening net book value	4,005,387	433,368	334,206	19,158	4,792,119
Additions	1,889,986	213,864	185,376	-	2,289,226
Disposals					
Cost	(1,503,751)	(208,274)	(145,448)	-	(1,857,473)
Accumulated Depreciation	493,987	135,562	121,514	-	751,063
	(1,009,764)	(72,712)	(23,934)	-	(1,106,410)
Depreciation	(900,246)	(164,814)	(143,908)	(5,344)	(1,214,312)
Closing net book value	3,985,363	409,706	351,740	13,814	4,760,623
<b>At December 31, 2013</b>					
Cost	5,756,318	838,735	652,341	91,930	7,339,324
Accumulated depreciation	(1,770,955)	(429,029)	(300,601)	(78,116)	(2,578,701)
Net book value	3,985,363	409,706	351,740	13,814	4,760,623

**At January 1, 2012**

Cost  
 Accumulated depreciation  
 Net book value

**Year ended December 31, 2012**

Opening net book value  
 Additions  
 Disposals  
 Cost  
 Accumulated depreciation  
 Depreciation  
 Closing net book value

**At December 31, 2012**

Cost  
 Accumulated depreciation  
 Net book value

-----2012-----				
Asset Categories				
Vehicles - Consumer	Vehicles - Corporate	Plant & Machinery	Equipment	Total
----- (Rupees in '000) -----				
4,150,425	785,720	722,744	92,924	5,751,813
(819,547)	(271,183)	(214,895)	(48,079)	(1,353,704)
<u>3,330,878</u>	<u>514,537</u>	<u>507,849</u>	<u>44,845</u>	<u>4,398,109</u>
3,330,878	514,537	507,849	44,845	4,398,109
2,029,276	141,752	23,572	-	2,194,600
(809,618)	(94,483)	(133,902)	(994)	(1,038,997)
245,206	53,342	91,104	978	390,630
(564,412)	(41,141)	(42,798)	(16)	(648,367)
(790,355)	(181,780)	(154,417)	(25,671)	(1,152,223)
<u>4,005,387</u>	<u>433,368</u>	<u>334,206</u>	<u>19,158</u>	<u>4,792,119</u>
5,370,083	832,989	612,414	91,930	6,907,416
(1,364,696)	(399,621)	(278,208)	(72,772)	(2,115,297)
<u>4,005,387</u>	<u>433,368</u>	<u>334,206</u>	<u>19,158</u>	<u>4,792,119</u>

**c) Future Ijarah payments receivable**

Not later than one year  
 Later than one year and not later than five years

2013	2012
(Rupees in '000)	
1,359,728	939,449
4,353,019	4,812,272
<u>5,712,747</u>	<u>5,751,721</u>

10.4 Advances include Rs. 17.947 billion (2012: Rs. 22.182 billion) which have been placed under non-performing status as detailed below:

Category of Classification	2013								
	Classified advances			Provision required			Provision held		
	Domestic	Overseas	Total	Domestic	Overseas	Total	Domestic	Overseas	Total
	----- (Rupees in '000) -----								
Other Assets Especially Mentioned (Agri Financing)	136,342	-	136,342	909	-	909	909	-	909
Substandard	1,656,926	18,798	1,675,724	295,280	1,494	296,774	295,280	1,494	296,774
Doubtful	2,087,472	70,234	2,157,706	846,468	35,117	881,585	846,468	35,117	881,585
Loss	13,324,010	652,847	13,976,857	10,767,677	494,527	11,262,204	10,767,677	494,527	11,262,204
	17,204,750	741,879	17,946,629	11,910,334	531,138	12,441,472	11,910,334	531,138	12,441,472

Category of Classification	2012								
	Classified advances			Provision required			Provision held		
	Domestic	Overseas	Total	Domestic	Overseas	Total	Domestic	Overseas	Total
	----- (Rupees in '000) -----								
Other Assets Especially Mentioned (Agri Financing)	143,011	-	143,011	-	-	-	-	-	-
Substandard	4,203,585	234,756	4,438,341	832,108	36,621	868,729	832,108	36,621	868,729
Doubtful	1,372,185	68,323	1,440,508	340,242	23,003	363,245	340,242	23,003	363,245
Loss	16,061,429	98,259	16,159,688	12,608,056	31,485	12,639,541	12,608,056	31,485	12,639,541
	21,780,210	401,338	22,181,548	13,780,406	91,109	13,871,515	13,780,406	91,109	13,871,515

#### 10.5 Particulars of provisions against non-performing loans and advances

Note	2013			2012		
	Specific	General	Total	Specific	General	Total
	----- (Rupees in '000) -----					
Opening balance	13,871,515	541,119	14,412,634	12,330,753	598,090	12,928,843
Exchange adjustment and other movements	23,464	6,560	30,024	3,254	(3,802)	(548)
Charge for the year	3,329,405	58,296	3,387,701	3,251,431	12,871	3,264,302
Reversals / recoveries during the year	(2,433,138)	-	(2,433,138)	(1,349,727)	(66,040)	(1,415,767)
	896,267	58,296	954,563	1,901,704	(53,169)	1,848,535
Amounts written off	(2,349,774)	-	(2,349,774)	(364,196)	-	(364,196)
Closing balance	12,441,472	605,975	13,047,447	13,871,515	541,119	14,412,634



10.5.1 The additional profit arising from availing the forced sales value (FSV) benefit - net of tax at December 31, 2013 which is not available for distribution as either cash or stock dividend to shareholders amounted to Rs. 1,355.810 million (2012: Rs. 2,030.140 million).

10.5.2 General provision against consumer loans represents provision maintained at an amount equal to 1.5% of the fully secured performing portfolio and 5% of the unsecured performing portfolio as required by the Prudential Regulations issued by the State Bank of Pakistan. General provision for overseas branches is maintained in accordance with the guidelines of the authorities in the respective countries.

10.5.3 General provision also includes reserve required to be maintained against financing to Small Enterprises (SE) as required under the revised Prudential Regulations for Small and Medium Enterprise Financing issued by the State Bank of Pakistan during the year. Under the revised regulations, effective September 30, 2013, banks have been required to maintain general reserve at least equivalent to 1% of the secured and performing SE portfolio and 2% of the unsecured and performing SE portfolio. The resulting charge on the Bank's portfolio has been accounted for the year 2013.

#### 10.5.4 Particulars of provisions against advances

	2013			2012		
	Specific	General	Total	Specific	General	Total
----- (Rupees in '000) -----						
In local currency	11,910,334	497,355	12,407,689	13,780,406	439,121	14,219,527
In foreign currencies	531,138	108,620	639,758	91,109	101,998	193,107
	<u>12,441,472</u>	<u>605,975</u>	<u>13,047,447</u>	<u>13,871,515</u>	<u>541,119</u>	<u>14,412,634</u>

10.5.5 Although the Bank has made provision against its non-performing portfolio as per the category of classification of the loan, the Bank holds enforceable collateral in the event of recovery through litigation. These securities comprise of charge against various tangible assets of the borrower including land, building and machinery, stock in trade etc.

#### 10.6 Particulars of write-offs

10.6.1 Against provisions  
Directly charged to profit and loss account

10.6.2 Write offs of Rs. 500,000 and above  
Write offs of below Rs. 500,000

**2013**  
**(Rupees in '000)**

2,349,774	364,196
4,288	1,164
<u>2,354,062</u>	<u>365,360</u>
651,560	276,855
1,702,502	88,505
<u>2,354,062</u>	<u>365,360</u>

#### 10.7 Details of loans written-off of Rs. 500,000/- and above

In terms of sub-section (3) of Section 33A of the Banking Companies Ordinance, 1962 the statement in respect of loans written-off or any other financial relief of five hundred thousand rupees or above allowed to a person(s) during the year ended December 31, 2013 is given in Annexure-I.

### 10.8 Particulars of loans and advances to directors, executives, associated companies, etc.

Debts 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 the year
- Loans granted during the year
- Repayments during the year
- Balance at end of the year

Debts due by companies or firms in which the directors of the Bank are interested as directors, partners or in the case of private companies as members

- Balance at beginning of the year
- Loans granted during the year
- Repayments during the year
- Balance at end of the year

Debts due by subsidiary company, controlled firms, managed modarabas and other related parties

- Balance at beginning of the year
- Loans granted during the year
- Repayments during the year
- Balance at end of the year

Total

### 11 OPERATING FIXED ASSETS

Capital work-in-progress  
Property and equipment  
Intangible assets

11.1  
11.2  
11.3

#### 11.1 Capital work-in-progress

Civil works  
Equipment / intangibles  
Advances to suppliers and contractors  
Others  
Provision against capital work-in-progress

**2013**                      **2012**  
**(Rupees in '000)**

	4,597,155	4,652,632
	1,611,831	1,965,797
	(1,360,916)	(2,021,274)
	<u>4,848,070</u>	<u>4,597,155</u>
	2,607,770	2,298,435
	11,416,302	7,931,268
	(10,401,539)	(7,621,933)
	<u>3,622,533</u>	<u>2,607,770</u>
	24,933	2,979
	179,250	1,901,106
	(174,183)	(1,879,152)
	<u>30,000</u>	<u>24,933</u>
	<u>8,500,603</u>	<u>7,229,858</u>
	1,017,886	790,021
	13,341,596	12,582,529
	475,718	374,970
	<u>14,835,200</u>	<u>13,747,520</u>
	556,201	363,286
	343,996	293,989
	235,006	254,644
	5,278	697
	(122,595)	(122,595)
	<u>1,017,886</u>	<u>790,021</u>

## 11.2 Property and equipment

2013

Description	Cost / revaluation as at January 1, 2013	Additions / (disposals) / *adjustments	Surplus on revaluation / (adjustment against accumulated depreciation)	Cost / Revaluation as at December 31, 2013	Accumulated depreciation as at January 1, 2013	Depreciation for the year / (on disposal) / *adjustments	Accumulated Depreciation Reversed on Revaluation	Accumulated depreciation as at December 31, 2013	Net book value as at December 31, 2013	Rate of depreciation %
----- (Rupees in '000) -----										
										per annum
Office premises	5,014,646	220,051 (39,031) * -	- - -	5,195,666	-	79,574 (917) * -	-	78,657	5,117,009	2.5%-5.5%
Revaluation	3,956,580	- (6,498) * -	- - -	3,950,082	-	54,408 - * -	-	54,408	3,895,674	2.5%-5.5%
	8,971,226	220,051 (45,529) * -	- - -	9,145,748	-	133,982 (917) * -	-	133,065	9,012,683	
Lease hold improvements	3,236,603	410,825 (50,119) *11,853	- - -	3,609,162	2,163,161	224,422 (44,343) *5,270	-	2,348,510	1,260,652	10% - 20%
Furniture and fixtures	1,790,433	142,008 (12,410) *7,917	- - -	1,927,948	941,441	171,872 (7,472) *4,232	-	1,110,073	817,875	10% - 25%
Office equipment	6,829,077	1,282,258 (68,831) *25,686	- - -	8,068,190	5,259,607	798,965 (65,889) *15,013	-	6,007,696	2,060,494	20% - 25%
Vehicles	284,623	121,937 (37,617) *2,209	- - -	371,152	165,224	49,127 (37,512) *4,421	-	181,260	189,892	25%
	21,111,962	2,177,079 (214,506) *47,665	- - -	23,122,200	8,529,433	1,378,368 (156,133) *28,936	-	9,780,604	13,341,596	

**2012**

Description	Cost / revaluation as at January 1, 2012	Additions / (disposals) / *adjustments	Surplus on revaluation / (adjustment against accumulated depreciation)	Cost / Revaluation as at December 31, 2012	Accumulated depreciation as at January 1, 2012	Depreciation for the year / (on disposal) / *adjustments	Accumulated Depreciation Reversed on Revaluation	Accumulated depreciation as at December 31, 2012	Net book value as at December 31, 2012	Rate of depreciation %
	----- (Rupees in '000) -----									
Office premises	5,205,383	47,819 (4,524) * 43,361	- (277,393) -	5,014,646	219,146	17,509 - * 40,738	(277,393)	-	5,014,646	2.5%-5.5%
Revaluation	3,542,230	- (8,114) * (38,725)	598,244 (137,055)	3,956,580	91,370	45,685 -	(137,055)	-	3,956,580	2.5%-5.5%
	8,747,613	47,819 (12,638) * 4,636	598,244 (414,448)	8,971,226	310,516	* 63,194 * 40,738	(414,448) -	-	8,971,226	
Lease hold improvements	3,036,972	212,662 (17,237) * 4,206		3,236,603	2,013,624	155,496 (13,523) * 7,564	-	2,163,161	1,073,442	10% - 20%
Furniture and fixtures	1,701,658	90,749 (10,700) * 8,726		1,790,433	778,835	167,743 (8,679) * 3,542	-	941,441	848,992	10% - 25%
Office equipment	6,389,867	450,730 (30,667) * 19,147		6,829,077	4,489,673	786,508 (28,851) * 12,277	-	5,259,607	1,569,470	20% - 25%
Vehicles	222,538	72,375 (14,557) * 4,267		284,623	147,743	28,127 (14,287) * 3,641	-	165,224	119,399	25%
	20,098,648	874,335 (85,799) * 40,982	598,244 (414,448)	21,111,962	7,740,391	1,201,068 (65,340) * 67,762	(414,448) - -	8,529,433	12,582,529	

11.2.1 Included in cost of property and equipment are fully depreciated items still in use having cost of Rs. 4,440 million (2012: Rs. 3,505 million).

11.2.2 Office premises were last revalued on December 30, 2012 on the basis of market values determined by MYK Associates (Private) Limited. Had there been no revaluation, the net book value of the office premises would have been Rs. 5,117.009 million (2012: Rs. 5,014.646 million).

### 11.3 Intangible assets

-----2013-----								
Cost			Accumulated Amortisation			Book value as at December 31, 2013	Rate of amortisation %	
As at January 1, 2013	Additions/ (deletions)/ *adjustment	As at December 31, 2013	As at January 1, 2013	Amortisation (deletions) / *adjustment	As at December 31, 2013			
----- (Rupees in '000) -----							per annum	
Computer software	1,095,264	292,869 - * 2,744	1,390,877	720,294	194,731 - * 134	915,159	475,718	20%
Goodwill	56,031	-	56,031	56,031	-	56,031	-	-
	1,151,295	292,869 - * 2,744	1,446,908	776,325	194,731 - * 134	971,190	475,718	
-----2012-----								
Cost			Accumulated Amortisation			Book value as at December 31, 2012	Rate of amortisation %	
As at January 1, 2012	Additions/ (deletions)/ *adjustment	As at December 31, 2012	As at January 1, 2012	Amortisation (deletions) / *adjustment	As at December 31, 2012			
----- (Rupees in '000) -----							per annum	
Computer software	995,695	97,060 - * 2,509	1,095,264	562,164	157,454 - * 676	720,294	374,970	20%
Goodwill	56,031	-	56,031	56,031	-	56,031	-	-
	1,051,726	97,060 - * 2,509	1,151,295	618,195	157,454 - * 676	776,325	374,970	

11.3.1 Included in cost of intangible assets are fully amortised items still in use having cost of Rs. 361.689 million (2012: Rs. 279.311 million).

## 11.4 Details of disposals of operating fixed assets

Details of disposals of operating fixed assets having cost of more than Rs. 1,000,000 or net book value of Rs. 250,000 or above are given below:

Description	Cost	Accumulated depreciation	Net book value	Sale proceeds	Mode of disposal	Particulars of purchaser
----- (Rupees in '000) -----						
<b>Lease hold Land &amp; Building</b>	45,529	917	44,612	42,000	Bid	Mr. Babar Badat
	45,529	917	44,612	42,000		
<b>Leasehold Improvements</b>						
Civil & Electrical Works	9,788	9,783	5	-	Write Off	M/s. Rahim Enterprise
Civil & Electrical Works	8,922	8,922	-	-	Write Off	M/s Dawn Paper Mart
Civil & Electrical Works	10,268	7,345	2,923	479	Insurance Claim	M/s Alfalah Insurance
Civil & Electrical Works	17,173	14,707	2,466	2,923	Insurance Claim	M/s Alfalah Insurance
Civil & Electrical Works	750	425	325	479	Insurance Claim	M/s Alfalah Insurance
Items having book value of less than Rs. 250,000 or cost of less than Rs. 1,000,000	3,218	3,161	57	2,110	Various	Various
	50,119	44,343	5,776	5,991		
<b>Furniture and fixtures</b>						
Furniture & Fixture	2,120	937	1,183	1,183	Insurance Claim	M/s Alfalah Insurance
Furniture & Fixture	985	513	472	-	Bid	M/s Asian Traders
Items having book value of less than Rs. 250,000 or cost of less than Rs. 1,000,000	9,305	6,022	3,283	2,674	Various	Various
	12,410	7,472	4,938	3,857		
<b>Computers</b>						
Items having book value of less than Rs. 250,000 or cost of less than Rs. 1,000,000	15,648	15,107	541	4,211	Various	Various
	15,648	15,107	541	4,211		
<b>Office equipment</b>						
Generator	1,238	1,238	-	428	Bid	Mr. Rajab Ali
Generator	1,155	1,155	-	527	Insurance Claim	M/s Alfalah Insurance
Generator	7,705	7,705	-	570	Insurance Claim	M/s Alfalah Insurance
Generator	1,200	1,200	-	518	Bid	Mr. Rajab Ali
Generator	1,200	1,200	-	428	Bid	Mr. Rajab Ali
Generator	1,125	1,038	87	489	Bid	Mr. Ch. Bashir Ahmed
Generator	1,045	1,045	-	167	Bid	Mr. Rizwan Yousaf
Items having book value of less than Rs. 250,000 or cost of less than Rs. 1,000,000	38,515	36,201	2,314	10,327	Various	Various
	53,183	50,782	2,401	13,454		
<b>Vehicles</b>						
Toyota Prado	4,145	4,145	-	414	As per policy	Mr. Shakeel Sadiq
Honda Accord	3,603	3,603	-	360	As per policy	Mr. Mohammad Yousaf
Honda Accord	3,603	3,603	-	360	As per policy	Mr. Nadeem-ul-Haq
Honda Accord	3,603	3,603	-	360	As per policy	Mr. Wahid Dada
Honda Accord	3,603	3,603	-	360	As per policy	Mr. Arfa Waheed Malik
Honda Civic	1,002	1,002	-	804	Bid	Mr. Sheikh Muhammad Waseemuddin
Honda Civic	1,043	1,043	-	680	Bid	Mr. Jamshed Ahmed Mughal
Toyota Yaris	2,189	2,189	-	1,138	As per policy	Mr. Abu Noyem Md. Khasru
Toyota Yaris	2,266	2,266	-	1,300	As per policy	Mr. Md. Taslimul Haque
Toyota Yaris	2,189	2,189	-	1,243	As per policy	Mr. Ali Nahid Khan
Toyota Lexus	4,268	4,268	-	1,719	Bid	Mr. Syed Hassan
Items having book value of less than Rs. 250,000 or cost of less than Rs. 1,000,000	6,103	5,998	105	4,308	Various	Various
	37,617	37,512	105	13,046		
Total - December 31, 2013 (Note 11.2)	214,506	156,133	58,373	82,559		
Total - December 31, 2012	85,799	65,340	20,459	22,897		

\* Disposal as per Bank's policy represents vehicles sold to employees as per the terms of their employment.

## 12 DEFERRED TAX ASSETS / (LIABILITIES) - NET

### Deferred debits arising due to

Provision for doubtful debts	1,362,466
Provision against off-balance sheet obligations	1,140
Impairment in the value of investments	2,172,645
Loss on remeasurement of held for trading investments	-
Defined benefit plan / compensated absences *	-
Provision against other assets	85,429
	<u>3,621,680</u>

### Deferred credits arising due to

Difference between accounting book value of leased assets and leased liabilities	-
Accelerated tax depreciation	(1,377,230)
Gain on remeasurement of held for trading investments	(2,963)
Surplus on revaluation of securities	(272,280)
Surplus on revaluation of operating fixed assets	(765,207)
	<u>(2,417,680)</u>
	<u>1,204,000</u>

\* reclassified to taxation recoverable in the current year

2013

2012  
(Restated)

January  
01, 2012  
(Restated)

(Rupees in '000)

	<u>1,362,466</u>	<u>1,217,943</u>	<u>1,109,599</u>
	<u>1,140</u>	<u>15,472</u>	<u>15,472</u>
	<u>2,172,645</u>	<u>2,171,977</u>	<u>1,793,910</u>
	<u>-</u>	<u>-</u>	<u>3,869</u>
	<u>-</u>	<u>101,275</u>	<u>120,344</u>
	<u>85,429</u>	<u>96,670</u>	<u>-</u>
	<u>3,621,680</u>	<u>3,603,337</u>	<u>3,043,194</u>
	<u>-</u>	<u>(271,255)</u>	<u>(386,827)</u>
	<u>(1,377,230)</u>	<u>(1,311,047)</u>	<u>(1,322,460)</u>
	<u>(2,963)</u>	<u>(529)</u>	<u>-</u>
	<u>(272,280)</u>	<u>(747,499)</u>	<u>(97,311)</u>
	<u>(765,207)</u>	<u>(787,131)</u>	<u>(694,427)</u>
	<u>(2,417,680)</u>	<u>(3,117,461)</u>	<u>(2,501,025)</u>
	<u>1,204,000</u>	<u>485,876</u>	<u>542,169</u>

## 13 OTHER ASSETS

Income / mark-up accrued in local currency		13,722,307	13,280,242
Income / mark-up accrued in foreign currencies		551,133	367,965
Advances, deposits, advance rent and other prepayments		1,159,794	665,897
Non-banking assets acquired in satisfaction of claims	13.1	646,593	354,109
Advances against future Murabaha		2,042,596	2,067,320
Advances against future Ijarah		51,094	98,634
Advances against Diminishing Musharakah		118,000	1,661,454
Branch adjustment account		578,362	-
Tax recoverable		914,903	152,742
Dividend receivable		21,610	37,761
Unrealised gain on forward foreign exchange contracts	13.2	85,143	147,351
Receivable from brokers		494,271	-
Stationery and stamps on hand		133,907	124,172
Others		437,517	73,269
		<u>20,957,230</u>	<u>19,030,916</u>
Less: Mark up held in suspense account		(5,576,557)	(5,323,256)
Less: Provision held against other assets	13.3	(182,503)	(435,124)
		<u>15,198,170</u>	<u>13,272,536</u>
		<u>681,380</u>	<u>291,726</u>

2013

2012

(Rupees in '000)

13.1 Market value of non-banking assets acquired in satisfaction of claims

13.2 This is net off unrealised loss on forward exchange contracts of Rs. 813.333 million (2012: Rs. 91.718 million).

	Note	2013	2012
<b>(Rupees in '000)</b>			
<b>13.3 Provision held against other assets</b>			
Opening balance		435,124	304,620
(Reversal) / charge for the year	13.3.1	(162,621)	130,504
Payment out of provision		(90,000)	-
Closing balance		<u>182,503</u>	<u>435,124</u>

13.3.1 This includes a reversal amounting to Rs. 89.368 million (2012: Impairment of Rs. 3.361 million) recognised during the year relating to impairment in the value of non-banking asset acquired in satisfaction of claims.

	Note	2013	2012
<b>(Rupees in '000)</b>			
<b>14 BILLS PAYABLE</b>			
In Pakistan		9,481,518	8,295,931
Outside Pakistan		<u>61,962</u>	<u>134,979</u>
		<u>9,543,480</u>	<u>8,430,910</u>
<b>15 BORROWINGS</b>			
In Pakistan		17,798,310	17,972,828
Outside Pakistan		<u>5,316,792</u>	<u>3,255,006</u>
		<u>23,115,102</u>	<u>21,227,834</u>
<b>15.1 Particulars of borrowings with respect to currencies</b>			
In local currency		17,798,310	17,972,828
In foreign currencies		<u>5,316,792</u>	<u>3,255,006</u>
		<u>23,115,102</u>	<u>21,227,834</u>
<b>15.2 Details of borrowings secured / unsecured</b>			
<b>Secured</b>			
Borrowings from State Bank of Pakistan under:			
Export refinance scheme	15.3	11,364,410	10,564,596
Long-Term Finance for Export Oriented Projects Scheme (LTF-EOP)	15.4	21,405	76,845
Long-Term Finance Facility	15.5	968,233	1,158,949
Modernisation of SMEs	15.6	4,650	6,973
Financing Facility for Storage of Agriculture produce (FFSAP)	15.7	147,980	180,864
Scheme for revival of SMEs & Agricultural activities in flood affected areas	15.8	13,000	13,000
Repurchase agreement borrowings	15.9	<u>4,608,632</u>	<u>5,971,601</u>
		17,128,310	17,972,828
<b>Unsecured</b>			
Call borrowings	15.10	<u>5,911,304</u>	<u>3,168,829</u>
Overdrawn nostro accounts		75,488	86,177
		5,986,792	3,255,006
		<u>23,115,102</u>	<u>21,227,834</u>



- 15.3 This facility is secured against a demand promissory note executed in favour of the State Bank of Pakistan. The mark-up rate on this facility is 8.40% per annum (2012: 8.50% to 10.00% per annum) payable on a quarterly basis.
- 15.4 This facility is secured against a demand promissory note executed in favour of the State Bank of Pakistan. The mark-up rate on this facility is 5.00 % per annum (2012: 5.00% per annum) payable on a quarterly basis.
- 15.5 This facility is secured against a demand promissory note executed in favour of the State Bank of Pakistan. The mark-up rate on this facility ranges from 6.50% to 11.00% per annum (2012: 6.50% to 10.10% per annum) payable on a quarterly basis.
- 15.6 This facility is secured against a demand promissory note executed in favour of the State Bank of Pakistan. The mark-up rate on this facility is 6.50% per annum (2012: 6.50% per annum) payable on a quarterly basis.
- 15.7 This facility is secured against a demand promissory note executed in favour of the State Bank of Pakistan. The mark-up rate on this facility is 6.50% per annum (2012: 6.50% per annum) payable on a quarterly basis.
- 15.8 This facility is secured against a demand promissory note executed in favour of the State Bank of Pakistan. The mark-up rate on this facility is 5.00% per annum (2012: 5.00% to 6.50% per annum) payable on a quarterly basis.
- 15.9 This represent repurchase agreement borrowing from other banks at the rate of 10.00% per annum (2012: 8.25% to 9.35% per annum) maturing by January 2014 (2012: April 2013).
- 15.10 This represent borrowings from financial institutions at mark-up rates ranging from 0.1% to 10.00% per annum (2012: 0.50% to 2.08%) maturity by April 2014 (2012: March 2013).

## 16 DEPOSITS AND OTHER ACCOUNTS

### Customers

Fixed deposits  
Savings deposits  
Current accounts - non-remunerative  
Others

### Financial institutions

Remunerative deposits  
Non-remunerative deposits

### 16.1 Particulars of deposits

In local currency  
In foreign currencies

Note	2013	2012
	(Rupees in '000)	
	123,640,025	103,227,311
	172,885,325	155,001,428
	187,026,521	160,786,090
	5,418,931	4,341,095
	488,970,802	423,355,924
	35,656,441	33,475,535
	898,527	212,941
	36,554,968	33,688,476
	525,525,770	457,044,400
	439,404,749	381,285,614
	86,121,021	75,758,786
	525,525,770	457,044,400

- 16.2 Unclaimed dividends have been reclassified from deposits and other accounts to other liabilities for better presentation (refer note 18).

## 17 SUB-ORDINATED LOANS

### Term Finance Certificates III - Quoted, Unsecured

### Term Finance Certificates IV - Private, Unsecured

Mark up	Either of the following options with the holder: - Floating coupon of Base Rate + 2.50 percent (Base Rate is defined as the simple average of the ask rate of the six months KIBOR prevailing on the first day of the start of each half yearly period for mark up due at the end of that period)  - Fixed coupon of 15 percent per annum payable semi-annually in arrears
Subordination	The TFCs are subordinated as to the payment of principal and profit to all other indebtedness of the Bank.
Issue date	December 2009
Rating	AA-
Tenor	Eight years
Redemption	3 equal semi-annual installments commencing 84th month after the issue date.
Maturity	December 2017

### Term Finance Certificates V - Quoted, Unsecured

Mark up	Base Rate + 1.25 percent (Base Rate is defined as the simple average of the ask rate of the six months . KIBOR prevailing on the first day of the start of each half yearly period for mark up due at the end of that period)
Subordination	The TFCs are subordinated as to the payment of principal and profit to all other indebtedness of the bank.
Issue date	February 2013
Rating	AA-
Tenor	Eight years
Redemption	The instrument will be structured to redeem semi-annually in such a way that 0.30% of the principal will be redeemed in the first 90 months and remaining principal of 99.70% at maturity in the 96th month.
Maturity	February 2021

Note	2013	2012
	(Rupees in '000)	
	-	880,742
	4,992,000	4,994,000
	4,999,000	-
	<u>9,991,000</u>	<u>5,874,742</u>

	Note	2013	2012 (Restated)	January 01, 2012 (Restated)
----- (Rupees in '000) -----				
<b>18 OTHER LIABILITIES</b>				
Mark-up / return / interest payable in local currency		2,452,769	2,492,463	3,534,618
Mark-up / return / interest payable in foreign currencies		254,953	342,780	260,400
Unearned commission and income on bills discounted		441,499	229,455	206,268
Accrued expenses		2,764,994	1,951,892	1,077,484
Pre-IPO subscription towards Term Finance Certificates - 5th Issue	18.1	-	3,750,000	-
Tax payable		-	-	600,335
Branch adjustment account		-	386,516	-
Payable against redemption of credit card reward points		115,687	115,350	109,947
Security deposits against leases		3,740,171	3,807,523	3,803,044
Unclaimed dividend		38,702	74,323	14,733
Exchange difference payable to the State Bank of Pakistan		-	-	19,811
Payable to brokers	18.2	1,190	815	19,271
Provision against off-balance sheet obligations	18.3	49,075	43,701	48,733
Workers' Welfare Fund	28.1	211,142	341,294	304,498
Defined benefit plan	34.3	118,522	189,359	243,840
Others		348,491	205,293	543,345
		<u>10,537,195</u>	<u>13,930,764</u>	<u>10,786,327</u>

18.1 This represents amount received from investors as contribution towards Pre-IPO subscription of the Bank's fifth rated, unsecured, subordinated and listed term finance certificates issue of up to Rs. 5,000 million.

18.2 This represents amounts payable to brokers against purchase of shares.

### 18.3 Provision against off-balance sheet obligations

Opening balance	43,701	48,733	44,207
Exchange adjustment	3,274	3,014	4,526
Charge / (reversal) for the year	2,100	(22,005)	-
Adjustment	-	13,959	-
Closing balance	<u>49,075</u>	<u>43,701</u>	<u>48,733</u>

## 19 SHARE CAPITAL

### 19.1 Authorised capital

2013                      2012  
(Number of shares)

2,300,000,000      2,300,000,000

Ordinary shares of Rs. 10 each

### 19.2 Issued, subscribed and paid up capital

624,750,000              624,750,000

Fully paid in cash

724,406,250              724,406,250

Issued as bonus shares

1,349,156,250              1,349,156,250

## 20 SURPLUS ON REVALUATION OF ASSETS - NET OF TAX

Surplus arising on revaluation of:

- Operating fixed assets
- Available for sale securities

### 20.1 Surplus on revaluation of fixed assets

Surplus on revaluation of operating fixed assets at January 1

Transferred to retained earnings in respect of incremental depreciation charged during the year - net of tax

Related deferred tax liability in respect of incremental depreciation charged during the year

Surplus on revaluation of operating fixed assets recognized during the year

Reversal of surplus on account of disposal of property

Other reversal

Related deferred tax liability on surplus as at January 1

Deferred tax liability (reversed) / recognized

Deferred tax liability in respect of incremental depreciation charged during the year

Note

2013                      2012  
(Rupees in '000)

23,000,000                      23,000,000

6,247,500                      6,247,500

7,244,063                      7,244,063

13,491,563                      13,491,563

20.1                      3,130,465                      3,169,449  
20.2                      505,663                      1,388,213  
3,636,128                      4,557,662

11.2                      3,956,580                      3,450,860

(35,365)                      (29,695)  
(19,043)                      (15,990)  
-                      598,244  
11.2                      (6,498)                      (8,114)  
11.2                      -                      (38,725)  
(60,906)                      505,720  
3,895,674                      3,956,580

787,131                      694,427

(2,879)                      108,694

(19,043)                      (15,990)

(21,922)                      92,704

765,209                      787,131

3,130,465                      3,169,449

	<b>2013</b>	<b>2012</b>
	<b>(Rupees in '000)</b>	
<b>20.2 Surplus / (deficit) on revaluation of available for sale securities</b>		
Government securities	(439,720)	868,509
Quoted shares / units / certificates / sukuku	1,180,730	1,174,000
Term finance certificates	36,933	93,203
	<u>777,943</u>	<u>2,135,712</u>
Related deferred tax liability	(272,280)	(747,499)
	<u>505,663</u>	<u>1,388,213</u>
<b>21 CONTINGENCIES AND COMMITMENTS</b>		
<b>21.1 Direct credit substitutes</b>		
i) Government	1,782,434	1,005,210
ii) Banking companies & other financial institutions	29,749	2,857
iii) Others	594,730	2,002,742
	<u>2,406,913</u>	<u>3,010,809</u>
<b>21.2 Transaction-related contingent liabilities</b>		
i) Government	36,122,291	39,753,054
ii) Banking companies & other financial institutions	136,336	197,034
iii) Others	8,362,382	7,051,558
	<u>44,621,009</u>	<u>47,001,646</u>
<b>21.3 Trade-related contingent liabilities</b>		
Letters of credit	<u>68,682,365</u>	<u>59,144,903</u>
Acceptances	<u>12,848,836</u>	<u>9,453,262</u>
<b>21.4 Other contingencies</b>		
21.4.1 Claims against the Bank not acknowledged as debts	<u>7,996,863</u>	<u>6,016,548</u>

These mainly represents counter claims filed by the borrowers for restricting the Bank for disposal of assets (such as hypothecated / mortgaged / pledged assets kept as security), damage to reputation and cases filed by Ex. employees of the Bank for damages sustained by them consequent to the termination from the Bank's employment. Based on legal advice and / or internal assessment, management is confident that the matters will be decided in Bank's favour and the possibility of any outcome against the Bank is remote and accordingly no provision has been made in these unconsolidated financial statements.

21.4.2 An amount of USD 3,949,335 (“the Amount”) in Bank’s nostro account in New York, United States of America has been put on hold by a commercial bank pursuant to receipt of notice of seizure based on the order passed by the District Court, District of Columbia, USA. The order was issued at the request of United States Department of Justice (DOJ) which claims its rights through filing a complaint for forfeiture in rem of assets of a third party in Afghanistan – a customer of the Bank (“Third Party-Customer”) - and obtained a court order to hold/seize certain amount in the Nostro accounts of different banks (including Bank Alfalah) wherein the Third Party - Customer was maintaining bank accounts. As a result the Amount has been put on hold for the time being in Nostro Account of the Bank in New York. The dispute is held between the United States Government and the Third Party - Customer, who provided logistic services to the United States Military in Afghanistan. The Amounts put on hold is equivalent to the customers’ balances held/blocked by the Bank during the period. In January 2014 the Bank had to release the accounts of the Third Party – Customer on specific instructions of Central Bank of Afghanistan. The Bank has filed a representation with the DOJ’s to challenge its right to hold the Amount and with a request to release the same as the Bank did not have any involvement in the dispute between DOJ and the Third Party - Customers.

Based on internal assessments and careful analysis of the precedents in relation to other banks involved, the management is confident that the Bank has a relatively strong case and the matter will be decided in the Bank’s favour. Accordingly no provision has been made in these unconsolidated financial statements.

**21.5 Commitments in respect of forward lendings**

Commitments to extend credit  
Commitments in respect of investments

**21.6 Commitments in respect of forward exchange contracts**

Purchase  
Sale

**21.7 Commitments in respect of forward foreign currency options**

Purchase  
Sale

**21.8 Commitments for the acquisition of fixed assets**

**21.9 Commitments in respect of repo transactions**

Repurchase

**21.10 Other commitments**

Donations

**21.11 Contingency for tax payable (note 29.1)**

	<b>2013</b>	<b>2012</b>
	<b>(Rupees in '000)</b>	
	4,329,818	5,053,705
	1,000,000	-
	54,097,511	29,175,612
	42,386,376	16,624,885
	52,010	-
	52,010	-
	401,072	656,047
	4,625,270	5,985,516
	61,000	97,000

## 22 DERIVATIVE INSTRUMENTS

Derivatives are a type of financial contract, the value of which is determined by reference to one or more underlying assets or indices. The major categories of such contracts include forwards, futures, swaps and options. Derivatives also include structured financial products that have one or more characteristics of forwards, futures, swaps and options.

At present the bank deals in the following instruments:

- Forward Exchange Contracts
- Foreign Currency Options

During the year, Bank obtained approval of Board of Directors to enter into derivatives business which included a roadmap for the bank to become an authorised derivative dealer. With the requisite SBP approval, the bank entered into its first derivative transaction, in which it offered its client Foreign Exchange risk management solution through use of foreign currency options. The exposure was covered on a back-to-back basis as required by the SBP.

### 22.1 Product analysis

#### Foreign Currency Options

##### Counter Parties

##### With Banks for

Hedging  
Market Making

##### With FIs other than banks

Hedging  
Market Making

##### With other entities for

Hedging  
Market Making

##### Total

Hedging  
Market Making

2013		2012	
No. of Contracts	Notional Principal	No. of Contracts	Notional Principal
----- (Rupees in '000) -----			
1	52,010	-	-
-	-	-	-
-	-	-	-
-	-	-	-
1	52,010	-	-
1	52,010	-	-
1	52,010	-	-

### 22.2 Unrealised gain / (loss) on derivatives financial instruments.

Foreign Currency Options

Contractual / notional amount		Unrealised gain / (loss)	
2013	2012	2013	2012
----- (Rupees in '000) -----			
104,020	-	-	-

	Note	2013	2012 (Restated)
(Rupees in '000)			
<b>23 MARK-UP / RETURN / INTEREST EARNED</b>			
a) On loans and advances to:			
i) customers		23,739,099	24,641,268
ii) financial institutions		273,689	380,540
b) On investments in:			
i) held for trading securities		356,434	858,083
ii) available for sale securities		15,619,854	16,418,555
iii) held to maturity securities		2,543,016	2,361,720
c) On deposits with financial institutions		657,984	605,538
d) On securities purchased under resale agreements		331,616	384,904
e) Profit earned on ijarah assets net of depreciation	23.1	439,368	429,310
		<u>43,961,060</u>	<u>46,079,918</u>

These include mark-up earned of Rs. 9,311.925 million (2012: Rs. 9,326.370 million) which pertains to the Bank's Islamic Banking Division.

		2013	2012 (Restated)
(Rupees in '000)			
<b>23.1 Profit earned on ijarah assets</b>			
Lease rentals earned		1,653,835	1,581,533
Depreciation for the year	10.3	(1,214,467)	(1,152,223)
		<u>439,368</u>	<u>429,310</u>

		2013	2012 (Restated)
<b>24 MARK-UP / RETURN / INTEREST EXPENSED</b>			
Deposits		22,340,756	22,851,856
Securities sold under repurchase agreements		1,081,569	1,430,138
Other short term borrowings		2,183,381	2,077,326
Term Finance Certificates		1,247,017	974,703
Brokerage and commission		213,506	166,033
		<u>27,066,229</u>	<u>27,500,056</u>

		2013	2012 (Restated)
(Rupees in '000)			
<b>25 GAIN ON SALE OF SECURITIES - NET</b>			
Federal Government Securities			
- Market Treasury Bills		159,436	298,942
- Pakistan Investment Bonds		299,110	748,321
Overseas Government Bonds		(13,717)	560
Shares - Listed		1,144,522	175,620
Sukuk Bonds		(456)	104,557
		<u>1,588,895</u>	<u>1,328,000</u>



	Note	2013 (Rupees in '000)	2012 (Rupees in '000)
<b>26 OTHER INCOME</b>			
Gain on sale of operating fixed assets	11.4	24,186	2,438
Postage, telex service charges etc.		1,838,312	1,753,910
		<u>1,862,498</u>	<u>1,756,348</u>
<b>27 ADMINISTRATIVE EXPENSES</b>			
Non executive directors fee & allowances		71,462	61,188
Salaries, allowances, etc.	27.1	7,990,798	6,808,557
Charge for defined benefit plan	34.4	253,608	255,975
Contribution to defined contribution plan	35	235,291	214,611
Rent, taxes, insurance, electricity, etc.		3,196,640	2,711,065
Legal and professional charges		162,924	139,799
Communications		476,620	505,082
Repairs and maintenance		937,941	936,282
Stationery and printing		310,602	288,760
Advertisement and publicity		390,869	414,976
Capital work-in-progress written off		-	29,442
Donations	27.2	36,000	39,200
Auditors' remuneration	27.3	19,340	24,643
Depreciation	11.2	1,378,368	1,201,068
Amortisation of intangible assets	11.3	194,731	157,454
Entertainment, vehicle running expenses, travelling and subscription		678,061	559,698
Others		955,524	856,236
		<u>17,288,779</u>	<u>15,204,036</u>

27.1 In addition to the remuneration as disclosed in note 36 and note 40.13, payment of Rs. 105 million on account of performance bonus for the year 2012 was made to the Chief Executive Officer as against the accrual of Rs. 110 million made last year.

	2013 (Rupees in '000)	2012 (Rupees in '000)
<b>27.2 Donations</b>		
Idara Tahafuz Bahali-e-Mazooran	-	200
Kashmir Education Foundation	-	1,000
Institute of Business Administration	11,000	11,000
Family Education Services Foundation	-	2,000
Karachi Education Initiative (KEI)	25,000	25,000
	<u>36,000</u>	<u>39,200</u>

The CEO of the Bank is one of the directors of the KEI. Other than this none of the directors or their spouses had any interest in the donees.

### 27.3 Auditors' remuneration

Audit fee  
Half yearly review  
Special certifications and sundry advisory services  
Tax Services  
Out-of-pocket expenses  
  
Fee for audit of foreign branches

Note  
2013  
2012  
(Rupees in '000)

	7,020	6,620
	1,500	1,500
	3,825	3,825
	-	5,865
	900	851
	13,245	18,661
	6,095	5,982
	19,340	24,643
	44,545	22,600
28.1	139,863	184,333
	184,408	206,933

### 28 OTHER CHARGES

Penalties imposed by the State Bank of Pakistan  
Workers' Welfare Fund

28.1

28.1 As per the Worker's Welfare fund Ordinance, 1971, the Bank is liable to pay Workers' Welfare Fund @ 2% of accounting profit before tax or declared income as per the income tax return, whichever is higher.

### 29 TAXATION

For the year  
Current  
Deferred

For prior years  
Current  
Deferred

Note  
2013  
2012  
(Rupees in '000)

	2,400,321	3,141,909
	(159,060)	(754,828)
	(29,033)	(193,170)
	(80,967)	33,170
	(110,000)	(160,000)
	2,131,261	2,227,081

29.1 The income tax assessments of the Bank have been finalized upto and including tax year 2013. Matters of disagreement exist between the Bank and tax authorities for various assessment years and are pending with the Commissioner of Inland Revenue (Appeals), Appellate Tribunal Inland Revenue (ATIR), High Court of Sindh and Supreme Court of Pakistan. These issues mainly relate to addition of mark up in suspense to income, taxability of profit on government securities, bad debts written off and disallowances relating to profit and loss expenses.

For all assessments finalized upto tax year 2013, adequate provision has been made by the Bank in these financial statements. In respect of tax years 2010 and 2011, the tax authorities have disallowed certain expenditures on account of non-deduction of withholding tax resulting in additional demand of Rs.141.226 million and Rs.661.367 million respectively. The management's appeals in respect of these add-backs are currently pending with the Commissioner of Inland Revenue (Appeals). The management is confident that this matter will be decided in favour of the Bank and consequently has not made any provision in respect of these amounts.

In respect of monitoring of withholding taxes on profit on debt, the Bank has received various orders with aggregate demand of Rs.118.099 million (after reduction on rectifications) for tax years 2008 to 2013. The Bank has filed appeals before various tax appellate forums against these orders and the management is confident that the matter will be decided in Bank's favour.

	Note	2013 (Rupees in '000)	2012 (Rupees in '000)
<b>29.2 Relationship between tax expense and accounting profit</b>			
Profit before taxation		6,807,211	6,783,202
Tax at the applicable rate of 35% (2012: 35%)		2,382,524	2,374,121
Effect of:			
- income chargeable to tax at reduced rates		(218,304)	(57,353)
- permanent differences		15,591	7,910
- tax charge pertaining to overseas branches		37,765	37,955
- tax for prior years		(110,000)	(160,000)
- others		23,685	24,448
Tax expense for the year		2,131,261	2,227,081
<b>30 BASIC / DILUTED EARNINGS PER SHARE</b>			
Profit after taxation for the year		4,675,950	4,556,121
		<b>(Number of shares in thousand)</b>	
Weighted average number of ordinary shares	19	1,349,156	1,349,156
		<b>(Rupees)</b>	
Basic / Diluted earnings per share		3.47	3.38

		2013 (Rupees in '000)	2012 (Rupees in '000)
<b>31 CASH AND CASH EQUIVALENTS</b>			
Cash and balances with treasury banks	6	61,204,697	58,044,054
Balances with other banks	7	35,179,983	26,720,993
Call money lendings	8	2,522,022	876,870
Overdrawn nostro accounts	15.2	(75,488)	(86,177)
		98,831,214	85,555,740

### 32 CREDIT RATING

PACRA has assigned a long term credit rating of AA [Double A] and a short term credit rating of A1+ (A one plus) to the Bank as at June 2013 (2012: AA [Double A] for long term and A1+ [A one plus] for short term).

### 33 STAFF STRENGTH

Permanent  
Temporary / on contractual basis  
Bank's own staff strength at the end of the year  
Outsourced  
Total staff strength

Note  
2013  
2012  
(Number of employees)

6,853	6,666
400	458
<u>7,253</u>	<u>7,124</u>
3,345	2,773
<u>10,598</u>	<u>9,897</u>

### 34 EMPLOYEE BENEFITS

#### DEFINED BENEFIT PLAN

#### 34.1 Principal actuarial assumptions

The projected unit credit method, as required by the International Accounting Standard 19 - 'Employee Benefits', was used for actuarial valuation based on the following significant assumptions:

	2013	2012	2011
Discount factor used	12.50%	11.50%	12.50%
Expected rate of return on plan assets	12.50%	11.50%	12.50%
Expected rate of salary increase	12.50%	11.50%	12.50%
Normal retirement age	60 Years	60 Years	60 Years

The disclosure made in notes 34.1 to 34.10 are based on the information included in the actuarial valuation report of the Bank as of December 31, 2013.

#### 34.2 Reconciliation of payable to defined benefit plan

Present value of defined benefit obligations  
Fair value of plan assets

Note  
2013  
2012  
(Restated)  
January  
01, 2012  
(Restated)  
----- (Rupees in '000) -----

34.6	1,547,856	1,372,290	1,208,509
34.7	<u>(1,429,334)</u>	<u>(1,182,931)</u>	<u>(964,669)</u>
	<u>118,522</u>	<u>189,359</u>	<u>243,840</u>

#### 34.3 Movement in net payable to defined benefit plan

Opening balance  
Charge for the year - in income statement  
Other comprehensive Income  
Adjustments  
Bank's contribution to fund made during the year  
Closing balance

	189,359	243,840	-
34.4	253,608	240,601	230,502
	<u>(74,576)</u>	<u>(54,482)</u>	<u>243,840</u>
	3,739	15,375	-
	<u>(70,837)</u>	<u>(39,107)</u>	<u>243,840</u>
	<u>(253,608)</u>	<u>(255,975)</u>	<u>(230,502)</u>
	<u>118,522</u>	<u>189,359</u>	<u>243,840</u>

	Note	2013	2012 (Restated)	January 01, 2012 (Restated)
----- (Rupees in '000) -----				
<b>34.4 Charge for defined benefit plan</b>				
Current service cost		231,832	203,012	115,324
Net interest		21,776	37,589	59,025
		253,608	240,601	174,349
Actuarial losses		-	15,374*	56,153
		<u>253,608</u>	<u>255,975</u>	<u>230,502</u>
* This has not been adjusted from the profit and loss account of year 2012 - refer note 5.1 (b)				
<b>34.5 Actual return on plan assets</b>				
		<u>248,561</u>	<u>94,347</u>	<u>129,791</u>
<b>34.6 Reconciliation of present value of obligation</b>				
Present value of obligation as at January 1		1,372,290	1,208,509	1,002,268
Current service cost		231,832	203,012	115,324
Interest cost		143,163	148,867	140,317
Benefits paid		( 255,766)	(132,060)	(73,054)
Remeasurement (gain) / loss on obligation		56,337	(56,038)	23,654
Present value of obligation as at December 31		<u>1,547,856</u>	<u>1,372,290</u>	<u>1,208,509</u>
<b>34.7 Changes in the fair value of plan assets are as follows:</b>				
Opening fair value of plan assets		1,182,931	964,669	677,430
Expected return		121,387	111,278	81,292
Contributions by the Bank		253,608	255,975	230,502
Benefits paid		(255,766)	(132,060)	(73,054)
Remeasurement (loss) / gains		127,174	(16,931)	48,499
Fair value at the end of the year	34.8	<u>1,429,334</u>	<u>1,182,931</u>	<u>964,669</u>

### 34.8 Plan assets consist of the following:

	2013		2012		January 01,2012	
	(Rupees in '000)	%	(Rupees in '000)	%	(Rupees in '000)	%
Ordinary shares	331,240	23%	263,218	22%	64,538	7%
Term Finance Certificates	48,208	3%	96,540	8%	107,820	11%
Term Deposit Receipts	204,209	14%	332,222	28%	274,264	28%
Pakistan Investment Bonds	248,325	17%	23,785	2%	20,635	2%
Units of mutual funds *	137,098	10%	123,730	11%	109,823	12%
Certificate of Investment	24,975	2%	-	0%	-	0%
Cash and bank balances	435,279	31%	343,436	29%	387,589	40%
	<u>1,429,334</u>	<u>100%</u>	<u>1,182,931</u>	<u>100%</u>	<u>964,669</u>	<u>100%</u>

\* This include amount invested in the units of Alfalah GHP Value Fund amounting to Rs 54.7 million.

34.9 Amount for the current year and the previous four years of the present value of the defined benefit obligation, the fair value of plan assets, surplus/deficit and experience adjustments arising thereon are as follows:

	2013	2012	2011	2010	2009
	----- (Rupees in '000) -----				
Defined benefit obligation	1,547,856	1,372,290	1,208,509	1,002,268	802,966
Fair value of plan assets	1,429,334	1,182,931	964,669	677,430	696,403
Deficit	<u>(118,522)</u>	<u>(189,359)</u>	<u>(243,840)</u>	<u>(324,838)</u>	<u>(106,563)</u>
Experience adjustments on plan liabilities	<u>(56,337)</u>	<u>56,038</u>	<u>(23,654)</u>	<u>(5,897)</u>	<u>132,730</u>
Experience adjustments on plan assets	<u>127,174</u>	<u>(16,931)</u>	<u>48,499</u>	<u>(217,632)</u>	<u>(3,935)</u>

### 34.10 Expected gratuity expense for the next year

Expected gratuity expense for the year ending December 31, 2014, works out to Rs. 283.117 million.

### EMPLOYEES STOCK OPTION SCHEME

The Bank's Employees Stock Option Scheme (ESOS) was duly approved by the Bank's Shareholders in their Annual General Meeting held on March 29, 2013, subject to approval of Securities and Exchange Commission of Pakistan (SECP). As required by SECP, a further approval of shareholders for issuance of new shares under ESOS (without issuance of right shares) was also obtained in the Extra Ordinary General Meeting of the Bank held on November 22, 2013. Under the ESOS, the Bank shall grant share options to the employees selected by the Board's Compensation Committee. The SECP has accordingly approved the ESOS vide its Letter No. SMD/CIW/ESOS/02/2013 dated December 27, 2013. The scheme is applicable from the year 2014.

### 35 DEFINED CONTRIBUTION PLAN

The Bank operates an approved provident fund scheme for all its permanent employees to which both the Bank and employees contribute @ 8.33% of basic salary in equal monthly contributions.

During the year, the Bank contributed Rs. 235.291 million (2012: Rs. 214.611 million) in respect of this fund.

### 36 COMPENSATION OF DIRECTORS AND EXECUTIVES

	Chief Executive		Directors		Executives	
	2013	2012	2013	2012	2013	2012
	----- (Rupees in '000) -----					
Fee	-	-	71,462	61,188	-	-
Managerial remuneration - note 36.2	70,250	67,156	-	-	2,697,530	2,246,191
Post employment benefits	8,038	7,443	-	-	227,312	181,855
Rent and house maintenance	4,079	3,067	-	-	579,587	470,065
Utilities	4,824	4,467	-	-	136,460	109,720
	<u>87,191</u>	<u>82,133</u>	<u>71,462</u>	<u>61,188</u>	<u>3,640,889</u>	<u>3,007,831</u>
Number of persons	<u>1</u>	<u>1</u>	<u>5</u>	<u>5</u>	<u>1,276</u>	<u>1,071</u>

36.1 The Chief Executive and certain Executives have been provided with the free use of cars and household equipments as per Bank's policy.

36.2 Managerial remuneration includes bonus of executives except for Chief Executive bonus - also refer note 27.1.

### 37 FAIR VALUE OF FINANCIAL INSTRUMENTS

37.1 Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable willing parties in an arm's length transaction.

The fair value of traded investments is based on quoted market prices and is disclosed in the relevant note.

Fair value of unquoted equity investments is determined on the basis of break up value of these investments as per the latest available audited financial statements.

Fair value of fixed term loans, other assets, other liabilities and fixed term deposits cannot be calculated with sufficient reliability due to absence of current and active market for such assets and liabilities and reliable data regarding market rates for similar instruments. Sub-ordinated loans are carried at redeemable face value as these are freely floating instruments. The provision for impairment of loans and advances has been calculated in accordance with the Bank's accounting policy as stated in note 5.5 to these unconsolidated financial statements.

The re-pricing profile, effective rates and maturity are stated in note 42 to these unconsolidated financial statements.

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 nature or in the case of customer loans and deposits are frequently re-priced.

### 37.2 Off-balance sheet financial instruments

Forward purchase of foreign exchange - net

Forward sale of foreign exchange - net

The notional amounts and unrealised gain / (loss) on foreign currency options are disclosed in note 22.2.

### 38 SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES

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

Total income  
Total expenses  
Net income  
Segment assets  
Segment non-performing loans  
Segment provision required against loans and advances  
Segment liabilities  
Segment return on assets (ROA) (%)  
Segment cost of funds (%)

Total income  
Total expenses  
Net income  
Segment assets  
Segment non-performing loans  
Segment provision required against loans and advances  
Segment liabilities  
Segment return on assets (ROA) (%)  
Segment cost of funds (%)

2013		2012	
Book value	Fair value	Book value	Fair value
----- (Rupees in '000) -----			
54,097,511	53,419,643	29,175,612	29,285,327
42,386,376	41,623,365	16,624,885	16,587,249

2013			
Trading & sales	Retail banking	Corporate / commercial banking	Total
----- (Rupees in '000) -----			
14,470,618	23,480,958	14,288,178	22,239,754
12,112,455	21,263,669	12,056,419	45,432,543
2,358,163	2,217,289	2,231,759	
168,422,163	279,849,040	162,343,088	610,614,291
-	11,790,067	6,156,562	17,946,629
-	8,890,308	4,157,139	13,047,447
6,305,195	461,027,650	111,379,702	578,712,547
9.39%	8.62%	9.85%	
8.29%	4.50%	7.67%	

2012 (Restated)			
Trading & sales	Retail banking	Corporate / commercial banking	Total
----- (Rupees in '000) -----			
16,532,080	22,467,712	14,361,466	53,361,258
13,782,506	19,436,133	13,359,417	46,578,056
2,749,574	3,031,579	1,002,049	6,783,202
144,051,331	255,916,922	136,599,716	536,567,969
-	15,492,975	6,688,573	22,181,548
-	11,258,516	3,154,118	14,412,634
7,673,007	395,962,031	102,873,612	506,508,650
11.44%	9.44%	11.94%	
9.45%	4.87%	9.71%	



### 39 TRUST ACTIVITIES

The Bank is not engaged in any significant trust activities. However, it acts as security agent for various Term Finance Certificates it arranges and distributes on behalf of its customers. In addition, the Bank is also holding investments of other entities in its IPS maintained with the State Bank of Pakistan.

### 40 RELATED PARTY TRANSACTIONS

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operational decisions and include major shareholders, subsidiary company, associated companies with or without common directors, retirement benefit funds and directors and key management personnel and their close family members.

Banking transactions with the related parties are executed substantially on the same terms, including mark-up rates and collateral, as those prevailing at the time for comparable transactions with unrelated parties and do not involve more than a normal risk.

Contributions to and accruals in respect of staff retirements and other benefit plans are made in accordance with the actuarial valuations / terms of the contribution plan. Remuneration to executives is determined in accordance with the terms of their appointment.

Details of transactions with related parties and balances with them as at the year-end are as follows:

#### 40.1 Deposits

Balance at the beginning of the year  
Placements during the year  
Withdrawals / adjustments during the year  
Balance at the end of the year

<b>2013</b>						
Directors	Key management personnel	Group / Associated companies / Others	Associates	Subsidiary	Strategic investments	Total
----- (Rupees in '000) -----						
31,400	53,987	1,785,252	488,844	1,583	18	2,361,084
573,574	807,756	76,050,117	12,761,156	662,769	-	90,855,372
(570,178)	(780,957)	(73,418,688)	(12,761,728)	(647,142)	-	(88,178,693)
<u>34,796</u>	<u>80,786</u>	<u>4,416,681</u>	<u>488,272</u>	<u>17,210</u>	<u>18</u>	<u>5,037,763</u>

Balance at the beginning of the year  
Placements during the year  
Withdrawals / adjustments during the year  
Balance at the end of the year

<b>2012</b>						
----- (Rupees in '000) -----						
94,626	40,991	1,748,959	1,304,544	2,211	18	3,191,349
138,926	615,576	46,255,346	18,779,760	198,830	-	65,988,438
(202,152)	(602,580)	(46,219,053)	(19,595,460)	(199,458)	-	(66,818,703)
<u>31,400</u>	<u>53,987</u>	<u>1,785,252</u>	<u>488,844</u>	<u>1,583</u>	<u>18</u>	<u>2,361,084</u>

#### 40.2 Advances

Balance at the beginning of the year  
Disbursements during the year  
Repayments / adjustments during the year  
Balance at the end of the year

2013						
Directors	Key management personnel	Group / Associated companies / Others	Associates	Subsidiary	Strategic investments	Total
----- (Rupees in '000) -----						
-	132,220	2,607,770	-	24,933	-	2,764,923
-	235,945	11,640,538	-	179,249	-	12,055,732
-	(89,964)	(10,625,775)	-	(174,182)	-	(10,889,921)
-	278,201	3,622,533	-	30,000	-	3,930,734

Balance at the beginning of the year  
Disbursements during the year  
Repayments / adjustments during the year  
Balance at the end of the year

2012						
Directors	Key management personnel	Group / Associated companies / Others	Associates	Subsidiary	Strategic investments	Total
----- (Rupees in '000) -----						
-	126,126	2,298,435	-	2,979	-	2,427,540
-	132,754	7,931,268	-	1,901,106	-	9,965,128
-	(126,660)	(7,621,933)	-	(1,879,152)	-	(9,627,745)
-	132,220	2,607,770	-	24,933	-	2,764,923

#### 40.3 Investments

Balance at the beginning of the year  
Investments during the year  
(Redemptions) / adjustment during the year  
Balance at the end of the year

2013						
Directors	Key management personnel	Group / Associated companies / Others	Associates	Subsidiary	Strategic investments	Total
----- (Rupees in '000) -----						
-	-	5,003,117	2,299,483	826,000	120,000	8,248,600
-	-	185,732	500,000	-	-	685,732
-	-	(634,919)	(499,610)	-	(70,000)	(1,204,529)
-	-	4,553,930	2,299,873	826,000	50,000	7,729,803
-	-	4,366,796	-	826,000	32,500	5,225,296

Provisions held against investments

Balance at the beginning of the year  
Investments during the year  
(Redemptions) / adjustment during the year  
Balance at the end of the year

2012						
Directors	Key management personnel	Group / Associated companies / Others	Associates	Subsidiary	Strategic investments	Total
----- (Rupees in '000) -----						
-	-	4,847,575	799,483	826,000	120,000	6,593,058
-	-	192,665	1,500,000	-	-	1,692,665
-	-	(37,123)	-	-	-	(37,123)
-	-	5,003,117	2,299,483	826,000	120,000	8,248,600
-	-	4,290,939	-	826,000	60,000	5,176,939

Provisions held against investments

#### 40.4 Call borrowings / Repo

Balance at the beginning of the year  
Borrowing during the year  
Repayments during the year  
Balance at the end of the year

2013						
Directors	Key management personnel	Group / Associated companies / Others	Associates	Subsidiary	Strategic investments	Total
----- (Rupees in '000) -----						
-	-	-	-	-	-	-
-	-	8,500,000	-	-	-	8,500,000
-	-	(4,500,000)	-	-	-	(4,500,000)
-	-	4,000,000	-	-	-	4,000,000

Balance at the beginning of the year  
Borrowing during the year  
Repayments during the year  
Balance at the end of the year

2012						
----- (Rupees in '000) -----						
-	-	-	-	-	-	-
-	-	3,986,884	-	-	-	3,986,884
-	-	(3,986,884)	-	-	-	(3,986,884)
-	-	-	-	-	-	-

#### 40.5 Call lendings / Reverse Repo

Balance at the beginning of the year  
Placements during the year  
Withdrawals during the year  
Balance at the end of the year

2013						
Directors	Key management personnel	Group / Associated companies / Others	Associates	Subsidiary	Strategic investments	Total
----- (Rupees in '000) -----						
-	-	-	-	-	-	-
-	-	59,000,000	-	-	-	59,000,000
-	-	(59,000,000)	-	-	-	(59,000,000)
-	-	-	-	-	-	-

Balance at the beginning of the year  
Placements during the year  
Withdrawals during the year  
Balance at the end of the year

2012						
----- (Rupees in '000) -----						
-	-	-	-	-	-	-
-	-	49,089,229	-	-	-	49,089,229
-	-	(49,089,229)	-	-	-	(49,089,229)
-	-	-	-	-	-	-

	Note	2013 (Rupees in '000)	2012
<b>40.6 Advances</b>			
Running finance			
- Subsidiary company		-	24,933
- Other related parties		2,553,226	1,989,034
Long term loans			
- Subsidiary company		30,000	-
- Other related parties		1,347,508	750,956
<b>40.7 Contingencies and commitments</b>			
Letters of credit and acceptance outstanding		90,504	69,716
Guarantees outstanding		2,195,703	1,050,663
<b>40.8 Customer accounts</b>			
PLS accounts			
- Subsidiary company		-	-
- Other related parties		3,977,123	2,065,557
Current accounts			
- Subsidiary company		17,210	1,583
- Other related parties		839,260	122,540
Fixed deposit accounts			
- Other related parties		204,170	171,404
<b>40.9 Balances with other banks</b>			
Balance with United Bank Limited		1,779,616	546,735
<b>40.10 With subsidiary company</b>			
Mark-up income		2,141	1,028
Brokerage expense		1,369	1,452
Rent income		1,256	4,745
Bank charges recovered		100	59
Provision made against investment (Reversal) / Provision against financing to subsidiary		-	1,436
Mark-up receivable on advances		29,824	28,340
Mark-up held in suspense		27,684	27,684
Provision held against investment		826,000	826,000
Rent receivable		7,844	7,705
Provision held against rent receivable		7,844	7,705
Deposit balance		17,210	1,583
Brokerage payable		175	287
Payment in respect of operating fixed assets acquired		4,500	-
Advisory expense paid by the Bank on behalf of subsidiary		1,098	-

In addition to these, certain expenses of the subsidiary are paid by the Bank.

	Note	2013	2012
		(Rupees in '000)	
<b>40.11 With associates</b>			
Insurance premium paid to Alfalah Insurance Company Limited		455,905	384,674
Rent income from Alfalah Insurance Limited		1,897	1,597
Advance rent from Alfalah Insurance Company Limited		166	399
Capital loss on redemption of units of Alfalah GHP Cash Fund		390	-
Dividend income from Alfalah GHP Islamic Fund		44,553	62,888
Dividend income from Alfalah GHP Value Fund		15,951	23,118
Dividend income from Alfalah GHP Cash Fund		113,938	91,742
Dividend income from Alfalah GHP Income Multiplier Fund		21,158	-
Dividend paid to Alfalah Insurance Company Limited		19	2,624
<b>40.12 With other related parties</b>			
Mark-up income on advances		130,877	271,237
Mark-up expense on deposits		226,657	227,758
Mark-up suspended on advances to Wateen Telecom Limited		184,046	-
Mark-up suspended on advances to Warid Telecom Limited		17,530	-
Rent income from Warid Telecom (Private) Limited		22,655	77,321
Charge for security services to Security and Management Services (Private) Limited and Wackenhut Pakistan (Private) Limited		240,435	166,773
Payment to Wateen Telecom (Private) Limited for purchase of equipment and maintenance charges		224,598	217,539
Provision made during the year in respect of investment in Warid Telecom (Private) Limited		363,080	1,458,000
Capital Loss on sale of shares in Wateen Telecom Limited		41,747	-
Reversal of Provision made in respect of investment in Wateen Telecom Limited		287,223	-
Provision made during the year in respect of strategic investments		14,500	-
Reversal of Provision made in respect of strategic investments		42,000	-
Capital gain on sale of shares of United Bank Limited		55,797	10,254
Contribution to employees provident fund		235,291	214,611
Contribution to Gratuity fund		253,608	255,975
Commission received from Warid Telecom (Private) Limited		42,399	24,105
Rent receivable from Warid Telecom (Private) Limited		37,990	97,410
Rent receivable from Wateen Telecom Limited		1,413	1,884
Advance rent from Wateen Telecom Limited		1,000	-
Rent receivable from Alfalah GHP Investment Management Limited		2,353	329
Rent payable to Wateen Telecom Limited		5,090	-
Provision held against investments in Warid Telecom (Private) Limited		4,366,796	4,003,716
Provision held against investments in Wateen Telecom Limited		-	287,223
Provision held against rent receivable from Warid Telecom (Private) Limited		37,990	97,410
Rent income from Wateen Telecom Limited		10,151	24,865

Note	2013 (Rupees in '000)	2012
Rent income from Alfalah GHP Investment Management Limited	3,724	3,943
Rent expense pertaining to Wateen Telecom Limited	12,650	23,760
Marketing commission from Alfalah GHP Investment Management Limited	-	831
TFCs held by Taavun (Private) Limited	499,200	499,400
Mark up paid to Taavun (Private) Limited	74,903	74,932
TFCs held by United Bank Limited	363,927	-
Mark up paid to United Bank Limited	19,296	-
TFCs held by IGI income fund	111,660	-
Mark up paid to IGI Income Fund	6,273	-
TFCs held by IGI Aggressive Income Fund	74,080	-
Mark up paid to IGI Aggressive Income Fund	3,996	-
TFCs held by Alfalah GHP Income Multiplier Fund	6,124	-
Mark up paid to Alfalah GHP Income Multiplier Fund	325	-
Payment to Monet (Private) Limited for Branchless banking services	28,223	-
Payment of Underwriting Fee to United Bank Limited	4,350	-
Payment to Institute of Bankers Pakistan for Calendars & Diaries etc	2,501	-
Dividend income from United Bank Limited	12,616	150
<b>40.13 The key management personnel / directors compensation are as follows:</b>		
Salaries and allowances (also refer note 27.1)	1,058,130	721,659

In addition, the Chief Executive and certain Executives are provided with Bank maintained cars and other benefits.

#### 41 CAPITAL ASSESSMENT AND ADEQUACY

##### 41.1 Scope of Applications

###### Amounts subject to Pre - Basel III treatment

The Basel-III Framework is applicable to the bank both at the consolidated level (comprising of wholly/partially owned subsidiaries & associates) and also on a stand alone basis. As mentioned in note 1 to these unconsolidated financial statements the Securities and Exchange Commission of Pakistan (SECP) has granted exemption to the Bank from the preparation of consolidated financial statements of the Bank and its subsidiary company namely Alfalah Securities (Pvt.) Limited for the year ended December 31, 2013. Standardized Approach is used for calculating the Capital Adequacy for Credit and Market risks, whereas, Basic Indicator Approach (BIA) up to the extent of 90% is used for Operational Risk Capital Adequacy purpose.

##### 41.2 Capital Management

###### 41.2.1 Objectives and goals of managing capital

The Bank manages its capital to attain following objectives and goals:

- an appropriately capitalized status, as defined by banking regulations;
- acquire strong credit ratings that enable an optimized funding mix and liquidity sources at lesser costs;
- cover all risks underlying business activities and
- retain flexibility to harness future investment opportunities; build and expand even in stressed times.

#### 41.2.2 Statutory Minimum Capital Requirement and Capital Adequacy Ratio

The State Bank of Pakistan through its BSD Circular No.07 of 2009 dated April 15, 2009 requires the minimum paid up capital (net of losses) for all locally incorporated banks to be raised to Rs. 10 billion in a phased manner by the financial year December 2013. The paid up capital of the Bank for the year ended December 31, 2013 stands at Rs. 13.492 billion and is in compliance with the SBP requirement for the said year.

The capital adequacy ratio of the Bank is subject to the Basel III capital adequacy guidelines stipulated by the State Bank of Pakistan through its BPRD Circular No. 06 of 2013 dated August 15, 2013. These instructions are effective from December 31, 2013 in a phased manner with full implementation intended by December 31, 2019. Under Basel III guidelines banks are required to maintain the following ratios on an ongoing basis:

Phase-in arrangement and full implementation of the minimum capital requirements:

Sr. No	Ratio	2013	2014	2015	2016	2017	2018	31-Dec-19
1	CET 1	5.0%	5.5%	6.0%	6.0%	6.0%	6.0%	6.0%
2	ADT 1	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%
3	Tier 1	6.5%	7.0%	7.5%	7.5%	7.5%	7.5%	7.5%
4	Total Capital	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
5	*CCB	0.0%	0.0%	0.25%	0.65%	1.28%	1.90%	2.50%
6	Total Capital Plus CCB	10%	10%	10.25%	10.65%	11.28%	11.90%	12.50%

\* Capital conservative buffer

#### 41.2.3 Bank's regulatory capital is analysed into three tiers.

Common Equity Tier 1 capital (CET1), which includes fully paid up capital (including the bonus shares), balance in share premium account, general reserves, statutory reserves as per the financial statements and net unappropriated profits after all regulatory adjustments applicable on CET1 (refer note 41.3).

Additional Tier 1 Capital (AT1), which includes perpetual non-cumulative preference shares and share premium resulting from the issuance of preference shares balance in share premium account after all regulatory adjustments applicable on AT1 (refer to note 41.3).

Tier 2 capital, which includes Subordinated debt/ Instruments, share premium on issuance of Subordinated debt/ Instruments, general provisions for loan losses (up to a maximum of 1.25% of credit risk weighted assets), gross reserves on revaluation of fixed assets and equity investments up to a maximum of 45% of the balance and foreign exchange translation reserves after all regulatory adjustments applicable on Tier-2 (refer to note 41.3).

The required capital adequacy ratio (10% of the risk-weighted assets) is achieved by the Bank through improvement in the asset quality at the existing volume level, ensuring better recovery management and composition of asset mix with low risk. Banking operations are categorized as either trading book or banking book and risk-weighted assets are determined according to specified requirements of the State Bank of Pakistan that seek to reflect the varying levels of risk attached to assets and off-balance sheet exposures. The total risk-weighted exposures comprise of the credit risk, market risk and operational risk.

Basel-III Framework enables a more risk-sensitive regulatory capital calculation to promote long term viability of the Bank. As the Bank carry on the business on a wide area network basis, it is critical that it is able to continuously monitor the exposure across entire organization and aggregate the risks so as to take an integrated approach/view. Maximization of the return on risk-adjusted capital is the principal basis to be used in determining how capital is allocated within the Bank to particular operations. The Bank remained compliant with all externally imposed capital requirements through out the year. Further, there has been no material change in the Bank's management of capital during the year.

	Note	2013	2013 Amounts subject to Pre - Basel III treatment*	2012 **
		----- (Rupees in '000) -----		
<b>41.3 Capital Adequacy Ratio as at December 31, 2013</b>				
<b>Capital Structure</b>				
<b>Common Equity Tier 1 capital (CET1): Instruments and reserves</b>				
1	Fully Paid-up Capital/ Capital deposited with SBP	13,491,563		13,491,563
2	Balance in Share Premium Account	-		-
3	Reserve for issue of Bonus Shares	-		-
4	General/ Statutory Reserves	5,508,172		4,572,982
5	Gain/(Losses) on derivatives held as Cash Flow Hedge	-		-
6	Unappropriated/unremitted profits/ (losses)	7,499,831		6,373,545
7	Minority Interests arising from CET1 capital instruments issued to third party by consolidated bank subsidiaries (amount allowed in CET1 capital of the consolidation group)	-		-
<b>8</b>	<b>CET 1 before Regulatory Adjustments</b>	<b>26,499,566</b>		<b>24,438,090</b>
<b>Common Equity Tier 1 capital: Regulatory adjustments</b>				
9	Goodwill (net of related deferred tax liability)	-		-
10	All other intangibles (net of any associated deferred tax liability)	637,258		478,852
11	Shortfall of provisions against classified assets	-		-
12	Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)	-	1,204,000	-
13	Defined-benefit pension fund net assets	-		-
14	Reciprocal cross holdings in CET1 capital instruments	162,078		-
15	Cash flow hedge reserve	-		-
16	Investment in own shares/ CET1 instruments	-		-
17	Securitization gain on sale	-		-
18	Capital shortfall of regulated subsidiaries	-		-
19	Deficit on account of revaluation from bank's holdings of property/ AFS	-		-
20	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-		-

\* The amount represents regulatory deductions that are still subject to pre- Basel III treatment during the transitional period.

\*\* 2012 amounts are base on Basel II framework.



	Note	2013	2013 Amounts subject to Pre - Basel III treatment*	2012 **
----- (Rupees in '000) -----				
21	Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation (amount above 10% threshold)	-		-
22	Deferred Tax Assets arising from temporary differences (amount above 10% threshold, net of related tax liability)	-		-
23	Amount exceeding 15% threshold	-		-
24	of which: significant investments in the common stocks of financial entities	-		-
25	of which: deferred tax assets arising from temporary differences	-		-
26	National specific regulatory adjustments applied to CET1 capital	208,932		46,356
27	Investment in TFCs of other banks exceeding the prescribed limit	-		46,356
28	Any other deduction specified by SBP (mention details)	208,932		-
29	Regulatory adjustment applied to CET1 due to insufficient AT1 and Tier 2 to cover deductions	240,241		99,741
30	Total regulatory adjustments applied to CET1	1,248,509		624,949
	<b>Common Equity Tier 1</b>	<b>25,251,057</b>		<b>23,813,141</b>
	<b>Additional Tier 1 (AT 1) Capital</b>			
31	Qualifying Additional Tier-1 instruments plus any related share premium	-		-
32	of which: Classified as equity	-		-
33	of which: Classified as liabilities	-		-
34	Additional Tier-1 capital instruments issued by consolidated subsidiaries and held by third parties (amount allowed in group AT 1)	-		-
35	of which: instrument issued by subsidiaries subject to phase out	-		-
36	<b>AT1 before regulatory adjustments</b>	<b>-</b>		<b>-</b>
	<b>Additional Tier 1 Capital: regulatory adjustments</b>			
37	Investment in mutual funds exceeding the prescribed limit (SBP specific adjustment)	140,500		-
38	Investment in own AT1 capital instruments	-		-
39	Reciprocal cross holdings in Additional Tier 1 capital instruments	-		-
40	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-		-

\* The amount represents regulatory deductions that are still subject to pre- Basel III treatment during the transitional period.

\*\* 2012 amounts are base on Basel II framework.

	Note	2013	2013 Amounts subject to Pre - Basel III treatment*	2012 **
		----- (Rupees in '000) -----		
41	Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation	-	-	-
42	Portion of deduction applied 50:50 to core capital and supplementary capital based on pre-Basel III treatment which, during transitional period, remain subject to deduction from tier-1 capital	99,741		99,741
43	Regulatory adjustments applied to Additional Tier 1 due to insufficient Tier 2 to cover deductions	-		-
44	Total of Regulatory Adjustment applied to AT1 capital	-		-
45	Additional Tier 1 capital	-		-
<b>46</b>	<b>Additional Tier 1 capital recognized for capital adequacy</b>	<b>(b)</b>	<b>-</b>	<b>-</b>
	<b>Tier 1 Capital (CET1 + admissible AT1)</b>	<b>(c=a+b)</b>	<b>25,251,057</b>	<b>23,813,141</b>
	<b>Tier 2 Capital</b>			
47	Qualifying Tier 2 capital instruments under Basel III	4,993,000		-
48	Capital instruments subject to phase out arrangement from tier 2 (Pre-Basel III instruments)	2,394,481		7,408,934
49	Tier 2 capital instruments issued to third party by consolidated subsidiaries (amount allowed in group tier 2)	-		-
50	of which: instruments issued by subsidiaries subject to phase out			
51	General Provisions or general reserves for loan losses-up to maximum of 1.25% of Credit Risk Weighted Assets	636,459		571,130
<b>52</b>	<b>Revaluation Reserves</b>	<b>2,103,127</b>		<b>2,741,531</b>
53	of which: Revaluation reserves on Property	1,753,053		1,780,461
54	of which: Unrealized Gains/Losses on AFS	350,074		961,070
55	Foreign Exchange Translation Reserves	1,766,050		1,063,567
56	Undisclosed/Other Reserves (if any)	-		-
<b>57</b>	<b>T2 before regulatory adjustments</b>	<b>11,893,117</b>		<b>11,785,162</b>

\* The amount represents regulatory deductions that are still subject to pre- Basel III treatment during the transitional period.

\*\* 2012 amounts are base on Basel II framework.

	Note	2013	2013 Amounts subject to Pre - Basel III treatment*	2012 **
----- (Rupees in '000) -----				
<b>Tier 2 Capital: regulatory adjustments</b>				
58				
		99,741		99,741
59		923,387		-
60		35,899		-
61				
		-	-	-
62				
		-	-	-
63		1,059,027		99,741
<b>64</b>		<b>10,834,090</b>		<b>11,685,421</b>
65		10,834,090		11,685,421
66		-		-
67	(d)	10,834,090		11,685,421
	<b>(e=c+d)</b>	<b>36,085,147</b>		<b>35,498,562</b>
	<b>(i=f+g+h)</b>	<b>299,296,955</b>		<b>281,661,964</b>
<b>Total Risk Weighted Assets (RWA)</b>				
68	(f)	254,524,778		238,498,463
69		250,510,540		237,813,104
70				
		199,483		199,483
71		1,204,000		485,876
72		-		-
73				
		1,610,755		-
74	(g)	4,296,848		1,490,451
75	(h)	40,475,329		41,673,050

\* The amount represents regulatory deductions that are still subject to pre- Basel III treatment during the transitional period.

\*\* 2012 amounts are base on Basel II framework.

	Note	2013	2013 subject to Pre - Basel III treatment	2012
----- (Rupees in '000) -----				
<b>Capital Ratios and buffers (in percentage of risk weighted assets)</b>				
76	CET1 to total RWA	(a/i)	8.44%	8.45%
77	Tier-1 capital to total RWA	(c/i)	8.44%	8.45%
78	Total capital to RWA	(e/i)	12.06%	12.60%
79	Bank specific buffer requirement (minimum CET1 requirement plus capital conservation buffer plus any other buffer requirement) *		5.00%	-
80	of which: capital conservation buffer requirement		-	-
81	of which: countercyclical buffer requirement		-	-
82	of which: D-SIB or G-SIB buffer requirement		-	-
83	CET1 available to meet buffers (as a percentage of risk weighted assets) *		3.44%	-
<b>National minimum capital requirements prescribed by SBP</b>				
84	CET1 minimum ratio		5.00%	0.00%
85	Tier 1 minimum ratio		6.50%	0.00%
86	Total capital minimum ratio		10.00%	10.00%
<b>Amounts below the thresholds for deduction (before risk weighting)</b>				
87	Non-significant investments in the capital of other financial entities		203,976	-
88	Significant investments in the common stock of financial entities		199,483	199,483
89	Deferred tax assets arising from temporary differences (net of related tax liability)		-	-
<b>Applicable caps on the inclusion of provisions in Tier 2</b>				
90	Provisions eligible for inclusion in Tier 2 in respect of exposures subject to standardized approach (prior to application of cap)		636,459	571,130
91	Cap on inclusion of provisions in Tier 2 under standardized approach		3,181,560	3,520,775
92	Provisions eligible for inclusion in Tier 2 in respect of exposures subject to internal ratings-based approach (prior to application of cap)		-	-
93	Cap for inclusion of provisions in Tier 2 under internal ratings-based approach		-	-

\* Capital conservative buffer (CCB) will be applicable from 2015.

#### 41.4 Risk-Weighted Exposures

##### Credit Risk

Balance Sheet Items:-

Cash and other liquid Assets
Money at call
Investments
Loans and Advances
Fixed Assets
Deferred Tax
Other Assets

Off Balance Sheet items

Loan Repayment Guarantees
Purchase and Resale Agreements
Performance Bonds etc
Revolving underwriting Commitments
Stand By Letters of Credit
Outstanding Foreign Exchange Contracts
-Purchase
-Sale

##### Credit risk-weighted exposures

##### Market Risk

General market risk
Specific market Risk

##### Market risk-weighted exposures

**Operational Risk** (Restricted to 90% of Basic Indicator Approach - 2013)

##### Total Risk-Weighted Exposures

	2013		2012	
	Book Value of Risk Weighted Assets	Risk Adjusted Value	Book Value of Risk Weighted Assets	Risk Adjusted Value
----- (Rupees in '000) -----				
	96,384,681	20,457,643	84,765,046	16,512,304
	2,583,190	980,822	880,838	322,990
	211,610,501	17,212,516	188,132,868	18,586,650
	272,434,899	163,788,500	245,371,259	155,077,482
	14,197,942	14,197,942	13,268,668	13,268,668
	1,204,000	1,204,000	485,876	485,876
	839,587	(31,132)	(523,022)	(87,393)
	<b>599,254,800</b>	<b>217,810,291</b>	<b>532,381,533</b>	<b>204,166,577</b>
	17,459,118	13,618,425	16,686,411	12,184,111
	44,987	8,997	56,873	13,127
	42,336,568	10,766,812	45,586,023	10,729,329
	5,329,818	4,336,832	5,053,705	4,125,010
	69,225,510	7,228,308	57,091,231	6,878,328
	54,149,521	210,787	29,175,612	284,038
	42,438,386	544,327	16,624,885	117,943
	<b>230,983,908</b>	<b>36,714,488</b>	<b>170,274,740</b>	<b>34,331,886</b>
		<b>254,524,779</b>		<b>238,498,463</b>
		1,895,970		1,490,451
		2,400,878		
		<b>4,296,848</b>		<b>1,490,451</b>
		<b>40,475,329</b>		<b>41,673,050</b>
		<b>299,296,956</b>		<b>281,661,964</b>

41.4.1 During the year SBP has accorded approval to the bank vide SBP letter No. BPRD/ BA&CP/ 614/ 17838/2013 dated December 03, 2013 for adoption of ASA for calculation of operational risk capital charge based on the following capital floor (i.e, operational risk charge under ASA should not fall below a certain percentage (for 2013 :90%) of operational risk capital charge calculated under Basic Indicator Approach (BIA)).

Capital Floor (for operational risk capital charge only)		
December 2013 - December 2014	Year 2015	Year 2016
90%	80%	70%

## 41.5 Capital Structure Reconciliation

**Table: 41.5.1**

### Assets

Cash and balances with treasury banks  
Balanced with other banks  
Lending to financial institutions  
Investments  
Advances  
Operating fixed assets  
Deferred tax assets  
Other assets

### Total assets

### Liabilities & Equity

Bills payable  
Borrowings  
Deposits and other accounts  
Sub-ordinated loans  
Liabilities against assets subject to finance lease  
Deferred tax liabilities  
Other liabilities

### Total liabilities

Share capital/ Head office capital account  
Reserves  
Unappropriated/ Unremitted profit/ (losses)  
Minority Interest  
Surplus on revaluation of assets

### Total equity

### Total liabilities & equity

Balance sheet as  
in published  
financial  
statements

Under regulatory  
scope of  
consolidation

2013  
(Rupees in '000)

61,204,697	61,204,697
35,179,983	35,179,983
2,522,022	2,522,022
219,690,369	219,690,369
260,779,850	260,779,850
14,835,200	14,835,200
1,204,000	1,204,000
15,198,170	15,198,170
<b>610,614,291</b>	<b>610,614,291</b>
9,543,480	9,543,480
23,115,102	23,115,102
525,525,770	525,525,770
9,991,000	9,991,000
-	-
-	-
10,537,195	10,537,195
<b>578,712,547</b>	<b>578,712,547</b>
13,491,563	13,491,563
7,274,222	7,274,222
7,499,831	7,499,831
-	-
3,636,128	3,636,128
<b>31,901,744</b>	<b>31,901,744</b>
<b>610,614,291</b>	<b>610,614,291</b>

**Table: 41.5.2**

**Assets**

Cash and balances with treasury banks

Balances with other banks

Lending to financial institutions

Investments

of which: Non-significant capital investments in capital of other financial institutions exceeding 10% threshold

of which: significant capital investments in financial sector entities exceeding regulatory threshold

of which: Mutual Funds exceeding regulatory threshold

of which: reciprocal crossholding of capital instrument

of which: others (mention details)

Advances

shortfall in provisions/ excess of total EL amount over eligible provisions under IRB

general provisions reflected in Tier 2 capital

Fixed Assets

Deferred Tax Assets

of which: DTAs excluding those arising from temporary differences

of which: DTAs arising from temporary differences exceeding regulatory threshold

Other assets

of which: Goodwill

of which: Intangibles

of which: Defined-benefit pension fund net assets

**Total assets**

**Balance sheet as  
in published  
financial  
statements**

**Under regulatory  
scope of  
consolidation**

**2013  
(Rupees in '000)**

**Reference**

61,204,697

61,204,697

35,179,983

35,179,983

2,522,022

2,522,022

219,690,369

219,690,369

-

-

a

-

-

b

140,500

140,500

c

1,085,465

1,085,465

d

218,464,404

218,464,404

e

260,779,850

260,779,850

-

-

f

636,459

636,459

g

14,835,200

14,835,200

1,204,000

1,204,000

3,621,680

3,621,680

h

-

-

i

15,198,170

15,198,170

-

-

j

-

-

k

-

-

l

**610,614,291**

**610,614,291**

### Liabilities & Equity

	Balance sheet as in published financial statements	Under regulatory scope of consolidation	Reference
	<b>2013</b>		
	(Rupees in '000)		
Bills payable	9,543,480	9,543,480	
Borrowings	23,115,102	23,115,102	
Deposits and other accounts	525,525,770	525,525,770	
Sub-ordinated loans	9,991,000	9,991,000	
of which: eligible for inclusion in AT1			
of which: eligible for inclusion in Tier 2	7,387,481	7,387,481	m n
Liabilities against assets subject to finance lease	-	-	
Deferred tax liabilities	-	-	
of which: DTLs related to goodwill	-	-	o p q r
of which: DTLs related to intangible assets	-	-	
of which: DTLs related to defined pension fund net assets	-	-	
of which: other deferred tax liabilities	-	-	
Other liabilities	10,537,195	10,537,195	
<b>Total liabilities</b>	<b><u>578,712,547</u></b>	<b><u>578,712,547</u></b>	
Share capital	13,491,563	13,491,563	
of which: amount eligible for CET1	13,491,563	13,491,563	s t
of which: amount eligible for AT1	-	-	
Reserves	7,274,222	7,274,222	
of which: portion eligible for inclusion in CET1(provide breakup)	5,508,172	5,508,172	u v
of which: portion eligible for inclusion in Tier 2	1,766,050	1,766,050	
Unappropriated profit/ (losses)	7,499,831	7,499,831	w
Minority Interest	-	-	
of which: portion eligible for inclusion in CET1	-	-	x y z
of which: portion eligible for inclusion in AT1	-	-	
of which: portion eligible for inclusion in Tier 2	-	-	
Surplus on revaluation of assets	3,636,128	3,636,128	
of which: Revaluation reserves on Property	3,130,465	3,130,465	aa
of which: Unrealized Gains/Losses on AFS	505,663	505,663	
In case of Deficit on revaluation (deduction from CET1)	-	-	ab
<b>Total liabilities &amp; Equity</b>	<b><u>610,614,291</u></b>	<b><u>610,614,291</u></b>	



**Table: 41.5.3**

**Common Equity Tier 1 capital (CET1): Instruments and reserves**

	Component of regulatory capital reported by bank (amount in thousand PKR)	Source based on reference number from step 2
Fully Paid-up Capital/ Capital deposited with SBP	13,491,563	(s)
Balance in Share Premium Account	-	
Reserve for issue of Bonus Shares	-	
General/ Statutory Reserves	5,508,172	(u)
Gain/(Losses) on derivatives held as Cash Flow Hedge	-	
Unappropriated/unremitted profits/(losses)	7,499,831	(w)
Minority Interests arising from CET1 capital instruments issued to third party by consolidated bank subsidiaries (amount allowed in CET1 capital of the consolidation group)	-	(x)
<b>CET 1 before Regulatory Adjustments</b>	<b>26,499,566</b>	

**Common Equity Tier 1 capital: Regulatory adjustments**

Goodwill (net of related deferred tax liability)	-	(j) - (o)
All other intangibles (net of any associated deferred tax liability)	-	(k) - (p)
Shortfall of provisions against classified assets	637,258	(f)
Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)	-	{(h) - (r)} * x%
Defined-benefit pension fund net assets	-	{(l) - (q)} * x%
Reciprocal cross holdings in CET1 capital instruments	162,078	(d)
Cash flow hedge reserve	-	
Investment in own shares/ CET1 instruments	-	
Securitization gain on sale	-	
Capital shortfall of regulated subsidiaries	-	
Deficit on account of revaluation from bank's holdings of property/ AFS	-	(ab)
Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-	(a) - (ac) - (ae)
Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation (amount above 10% threshold)	-	(b) - (ad) - (af)
Deferred Tax Assets arising from temporary differences (amount above 10% threshold, net of related tax liability)	-	(i)

	Component of regulatory capital reported by bank (amount in thousand PKR)	Source based on reference number from step 2
Amount exceeding 15% threshold	-	
of which: significant investments in the common stocks of financial entities	-	
of which: deferred tax assets arising from temporary differences	-	
National specific regulatory adjustments applied to CET1 capital	208,932	
Investment in TFCs of other banks exceeding the prescribed limit	-	
Any other deduction specified by SBP (mention details)	208,932	
Regulatory adjustment applied to CET1 due to insufficient AT1 and Tier 2 to cover deductions	240,241	
Total regulatory adjustments applied to CET1	1,248,509	
<b>Common Equity Tier 1</b>	<b>25,251,057</b>	
<b>Additional Tier 1 (AT 1) Capital</b>		
Qualifying Additional Tier-1 instruments plus any related share premium	-	
of which: Classified as equity	-	(t)
of which: Classified as liabilities	-	(m)
Additional Tier-1 capital instruments issued by consolidated subsidiaries and held by third parties (amount allowed in group AT 1)	-	(y)
of which: instrument issued by subsidiaries subject to phase out	-	
<b>AT1 before regulatory adjustments</b>	<b>-</b>	
<b>Additional Tier 1 Capital: regulatory adjustments</b>		
Investment in mutual funds exceeding the prescribed limit (SBP specific adjustment)	140,500	
Investment in own AT1 capital instruments	-	
Reciprocal cross holdings in Additional Tier 1 capital instruments	-	
Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-	(ac)
Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation	-	(ad)
Portion of deduction applied 50:50 to core capital and supplementary capital based on pre-Basel III treatment which, during transitional period, remain subject to deduction from tier-1 capital	99,741	
Regulatory adjustments applied to Additional Tier 1 due to insufficient Tier 2 to cover deductions	-	
Total of Regulatory Adjustment applied to AT1 capital	240,241	
Additional Tier 1 capital	-	
<b>Additional Tier 1 capital recognized for capital adequacy</b>	<b>-</b>	
<b>Tier 1 Capital (CET1 + admissible AT1)</b>	<b>25,251,057</b>	

	Component of regulatory capital reported by bank (amount in thousand PKR)	Source based on reference number from step 2
<b>Tier 2 Capital</b>		
Qualifying Tier 2 capital instruments under Basel III	4,993,000	(n)
Capital instruments subject to phase out arrangement from tier 2 (Pre-Basel III instruments)	2,394,481	
Tier 2 capital instruments issued to third party by consolidated subsidiaries (amount allowed in group tier 2)	-	(z)
of which: instruments issued by subsidiaries subject to phase out	-	
General Provisions or general reserves for loan losses-up to maximum of 1.25% of Credit Risk Weighted Assets	636,459	(g)
Revaluation Reserves eligible for Tier 2	2,103,127	
of which: portion pertaining to Property	1,753,053	portion of (aa)
of which: portion pertaining to AFS securities	350,074	
Foreign Exchange Translation Reserves	1,766,050	(v)
Undisclosed/Other Reserves (if any)	-	
<b>T2 before regulatory adjustments</b>	<b>11,893,117</b>	
<b>Tier 2 Capital: regulatory adjustments</b>		
Portion of deduction applied 50:50 to core capital and supplementary capital based on pre-Basel III treatment which, during transitional period, remain subject to deduction from tier-2 capital	99,741	
Reciprocal cross holdings in Tier 2 instruments	923,387	
Investment in own Tier 2 capital instrument	35,899	
Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-	(ae)
Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation	-	(af)
Amount of Regulatory Adjustment applied to T2 capital	1,059,027	
Tier 2 capital (T2)	10,834,090	
Tier 2 capital recognized for capital adequacy	10,834,090	
Excess Additional Tier 1 capital recognized in Tier 2 capital	-	
Total Tier 2 capital admissible for capital adequacy	10,834,090	
<b>TOTAL CAPITAL (T1 + admissible T2)</b>	<b>36,085,147</b>	

#### 41.6 Main Features Template of Regulatory Capital Instruments

Disclosure template for main features of regulatory capital instruments				
	Main Features	Common Shares	Instrument - 2	Instrument - 3
1	Issuer Bank Alfalah Limited	Bank Alfalah Limited	Bank Alfalah Limited	Bank Alfalah Limited
2	Unique identifier (eg KSE Symbol or Bloomberg identifier etc.)	BAFL	BAFL	BAFL TFC5
3	Governing law(s) of the instrument	Laws of Islamic Republic of Pakistan	Laws of Islamic Republic of Pakistan	Laws of Islamic Republic of Pakistan
	Regulatory treatment			
4	Transitional Basel III rules	Common Equity Tier 1	Tier 2	Tier 2
5	Post-transitional Basel III rules	Common Equity Tier 1	Ineligible	Ineligible
6	Eligible at solo/ group/ group&solo	Solo and Group	Solo and Group	Solo and Group
7	Instrument type	Ordinary shares	Subordinated debt	Subordinated debt
8	Amount recognized in regulatory capital (Currency in PKR thousands, as of reporting date)	13,491,563	2,394,481	4,993,000
9	Par value of instrument	Rs. 10	Rs. 5,000	Rs. 5,000
10	Accounting classification	Share holders' equity	Liability	Liability
11	Original date of issuance	21-Jun-92	Dec 2009	February 19 & 20, 2013
12	Perpetual or dated	No maturity	Dated	Dated
13	Original maturity date	NA	Dec 2017	Feb 2021
14	Issuer call subject to prior supervisory approval	NA	NA	No
15	Optional call date, contingent call dates and redemption amount	NA	NA	NA
16	Subsequent call dates, if applicable	NA	NA	NA
	Coupons / dividends			
17	Fixed or floating dividend/ coupon	Fixed to floating	Floating	
18	coupon rate and any related index/ benchmark	NA	Option 1: Fixed at 15.50% per annum Option 2: 6 Months KIBOR plus 250 basis points per annum	Floating at 6 Months KIBOR*(Base Rate) plus 125 basis points per annum without any floor or CAP
19	Existence of a dividend stopper	No	No	No
20	Fully discretionary, partially discretionary or mandatory	Fully discretionary	Fully discretionary	Fully discretionary
21	Existence of step up or other incentive to redeem	NA	No	No
22	Noncumulative or cumulative	NA	Cumulative	Cumulative
23	Convertible or non-convertible	Non convertible	Non convertible	Convertible

**Disclosure template for main features of regulatory capital instruments**

	<b>Main Features</b>	<b>Common Shares</b>	<b>Instrument - 2</b>	<b>Instrument - 3</b>
24	If convertible, conversion trigger (s)	NA	NA	At the option of supervisor it can be converted into common equity upon occurrence of certain trigger events, called point of non viability(PONV). The PONV is the earlier of; 1. A decision made by SBP that a conversion or temporary/permanent write off is necessary without which the bank would become non viable. 2. The decision to make a public sector injection of capital, or equivalent support, without which the bank would have become non viable, as determined by SBP.
25	If convertible, fully or partially	NA	NA	May convert fully or partially
26	If convertible, conversion rate	NA	NA	To be determined in the case of trigger event
27	If convertible, mandatory or optional conversion	NA	NA	Optional
28	If convertible, specify instrument type convertible into	NA	NA	Common Equity Tier 1
29	If convertible, specify issuer of instrument it converts into	NA	NA	BAFL
30	Write-down feature	No	NA	Yes
31	If write-down, write-down trigger(s)	NA	NA	At the option of supervisor it can be either written off upon occurrence of a certain trigger event , called point of non viability(PONV). The PONV is the earlier of; 1. A decision made by SBP that a conversion or temporary/permanent write off is necessary without which the bank would become non viable. 2. The decision to make a public sector injection of capital, or equivalent support, without which the bank would have become non viable, as determined by SBP.
32	If write-down, full or partial	NA	NA	May be written-down fully or may be written down partially.
33	If write-down, permanent or temporary	NA	NA	Temporary
34	If temporary write-down, description of write-up mechanism	NA	NA	As may be determined by reversal of trigger event and subject to regulator's approval.
35	Position in subordination hierarchy in liquidation (specify instrument type immediately senior to instrument)	NA	Deposits	Deposits
36	Non-compliant transitioned features	NA	NA	No
37	If yes, specify non-compliant features	NA	NA	N/A

#### 41.7 Capital Adequacy

All banks /DFIs are required to give summary discussion of the bank's/DFI's approach to assessing the adequacy of the capital to support current and future business operations. The discussion of capital needs should be based on the following:

- a. Capital Adequacy play the key consideration for not only arriving at the business projections / plans but is religiously monitored while undertaking transactions.
- b. During the stress years the bank controlled its Business Growth to keep buffer for unusual circumstances and also the new capital adequacy regime. Since Bank has demonstrated its resilience to meet the challenges of stress situation & to meet new capital adequacy standards, the bank is now following controlled growth strategy. The new TFC was issued to support the growth but gradually the bank is enriching the Tier 1 capital while ensuring regular dividend to share holders.
- c. The Capital base forms the very basic foundation of Business Plans. The capital base is sufficient to support the envisaged the Business Growth and this would be monitored regularly.
- d. The Capital base forms the very basic foundation of Business Plans. The capital base is sufficient to support the envisaged the Business Growth and this would be monitored regularly.
- e. Current and potential risk exposures across all the major risk types are;

Risk Type	Materiality Level for Bank- High/Medium/Low	Adequacy of controls (Adequate / Partially adequate/ Not adequate)
Credit	High	Adequate
Market	High	Adequate
Operational	High	Adequate
Model	Low	Adequate
Concentration	Medium	Adequate
Interest rate risk in Banking Book	High	Adequate
Liquidity	High	Adequate
Country	Medium	Adequate
Reputation	Medium	Adequate
Strategic / Business	Medium	Adequate
Legal Risk	Medium	Adequate

- f. As per the ICAAP exercise bank's CAR, with all shock incorporated falls below the required level of 10%. Despite of this figure we feel that the outlook of the bank is stable due to following mitigants:
  - i. The probability of all shocks materializing at the same time is remote given that fact that BAL's risk management is activities are more prudent.
  - ii. Increasing CASA deposits in line with branch network.
  - iii. Better recoveries of existing NPLs and more controlled lending.
  - iv. Increasing returns on advances.
  - v. With improvements of Capital Markets, BAL would always have the opportunity to tap fresh capital."
- g. The bank enjoys strong parental support of Abu Dhabi Group. There has been a nearly 100% growth in stock price showing investor confidence and bank's reputation in the local market. Bank has issued new TFC of Rs. 5 billion. These all indicate the bank's capacity to raise capital if required.
- h. Presently there is no model for determining economic capital requirement. Bank follow Standardised approach for Credit & Market Risk, and Basic Indicator approach for Operational Risk. The assessment of capital adequacy is based on regulatory requirements.

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

	Capital Requirements		Risk Weighted Assets	
	2013	2012	2013	2012
	----- (Rupees in '000) -----			
<b>Credit Risk</b>				
Portfolios subject to standardized approach (Comprehensive)				
Cash and Cash Equivalents				
Claims on Government of Pakistan (Federal or Provincial Governments) and SBP, denominated in PKR				
Foreign Currency claims on SBP arising out of statutory obligations of banks in Pakistan				
Other sovereigns and on Government of Pakistan or provincial governments or SBP denominated in currencies other than PKR	2,148,100	2,024,723	21,480,999	20,247,226
Bank for International Settlements, International Monetary Fund, European Central Bank, and European Community	-			
Multilateral Development Banks	-			
Public Sector Entities in Pakistan	656,598	632,099	6,565,975	6,320,985
Banks	1,668,293	1,454,244	16,682,933	14,542,436
Corporates	14,481,604	12,734,158	144,816,040	127,341,583
Retail portfolio	3,071,938	3,091,429	30,719,377	30,914,292
Residential mortgage finance	299,496	314,605	2,994,955	3,146,051
Past Due Exposures	597,682	922,316	5,976,823	9,223,157
Investments in premises, plant and equipment and all other fixed assets	1,419,794	1,326,867	14,197,942	13,268,668
All other assets	716,731	610,982	7,167,313	6,109,819
	392,242	738,425	3,922,417	7,384,248
<b>Equity Exposure Risk in the Banking Book</b>				
Equity portfolio subject to market-based approaches				
Under simple risk weight method				
	392,242	738,425	3,922,417	7,384,248
<b>Total Credit Risk</b>	<b>25,452,478</b>	<b>23,849,848</b>	<b>254,524,781</b>	<b>238,498,463</b>
<b>Market Risk</b>				
Capital Requirement for portfolios subject to Standardized Approach				
Interest rate risk	283,022	77,829	3,537,775	972,863
Equity position risk etc.	23,454	-	293,170	-
Foreign exchange risk etc.	37,272	41,407	465,900	517,588
<b>Total Market Risk</b>	<b>343,748</b>	<b>119,236</b>	<b>4,296,845</b>	<b>1,490,451</b>
<b>Total Operational Risk</b> (Restricted to 90% of Basic Indicator Approach - 2013)	<b>3,238,026</b>	<b>3,333,844</b>	<b>40,475,329</b>	<b>41,673,050</b>
	<b>29,034,252</b>	<b>27,302,928</b>	<b>299,296,955</b>	<b>281,661,964</b>

### Capital Adequacy Ratio

		2013 ----- (Rupees in '000) -----	2012 ----- (Rupees in '000) -----
Total eligible regulatory capital held (Note: 41.3)	(e)	36,085,147	35,498,562
Total Risk Weighted Assets (Note: 41.3)	(i)	299,296,955	281,661,964
Capital Adequacy Ratio	(e) / (i)	<u>12.06%</u>	<u>12.60%</u>

## 42 RISK MANAGEMENT

The variety of business activities undertaken by the Bank requires effective identification, measurement, monitoring, integration and management of different financial and non-financial risks that are constantly evolving as business activities change in response to concurrent internal and external developments. The Board Risk Management Committee (BRMC) is appointed and authorized by the Board of Directors (BOD) to assist in design, regular evaluation and timely updating of the risk management framework of the Bank. BRMC has further authorized management committees such as Central Management Committee (CMC), Central Credit Committee (CCC), Assets & Liabilities Committee (ALCO) and Investment Committee to supervise risk management activities within their respective scopes.

The risk management framework endeavors to be a comprehensive and evolving guideline to cater to changing business dynamics. The framework includes:

- Clearly defined risk management policies.
- Well constituted organizational structure, in the form of a separate risk management department, which ensures that individuals responsible for risk approval are independent from risk taking units i.e. Business Units.
- Mechanism for ongoing review of credit policies & procedures and risk exposures.

The primary objective of this architecture is to inculcate risk management into the organization flows to ensure that risks are accurately identified & assessed, properly documented, approved, and adequately monitored & managed in order to enhance long term earnings and to protect the interests of the Bank's depositors and shareholders.

The Bank's risk management framework has a well-defined organizational structure for effective management of credit risk, market risk, liquidity risk, operational risk and IT Security risk.

### 42.1 Credit risk

Credit risk is the identification of probability that counterparty will cause a financial loss to the Bank due to its inability or unwillingness to meet its contractual obligation. This credit risk arises mainly from both direct lending activities as well as contingent liabilities. Credit risk management processes encompass identification, assessment, measurement, monitoring and control of Bank's exposure to this credit risk. The Bank's credit risk management philosophy is based on Bank's overall business strategy / direction as established by the Board. The Bank is committed to the appropriate level of due diligence to ensure that credit risks have been properly analyzed, fully disclosed to the approving authorities and appropriately rated, also ensuring that the credit commitment is appropriately structured, priced (in line with market practices) and documented.

The Bank has built and maintained a sound loan portfolio in terms of well-defined Credit Policy approved by BOD. Its credit evaluation system comprises of well-designed credit appraisal, sanctioning and review procedures for the purpose of emphasizing prudence in lending activities and ensuring the high quality of asset portfolio. In order to have an effective and efficient risk assessment, and to closely align its functions with Business, Credit Division has separate units for corporate banking, Islamic banking, commercial & SME banking, agricultural financing, and overseas operations.



The Bank manages its portfolio of loan assets with a view to limit concentrations in terms of risk quality, geography, industry, maturity and large exposure. Internal rating based portfolio analysis is also conducted frequently. This portfolio level oversight is maintained by Risk Management Division.

A sophisticated internal credit rating system has been developed by the Bank, which is capable of quantifying counter-party & transaction risk in accordance with the best practices. The system takes into consideration qualitative and quantitative factors of the counter-party, transaction structure & security and generates an internal rating vis-à-vis anticipated customer behavior. It also includes facility rating system in line with SBP's guidelines. Providing estimated LGD (Loss Given Default), this has been implemented in corporate banking with other business units to follow. Furthermore, this system has an integrated loan origination module, which is currently being used in corporate banking; roll out is in progress in other business units. The system is continuously reviewed for best results in line with the State Bank of Pakistan's guidelines for Internal Credit Rating. Moreover, the system is backed by secured database with backup support and is capable of generating MIS reports providing snapshot of the entire portfolio for strategizing and decision making. Recently the system has been enhanced to generate the risk weighted assets required for supporting the Credit facilities.

A Centralized Credit Administration Division (CAD) under Operations Group is working towards ensuring that terms of approval of credit sanctions and regulatory stipulations are complied, all documentation including security documentation is regular & fully enforceable and all disbursements of approved facilities are made only after necessary authorization by CAD. Credit Monitoring, under CAD, keeps a watch on the quality of the credit portfolio in terms of borrowers' behavior, identifies weakening accounts relationships and reports it to the appropriate authority with a view to arrest deterioration.

To handle the specialized requirements of managing delinquent and problem accounts, the Bank has a separate client facing unit to negotiate repayment/ settlement of the Bank's non-performing exposure and protect the interests of the bank's depositors and stakeholders. Unlike other banking groups, where the priority is the maximization of Bank's revenue, the priority of the Special Asset Management Group (SAMG) is recovery of funds and/or to structure an arrangement (such as rescheduling, restructuring, settlement or a combination of these) by which the interests of the Bank are protected. Where no other recourse is possible, SAMG may proceed with legal recourse so as to maximize the recovery of the Bank's assets. The Risk Management Division also monitors the NPL portfolio of the Bank and reports the same to BRMC.

#### **42.1.1 Credit Risk - General Disclosures Basel II Specific**

Bank Alfalah Limited is using The Standardized Approach (TSA) of SBP Basel II accord for the purpose of estimating Credit Risk Weighted Assets. Under TSA banks are allowed to take into consideration external rating(s) of counter-party(s) for the purpose of calculating Risk Weighted Assets. A detailed procedural manual specifying return-based formats, methodologies and processes for deriving Credit Risk Weighted Assets in accordance with the SBP Basel II Standardized Approach is in place and firmly adhered to.

#### **42.1.2 Disclosures for portfolio subject to the Standardised Approach & Supervisory risk weights in the IRB Approach-Basel II specific**

##### **42.1.2.1 External ratings**

SBP Basel II guidelines require banks to use ratings assigned by specified External Credit Assessment Agencies (ECAIs) namely PACRA, JCR-VIS, Moodys, Fitch and Standard & Poors.

The State Bank of Pakistan through its letter number BSD/BAI-2/201/1200/2009 dated December 21, 2009 has accorded approval to the Bank for use of ratings assigned by CRAB and CRISL. The Bank uses these ECAIs to rate its exposures denominated in Bangladeshi currency on certain corporate and banks incorporated in Bangladesh.

The Bank uses external ratings for the purposes of computing the risk weights as per the Basel II framework. For exposures with a contractual maturity of less than or equal to one year, short-term rating given by approved Rating Agencies is used, whereas for long-term exposure with maturity of greater than one year, long-term rating is used.

Where there are two ratings available, the lower rating is considered and where there are three or more ratings the second - lowest rating is considered.

### **42.1.3 Disclosures with respect to Credit Risk Mitigation for Standardised and IRB approaches-Basel II specific**

#### **42.1.3.1 Credit risk mitigation policy**

The Bank defines collateral as the assets or rights provided to the Bank by the borrower or a third party in order to secure a credit facility. The Bank would have the rights of secured creditor in respect of the assets / contracts offered as security for the obligations of the borrower / obligor.

#### **42.1.3.2 Collateral valuation and management**

As stipulated in the SBP Basel II guidelines, the Bank uses the comprehensive approach for collateral valuation. Under this approach, the Bank reduces its credit exposure to a counterparty when calculating its capital requirements to the extent of risk mitigation provided by the eligible financial collateral as specified in the Basel II guidelines. In line with Basel II guidelines, the Bank makes adjustments in eligible collaterals received for possible future fluctuations in the value of the collateral in line with the requirements specified by SBP guidelines. These adjustments, also referred to as 'haircuts', to produce volatility-adjusted amounts for collateral, are reduced from the exposure to compute the capital charge based on the applicable risk weights.

#### **42.1.3.3 Types of collateral taken by the Bank**

Bank Alfalah Limited determines the appropriate collateral for each facility based on the type of product and counterparty. In case of corporate and small and medium enterprises financing, fixed assets are generally taken as security for long tenor loans and current assets for working capital finance usually backed by mortgage or hypothecation. For project finance, security of the assets of the borrower and assignment of the underlying project contracts is generally obtained. Additional security such as pledge of shares, cash collateral, TDRs, SSC/DSCs, charge on receivables may also be taken. Moreover, in order to cover the entire exposure Personal Guarantees of Directors / Borrowers are also obtained by the Bank. For retail products, the security to be taken is defined in the product policy for the respective products. Housing loans and automobile loans are secured by the security of the property/automobile being financed respectively. The valuation of the properties is carried out by an approved valuation agency.

The Bank also offers products which are primarily based on collateral such as shares, specified securities and pledged commodities. These products are offered in line with the SBP prudential regulations and approved product policies which also deal with types of collateral, valuation and margining.

The decision on the type and quantum of collateral for each transaction is taken by the credit approving authority as per the credit approval authorization approved by the Central Credit Committee (CCC) under its delegation powers. For facilities provided as per approved product policies (retail products, loan against shares etc.), collateral is taken in line with the policy.

#### **42.1.3.4 Types of eligible financial collateral**

For credit risk mitigation purposes, the Bank considers all types of financial collaterals that are eligible under SBP Basel II accord. This includes Cash / TDRs, Gold, securities issued by Government of Pakistan such as T-Bills and PIBs, National Savings Certificates, certain debt securities rated by a recognised credit rating agency, mutual fund units where daily Net Asset Value (NAV) is available in public domain and guarantees from certain specified entities. In general, for Capital calculation purposes, in line with the SBP Basel II requirements, the Bank recognises only eligible collaterals as mentioned in the SBP Basel II accord.

#### **42.1.3.5 Credit concentration risk**

Credit concentration risk arises mainly due to concentration of exposures under various categories viz. industry, geography, and single/group borrower exposures. Within credit portfolio, as a prudential measure aimed at better risk management and avoidance of concentration of risks, the SBP has prescribed regulatory limits on banks' maximum exposure to single borrower and group borrowers. Moreover, in order to restrict the industry concentration risk, BAL's annual credit plan spells out the maximum allowable exposure that it can take on specific industries. Additionally, the Internal Rating System allows the Bank to monitor risk rating concentration of borrowers against different grades / scores ranging from 1 - 12 (1 being the best and 10 - 12 for defaulters).

#### 42.1.4 Segmental information

##### 42.1.4.1 Segments by class of business

	2013					
	Advances (Gross) (Note 10)		Deposits (Note 16)		Contingent liabilities*	
	(Rupees in '000)	Percent	(Rupees in '000)	Percent	(Rupees in '000)	Percent
Agribusiness	23,710,094	8.66%	9,830,622	1.87%	1,355,892	1.05%
Automobile & Transportation Equipment	2,880,651	1.05%	5,623,010	1.07%	1,700,768	1.32%
Chemical and Pharmaceuticals	6,653,220	2.43%	6,354,373	1.21%	6,891,220	5.36%
Cement	1,507,985	0.55%	2,666,610	0.51%	728,651	0.57%
Communication	4,579,055	1.67%	11,631,056	2.21%	3,063,066	2.38%
Electronics and Electrical Appliances	3,280,350	1.20%	3,870,637	0.74%	2,278,805	1.77%
Educational Institutes	2,366,723	0.86%	10,186,157	1.94%	131,385	0.10%
Financial	6,820,049	2.49%	19,037,410	3.62%	28,734,009	22.35%
Fertilizers	8,199,215	2.99%	13,027,420	2.48%	2,091,664	1.63%
Food & Allied Products	15,038,369	5.49%	7,247,038	1.38%	1,893,852	1.47%
Glass & Ceramics	1,851,875	0.68%	1,423,521	0.27%	269,021	0.21%
Ghee & Edible Oil	3,701,136	1.35%	3,008,646	0.57%	4,044,408	3.15%
Housing Societies / Trusts	1,269,665	0.46%	24,586,435	4.68%	-	0.00%
Insurance	11,184	0.00%	2,708,859	0.52%	-	0.00%
Import & Export	2,537,574	0.93%	8,522,577	1.62%	1,094,001	0.85%
Iron / Steel	9,054,588	3.31%	7,795,733	1.48%	6,291,538	4.89%
Oil & Gas	17,775,528	6.49%	12,581,334	2.39%	11,876,626	9.24%
Paper & Board	3,418,350	1.25%	2,134,386	0.41%	950,318	0.74%
Production and Transmission of Energy	36,883,265	13.47%	13,403,742	2.55%	20,927,849	16.28%
Real Estate / Construction	4,093,434	1.49%	15,973,625	3.04%	2,876,576	2.24%
Retail / Wholesale Trade	6,800,979	2.48%	21,627,978	4.12%	2,002,215	1.56%
Rice Processing and Trading/ Wheat	11,076,533	4.05%	4,672,299	0.89%	123,885	0.10%
Sugar	6,207,591	2.27%	3,336,698	0.63%	274,401	0.21%
Shoes and Leather garments	2,030,422	0.74%	2,048,841	0.39%	1,056,612	0.82%
Sports Goods	357,058	0.13%	834,139	0.16%	164,553	0.13%
Surgical Goods	564,521	0.21%	1,305,860	0.25%	81,519	0.06%
Textile Spinning	21,196,130	7.74%	3,167,669	0.60%	3,627,936	2.82%
Textile Weaving	8,031,724	2.93%	3,347,493	0.64%	1,076,489	0.84%
Textile Composite	17,643,812	6.44%	3,402,159	0.65%	3,641,813	2.83%
Welfare Institutions	269,474	0.10%	9,651,252	1.84%	4,019	0.00%
Individuals	22,925,035	8.37%	162,563,516	30.93%	3,598,565	2.80%
Others	21,091,708	7.70%	127,954,675	24.34%	15,707,467	12.23%
	<u>273,827,297</u>	<u>100.00%</u>	<u>525,525,770</u>	<u>100.00%</u>	<u>128,559,123</u>	<u>100.00%</u>

	2012					
	Advances (Gross) (Note 10)		Deposits (Note 16)		Contingent liabilities*	
	(Rupees in '000)	Percent	(Rupees in '000)	Percent	(Rupees in '000)	Percent
Agribusiness	23,441,369	9.44%	5,991,402	1.31%	1,104,894	0.93%
Automobile & Transportation Equipment	2,266,013	0.91%	7,203,926	1.58%	2,083,365	1.76%
Chemical and Pharmaceuticals	6,180,690	2.49%	3,636,177	0.80%	7,772,278	6.55%
Cement	1,591,003	0.64%	730,998	0.16%	534,265	0.45%
Communication	3,869,366	1.56%	11,817,340	2.59%	2,999,320	2.53%
Electronics and Electrical Appliances	3,191,601	1.29%	1,931,748	0.42%	912,238	0.77%
Educational Institutes	1,422,934	0.57%	4,556,799	1.00%	10,294	0.01%
Fertilizers	8,021,769	3.23%	13,519,819	2.96%	1,282,634	1.08%
Financial	7,305,222	2.94%	22,261,056	4.87%	28,390,459	23.94%
Food & Allied Products	6,578,003	2.65%	4,757,740	1.04%	1,020,736	0.86%
Glass & Ceramics	481,062	0.19%	763,013	0.17%	213,702	0.18%
Ghee & Edible Oil	3,517,228	1.42%	1,543,328	0.34%	4,887,406	4.12%
Housing Societies / Trusts	1,255,647	0.51%	24,812,677	5.43%	10,387	0.01%
Insurance	7,183	0.00%	1,494,202	0.33%	-	0.00%
Import & Export	4,420,467	1.78%	12,391,988	2.71%	616,802	0.52%
Iron / Steel	7,619,067	3.07%	4,921,898	1.08%	5,700,759	4.81%
Oil & Gas	13,291,979	5.35%	16,452,440	3.60%	13,287,553	11.20%
Paper & Board	3,801,035	1.53%	780,809	0.17%	1,467,949	1.24%
Production and Transmission of Energy	31,966,616	12.87%	10,129,367	2.22%	11,758,639	9.91%
Real Estate / Construction	4,717,019	1.90%	12,011,599	2.63%	4,057,718	3.42%
Retail / Wholesale Trade	6,201,024	2.50%	18,464,799	4.04%	1,583,959	1.34%
Rice Processing and Trading/ Wheat	10,305,678	4.15%	3,131,981	0.69%	60,571	0.05%
Sugar	7,512,150	3.02%	1,406,822	0.31%	634,102	0.53%
Shoes and Leather garments	1,156,189	0.47%	1,123,783	0.25%	125,435	0.11%
Sports Goods	429,880	0.17%	420,708	0.09%	42,916	0.04%
Surgical Goods	201,210	0.08%	376,770	0.08%	40,201	0.03%
Textile Spinning	18,588,966	7.49%	2,344,989	0.51%	4,509,941	3.80%
Textile Weaving	6,910,937	2.78%	1,986,322	0.43%	1,913,000	1.61%
Textile Composite	11,775,112	4.74%	2,866,048	0.63%	4,445,599	3.75%
Welfare Institutions	146,267	0.06%	6,988,156	1.53%	-	0.00%
Individuals	26,237,780	10.57%	143,322,319	31.35%	2,255,826	1.90%
Others	23,935,526	9.63%	112,903,377	24.68%	14,887,672	12.55%
	<u>248,345,992</u>	<u>100.00%</u>	<u>457,044,400</u>	<u>100.00%</u>	<u>118,610,620</u>	<u>100.00%</u>

\* Contingent liabilities for the purpose of this note are presented at cost and includes direct credit substitutes, transaction related contingent liabilities and trade related contingent liabilities.

#### 42.1.4.2 Segment by sector

	2013					
	Advances (Gross) (Note 10)		Deposits (Note 16)		Contingent liabilities*	
	(Rupees in '000)	Percent	(Rupees in '000)	Percent	(Rupees in '000)	Percent
Public / Government	60,354,229	22%	38,844,322	7%	27,705,021	22%
Private	213,473,068	78%	486,716,448	93%	100,854,102	78%
	<u>273,827,297</u>	<u>100%</u>	<u>525,560,770</u>	<u>100%</u>	<u>128,559,123</u>	<u>100%</u>

	2012					
	Advances (Gross) (Note 10)		Deposits (Note 16)		Contingent liabilities*	
	(Rupees in '000)	Percent	(Rupees in '000)	Percent	(Rupees in '000)	Percent
Public / Government	45,606,246	18%	42,281,695	9%	21,249,180	18%
Private	202,739,746	82%	414,762,705	91%	97,361,440	82%
	<u>248,345,992</u>	<u>100%</u>	<u>457,044,400</u>	<u>100%</u>	<u>118,610,620</u>	<u>100%</u>

#### 42.1.4.3 Details of non-performing advances and specific provisions by class of business segment

	2013		2012	
	Classified advances	Specific provision held	Classified advances	Specific provision held
	----- (Note 10.4) ----- ----- (Rupees in '000) -----			
Agribusiness	344,003	63,947	430,014	132,355
Automobile & Transportation equipment	188,186	89,110	244,683	115,934
Chemical & Pharmaceuticals	161,152	65,067	156,088	57,266
Communication	363,335	361,674	366,664	353,714
Electronic & Electrical Appliances	397,421	391,625	372,082	342,930
Educational Institutes	1,358	970	3,818	243
Financial	122,538	122,538	124,716	124,716
Fertilizers	795,650	532,894	820,353	543,202
Food and allied products	219,586	118,572	380,067	171,587
Glass / Ceramics	45,497	20,804	40,714	13,654
Ghee & Edible Oil	428,975	368,043	360,499	285,817
Import & Export	760,937	701,088	727,652	552,630
Iron and steel	296,166	201,858	233,285	121,039
Oil and gas	2,704,200	1,301,151	2,640,330	861,261

Paper & Board  
 Production and transmission of energy  
 Real Estate / Construction  
 Retail Trade & Wholesale  
 Rice processing and trading / wheat  
 Sugar  
 Shoes & Leather garments  
 Sports  
 Surgical goods  
 Textile Spinning  
 Textile Weaving  
 Textile Composite  
 Individuals  
 Others

**42.1.4.4 Details of non-performing advances and specific provisions by sector**

Public / Government  
 Private

	2013		2012	
	Classified advances	Specific provision held	Classified advances	Specific provision held
	------(Note 10.4)-----			
	------(Rupees in '000)-----			
	118,887	77,489	114,097	45,828
	17,199	-	32,479	933
	282,736	170,921	422,864	111,456
	748,677	425,345	779,816	348,000
	371,421	227,865	347,732	212,453
	190,742	120,732	344,521	102,849
	81,854	67,791	185,411	85,586
	8,700	8,700	8,700	1,124
	21,015	14,724	19,516	8,110
	390,691	366,421	1,000,805	866,535
	370,480	252,070	542,988	243,932
	2,542,828	2,119,913	2,676,963	1,438,407
	1,357,022	605,223	3,763,435	2,890,026
	4,615,373	3,644,937	5,041,256	3,839,928
	<u>17,946,629</u>	<u>12,441,472</u>	<u>22,181,548</u>	<u>13,871,515</u>

	2013		2012	
	Classified advances	Specific provision held	Classified advances	Specific provision held
	------(Rupees in '000)-----			
	-	-	-	-
	<u>17,946,629</u>	<u>12,441,472</u>	<u>22,181,548</u>	<u>13,871,515</u>
	<u>17,946,629</u>	<u>12,441,472</u>	<u>22,181,548</u>	<u>13,871,515</u>

#### 42.1.4.5 Geographical segment analysis

Pakistan  
Asia Pacific (including South Asia)  
Middle East

2013			
Profit before taxation	Total assets employed	Net assets employed	Contingent liabilities*
------(Rupees in '000)-----			
6,165,226	561,012,149	29,401,170	120,684,411
488,889	42,147,157	2,047,775	5,921,313
153,096	7,454,985	452,799	1,953,399
<u>6,807,211</u>	<u>610,614,291</u>	<u>31,901,744</u>	<u>128,559,123</u>

Pakistan  
Asia Pacific (including South Asia)  
Middle East

2012			
Profit before taxation	Total assets employed	Net assets employed	Contingent liabilities*
------(Rupees in '000)-----			
5,912,276	491,385,254	27,838,974	110,005,348
752,039	36,909,079	1,801,966	6,004,162
118,887	8,273,636	418,379	2,601,110
<u>6,783,202</u>	<u>536,567,969</u>	<u>30,059,319</u>	<u>118,610,620</u>

\* Contingent liabilities for the purpose of this note are presented at cost and includes direct credit substitutes, transaction related contingent liabilities and trade related contingent liabilities.

#### 42.2 Market risk

Market risk is the risk of losses due to on and off- balance sheet positions arising out of changes in market prices. Market risk mainly arises from trading activities undertaken by the Bank's treasury. It also includes investments and structural positions in the banking book of the Bank. To manage and control market risk, a well defined limits structure is in place. These limits are reviewed, adjusted and approved periodically.

The Bank's Asset and Liability Committee (ALCO) is primarily responsible for the oversight of the market risk, supported by Market Risk Management Unit of RMD. The Bank uses the Standardized Approach to calculate capital charge for market risk as per the current regulatory framework under Basel II/III. Currently, the Bank calculates 'Value at Risk (VaR)' on a daily basis. Moreover, the Bank also carries out stress testing on regular intervals by applying parallel shocks of changes in market yield on all the categories of T-Bills and Government securities.

##### 42.2.1 Foreign exchange risk

Foreign exchange risk arises from the fluctuation in the value of financial instruments consequent to the changes in foreign exchange rates. The Bank manages this risk by setting and monitoring dealer, currency and counter-party limits for on and off-balance sheet financial instruments.

FX risk is mainly managed through matched positions. Unmatched positions are covered substantially through derivative instruments such as Forwards and Swaps.

The currency risk is regulated and monitored against the regulatory/statutory limits enforced by the State Bank of Pakistan. The foreign exchange exposure limits in respective currencies are managed against the prescribed limits.

The analysis below represents the concentration of the Bank's foreign currency risk for on and off balance sheet financial instruments:

Pakistan Rupee  
United States Dollar  
Great Britain Pound  
Japanese Yen  
Euro  
Other currencies  
Total foreign currency exposure  
Total currency exposure

2013			
Assets	Liabilities	Off-balance sheet items	Net foreign currency exposure
------(Rupees in '000)-----			
596,759,110	548,058,339	(16,445,424)	32,255,347
12,700,363	24,474,025	11,327,412	(446,250)
298,105	3,303,266	3,011,554	6,393
-	73,206	64,081	(9,125)
577,031	2,673,366	2,164,813	68,478
279,682	130,345	(122,436)	26,901
13,855,181	30,654,208	16,445,424	(353,603)
<u>610,614,291</u>	<u>578,712,547</u>	<u>-</u>	<u>31,901,744</u>

Pakistan Rupee  
United States Dollar  
Great Britain Pound  
Japanese Yen  
Euro  
Other currencies  
Total foreign currency exposure  
Total currency exposure

2012			
Assets	Liabilities	Off-balance sheet items	Net foreign currency exposure
------(Rupees in '000)-----			
508,555,696	465,754,311	(12,300,490)	30,500,895
24,636,874	33,461,346	8,320,919	(503,553)
1,904,469	3,867,303	1,949,348	(13,486)
104,579	320,023	216,182	738
1,277,682	3,092,487	1,847,169	32,364
88,669	13,180	(33,128)	42,361
<u>28,012,273</u>	<u>40,754,339</u>	<u>12,300,490</u>	<u>(441,576)</u>
<u>536,567,969</u>	<u>506,508,650</u>	<u>-</u>	<u>30,059,319</u>

#### 42.2.2 Equity investment risk

Equity Investment risk arises due to the risk of changes in the prices of individual stocks held by the bank. The Bank's equity book comprises of Public Markets Unit's investments classified as Available for Sale (AFS) and Held for Trading (HFT) investments. The objective of investments classified as HFT portfolio is to take advantages of short term capital gains, while the AFS portfolio is maintained with a medium term view of capital gains and dividend income. The Bank's Investment Committee is primarily responsible for the oversight of the equity investment risk. Market Risk Management Unit of RMD and Investment Committee monitor portfolio level internal and external limits, tolerance levels and sector limits to manage/monitor the equity investment risk.

#### 42.3 Interest rate risk

The interest rate risk arises from the fluctuation in the value of financial instruments consequent to changes in market interest rates. The Bank is exposed to interest rate risk as a result of mismatches or gaps in the amounts of assets and liabilities and off-balance sheet instruments that mature or are re-priced during a given period. The Bank's Asset and Liability Committee (ALCO) is primarily responsible for the oversight of the interest rate risk. In order to ensure that this risk is managed within acceptable limits, Market Risk Management Unit of RMD and ALCO monitor various gap limits, management action point limits and re-pricing of the assets and liabilities on a regular basis.



### 42.3.1 Mismatch of interest rate sensitive assets and liabilities

2013

Effective yield/ interest rate	Total	Exposed to yield / interest rate risk									Non-interest bearing financial instruments	
		Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years		
----- (Rupees in '000) -----												
<b>On-balance sheet financial instruments</b>												
<b>Assets</b>												
Cash and balances with treasury banks	0.04%	61,204,697	8,618,497	-	-	-	-	-	-	-	-	52,586,200
Balances with other banks	1.68%	35,179,983	11,786,467	1,892,683	-	-	526,623	-	-	-	-	20,974,210
Lendings to financial institutions	7.39%	2,522,022	1,095,844	1,417,513	-	8,665	-	-	-	-	-	-
Investments	8.82%	219,690,369	46,095,350	89,929,210	41,219,818	3,201,335	3,882,168	12,541,307	5,856,527	10,578,085	11,336	6,375,233
Advances	9.80%	260,779,850	458,603	108,621,939	125,876,636	25,822,672	-	-	-	-	-	-
Other assets		13,502,773	-	-	-	-	-	-	-	-	-	13,502,773
		592,879,694	68,054,761	201,861,345	167,096,454	29,032,672	4,408,791	12,541,307	5,856,527	10,578,085	11,336	93,438,416
<b>Liabilities</b>												
Bills payable		9,543,480	-	-	-	-	-	-	-	-	-	9,543,480
Borrowings	7.49%	23,115,102	9,108,586	884,727	12,050,600	-	-	-	-	995,701	-	75,488
Deposits and other accounts	4.85%	525,525,770	87,929,311	59,535,595	160,189,769	22,298,160	1,521,689	562,829	144,438	-	-	193,343,979
Sub-ordinated loans	12.70%	9,991,000	4,999,000	-	2,619,777	475	951	790,581	1,580,216	-	-	-
Other liabilities		10,046,251	-	-	-	-	-	-	-	-	-	10,046,251
		578,221,603	102,036,897	60,420,322	174,860,146	22,298,635	1,522,640	1,353,410	1,724,654	995,701	-	213,009,198
<b>On-balance sheet gap</b>		14,658,091	(33,982,136)	141,441,023	(7,763,692)	6,734,037	2,886,151	11,187,897	4,131,873	9,582,384	11,336	(119,570,782)
<b>Off-balance sheet financial instruments</b>												
Forward exchange contracts - purchase		54,097,511	17,652,189	15,577,949	19,734,311	1,133,062	-	-	-	-	-	-
Forward exchange contracts - sale		42,386,376	9,829,823	17,420,467	14,928,118	207,968	-	-	-	-	-	-
Repo transactions resale		-	-	-	-	-	-	-	-	-	-	-
Repo transactions repurchase		4,625,270	4,625,270	-	-	-	-	-	-	-	-	-
Foreign Currency Options - purchase		52,010	-	-	-	-	52,010	-	-	-	-	-
Foreign Currency Options - sale		52,010	-	-	-	-	52,010	-	-	-	-	-
<b>Off-balance sheet gap</b>		7,085,865	3,197,096	(1,842,518)	4,806,193	925,094	-	-	-	-	-	-
<b>Total yield / interest rate risk sensitivity gap</b>			(30,785,040)	139,598,505	(2,957,499)	7,659,131	2,886,151	11,187,897	4,131,873	9,582,384	11,336	
<b>Cumulative yield / interest rate risk sensitivity gap</b>			(30,785,040)	108,813,465	105,855,966	113,515,097	116,401,248	127,589,145	131,721,018	141,303,402	141,314,738	

2012

Exposed to yield / interest rate risk

Effective yield/ interest rate	Total	Exposed to yield / interest rate risk								Non-interest bearing financial instruments	
		Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years		Above 10 years
----- (Rupees in '000) -----											
<b>On-balance sheet financial instruments</b>											
<b>Assets</b>											
Cash and balances with treasury banks	0.06%	58,044,054	8,178,377	-	-	-	-	-	-	-	49,865,677
Balances with other banks	2.29%	26,720,993	13,193,491	1,131,988	8,036	-	-	-	-	-	12,387,478
Lendings to financial institutions	6.61%	876,870	391,122	485,748	-	-	-	-	-	-	-
Investments	10.44%	189,486,762	16,159,030	28,748,982	49,808,138	53,131,805	4,552,349	3,549,152	15,998,718	11,416,012	6,122,576
Advances	11.38%	233,933,358	2,497,895	96,801,183	113,517,514	21,116,766	-	-	-	-	-
Other assets	-	11,415,448	-	-	-	-	-	-	-	-	11,415,448
		520,477,485	40,419,915	127,167,901	163,333,688	74,248,571	4,552,349	3,549,152	15,998,718	11,416,012	79,791,179
<b>Liabilities</b>											
Bills payable	-	8,430,910	-	-	-	-	-	-	-	-	8,430,910
Borrowings	8.54%	21,227,834	8,460,382	680,048	10,765,433	-	-	-	-	1,235,794	86,177
Deposits and other accounts	5.68%	457,044,400	74,342,249	56,064,705	135,161,828	23,512,462	1,528,989	1,073,959	20,081	-	165,340,127
Sub-ordinated loans	13.28%	5,874,742	-	3,501,568	-	475	951	951	2,370,797	-	-
Other liabilities	-	13,314,584	-	-	-	-	-	-	-	-	13,314,584
		505,892,470	82,802,631	60,246,321	145,927,261	23,512,937	1,529,940	1,074,910	2,390,878	1,235,794	187,171,798
<b>On-balance sheet gap</b>		14,585,015	(42,382,716)	66,921,580	17,406,427	50,735,634	3,022,409	2,474,242	13,607,840	10,180,218	(107,380,619)
<b>Off-balance sheet financial instruments</b>											
Forward exchange contracts - purchase		29,175,612	12,278,641	10,108,609	5,735,364	1,052,998	-	-	-	-	-
Forward exchange contracts - sale		16,624,885	5,782,235	8,663,586	1,615,846	563,218	-	-	-	-	-
Repo transactions resale		-	-	-	-	-	-	-	-	-	-
Repo transactions repurchase		5,985,516	5,985,516	-	-	-	-	-	-	-	-
Off-balance sheet gap		6,565,211	510,890	1,445,023	4,119,518	489,780	-	-	-	-	-
<b>Total yield / interest rate risk sensitivity gap</b>			(41,871,826)	68,366,603	21,525,945	51,225,414	3,022,409	2,474,242	13,607,840	10,180,218	-
<b>Cumulative yield / interest rate risk sensitivity gap</b>			(41,871,826)	26,494,777	48,020,722	99,246,136	102,268,545	104,742,787	118,350,627	128,530,845	128,530,845

Note	2013	2012
	(Rupees in '000)	
<b>42.3.2 Reconciliation of Assets and Liabilities exposed to yield / interest rate risk with Total Assets and Liabilities</b>		
Total financial assets as per note 42.3.1	592,879,694	520,477,488
Add: Non financial assets		
Operating fixed assets	14,835,200	13,747,520
Deferred tax assets	1,204,000	485,876
Other assets	1,695,397	1,857,088
Total assets as per statement of financial position	<u>610,614,291</u>	<u>536,567,972</u>
Total liabilities as per note 42.3.1	578,221,603	505,892,470
Add: Non financial liabilities		
Other liabilities	490,944	616,180
Total liabilities as per statement of financial position	<u>578,712,547</u>	<u>506,508,650</u>

#### 42.4 Liquidity risk

Liquidity risk is the potential for loss to the Bank arising from either its inability to meet its obligations or to fund increases in assets as they fall due without incurring an unacceptable cost.

The Bank's Asset and Liability Committee (ALCO) manages the liquidity position on a regular basis and is primarily responsible for the formulation of the overall strategy and oversight of the asset liability function. Liquidity Risk Unit of RMD and ALCO monitors the maintenance of liquidity ratios, depositor's concentration both in terms of the overall funding mix and avoidance of undue reliance on large individual deposits. Moreover, as core retail deposits form a considerable part of the Bank's overall funding mix therefore significant importance is being given to the stability and growth of these deposits. The BOD has approved a comprehensive liquidity management policy which stipulates the early warning indicators of liquidity risk and maintenance of various ratios. Moreover, Bank also has a 'Contingency Funding Plan' (CFP) in place to address liquidity issues in times of stress / crisis situations. The CFP is regularly reviewed and updated. Further the Bank has designed different scenarios of cash outflows to stress test efficacy of its liquid assets. The results are regularly reviewed by ALCO for taking appropriate measures.

#### 42.4.1 Maturities of assets and liabilities - based on working prepared by the Asset and Liability Management Committee (ALCO) of the Bank

	<b>2013</b>									
	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years
	----- (Rupees in '000) -----									
<b>Assets</b>										
Cash and balances with treasury banks	61,204,697	23,198,080	2,735,519	3,193,247	4,207,009	4,075,268	813,123	1,626,247	3,939,386	17,416,818
Balances with other banks	35,179,983	32,760,677	1,892,683	-	-	526,623	-	-	-	-
Lendings to financial institutions	2,522,022	1,095,844	1,417,513	-	8,665	-	-	-	-	-
Investments	219,690,369	41,357,928	73,732,635	24,044,169	4,127,760	30,560,260	22,115,862	7,912,030	13,525,579	2,314,146
Advances	260,779,850	24,315,171	29,554,868	53,451,539	57,637,573	19,263,303	18,237,449	38,630,588	16,746,174	2,943,185
Operating fixed assets	14,835,200	92,412	184,824	277,236	554,471	1,108,942	1,108,942	2,041,995	2,381,694	7,084,684
Deferred Tax Assets	1,204,000	-	-	-	-	-	-	1,204,000	-	-
Other assets	15,198,170	12,266,993	138,297	207,446	1,358,945	762,572	115,979	173,969	173,969	-
	610,614,291	135,087,105	109,656,339	81,173,637	67,894,423	56,296,968	42,391,355	51,588,829	36,766,802	29,758,833
<b>Liabilities</b>										
Bills payable	9,543,480	9,543,480	-	-	-	-	-	-	-	-
Borrowings	23,115,102	9,184,074	884,727	12,050,600	-	-	-	-	995,701	-
Deposits and other accounts*	525,525,770	48,896,538	85,511,225	60,349,021	72,049,199	69,967,614	13,994,608	27,007,996	67,158,895	80,590,674
Sub-ordinated loans	9,991,000	-	1,000	1,000	2,000	4,000	1,665,330	3,328,670	4,989,000	-
Other liabilities	10,537,195	5,829,053	460,714	801,445	1,426,291	504,923	504,923	1,009,846	-	-
	578,712,547	73,453,145	86,857,666	73,202,066	73,477,490	70,476,537	16,164,861	31,346,512	73,143,596	80,590,674
<b>Net assets</b>	<b>31,901,744</b>	<b>61,633,960</b>	<b>22,798,673</b>	<b>7,971,571</b>	<b>(5,583,067)</b>	<b>(14,179,569)</b>	<b>26,226,494</b>	<b>20,242,317</b>	<b>(36,376,794)</b>	<b>(50,831,841)</b>
Share capital	13,491,563									
Reserves	7,274,222									
Unappropriated profit	7,499,831									
Surplus on revaluation of assets - net of tax	3,636,128									
	<u>31,901,744</u>									

**2012**

Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years	
----- (Rupees in '000) -----										
<b>Assets</b>										
Cash and balances with treasury banks	58,044,054	24,419,653	2,988,015	2,029,984	3,222,806	4,065,110	4,290,495	4,771,681	1,513,216	10,743,094
Balances with other banks	26,720,993	25,580,969	1,131,988	8,036	-	-	-	-	-	-
Lendings to financial institutions	876,870	391,122	485,748	-	-	-	-	-	-	-
Investments	189,486,762	14,781,556	12,998,233	15,914,593	64,937,458	28,837,680	18,748,897	17,890,417	12,826,117	2,551,811
Advances	233,933,358	21,820,829	23,955,036	49,726,195	66,756,517	8,721,405	9,883,709	27,981,642	17,844,388	7,243,637
Operating fixed assets	13,747,520	79,831	159,666	239,499	478,998	957,996	957,996	1,763,072	2,201,523	6,908,939
Deferred Tax Assets	485,876	-	-	-	-	-	-	485,876	-	-
Other assets	13,272,536	11,212,532	707,747	130,928	534,270	420,699	66,590	99,885	99,885	-
	536,567,969	98,286,492	42,426,433	68,049,235	135,930,049	43,002,890	33,947,687	52,992,573	34,485,129	27,447,481
<b>Liabilities</b>										
Bills payable	8,430,910	8,430,910	-	-	-	-	-	-	-	-
Borrowings	21,227,834	8,546,559	680,048	10,765,433	-	-	-	-	1,235,794	-
Deposits and other accounts*	457,044,400	49,071,987	69,404,685	31,428,647	58,421,838	70,846,807	72,621,292	79,872,010	25,377,134	-
Sub-ordinated loans	5,874,742	-	-	441,435	441,308	2,000	2,000	4,987,999	-	-
Deferred tax liabilities	-	-	-	-	-	-	-	-	-	-
Other liabilities	13,930,764	5,314,172	434,350	708,889	1,668,290	516,016	516,016	1,032,031	3,741,000	-
	506,508,650	71,363,628	70,519,083	43,344,404	60,531,436	71,364,823	73,139,308	85,892,040	30,353,928	-
<b>Net assets</b>										
	30,059,319	26,922,864	(28,092,650)	24,704,831	75,398,613	(28,361,933)	(39,191,621)	(32,899,467)	4,131,201	27,447,481
Share capital	13,491,563									
Reserves	5,636,549									
Unappropriated profit	6,373,545									
Surplus on revaluation of assets - net of tax	4,557,662									
	30,059,319									

In line with SBP BSD Circular Letter No. 03 of 2011 on "Maturity and Interest Rate Sensitivity Gap Reporting" the Bank conducted a behavioural study of non-maturity deposits (non-contractual deposits) and performed regression analysis to determine deposit withdrawals pattern on Current and Savings Accounts (CASA). Regression analysis is used to investigate the relationship between time, the amount of deposits and deposits withdrawals in order to arrive at an estimated deposits withdrawals pattern. This methodology is in line with the industry best practices and regulatory guidance.

#### 42.4.2 Maturities of assets and liabilities based on contractual maturities

	<b>2013</b>									
	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years
	----- (Rupees in '000) -----									
<b>Assets</b>										
Cash and balances with treasury banks	61,204,697	23,198,080	2,735,519	3,193,247	4,207,009	4,075,268	813,123	1,626,247	3,939,386	17,416,818
Balances with other banks	35,179,983	32,760,677	1,892,683	-	-	526,623	-	-	-	-
Lendings to financial institutions	2,522,022	1,095,844	1,417,513	-	8,665	-	-	-	-	-
Investments	219,690,369	41,357,928	73,732,635	24,044,169	4,127,760	30,560,260	22,115,862	7,912,030	13,525,579	2,314,146
Advances	260,779,850	24,315,171	29,554,868	53,451,539	57,637,573	19,263,303	18,237,449	38,630,588	16,746,174	2,943,185
Operating fixed assets	14,835,200	92,412	184,824	277,236	554,471	1,108,942	1,108,942	2,041,995	2,381,694	7,084,684
Deferred Tax Assets	1,204,000	-	-	-	-	-	-	1,204,000	-	-
Other assets	15,198,170	12,266,993	138,297	207,446	1,358,945	762,572	115,979	173,969	173,969	-
	610,614,291	135,087,105	109,656,339	81,173,637	67,894,423	56,296,968	42,391,355	51,588,829	36,766,802	29,758,833
<b>Liabilities</b>										
Bills payable	9,543,480	9,543,480	-	-	-	-	-	-	-	-
Borrowings	23,115,102	9,184,074	884,727	12,050,600	-	-	-	-	995,701	-
Deposits and other accounts	525,525,770	415,253,349	59,535,595	26,209,710	22,298,160	1,521,689	562,829	144,438	-	-
Sub-ordinated loans	9,991,000	-	1,000	1,000	2,000	4,000	1,665,330	3,328,670	4,989,000	-
Other liabilities	10,537,195	5,829,053	460,714	801,445	1,426,291	504,923	504,923	1,009,846	-	-
	578,712,547	439,809,956	60,882,036	39,062,755	23,726,451	2,030,612	2,733,082	4,482,954	5,984,701	-
<b>Net assets</b>	<b>31,901,744</b>	<b>(304,722,851)</b>	<b>48,774,303</b>	<b>42,110,882</b>	<b>44,167,972</b>	<b>54,266,356</b>	<b>39,658,273</b>	<b>47,105,875</b>	<b>30,782,101</b>	<b>29,758,833</b>
Share capital	13,491,563									
Reserves	7,274,222									
Unappropriated profit	7,499,831									
Surplus on revaluation of investments	3,636,128									
	<u>31,901,744</u>									

**2012**

	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years
----- (Rupees in '000) -----										
<b>Assets</b>										
Cash and balances with treasury banks	58,044,054	24,419,653	2,988,015	2,029,984	3,222,806	4,065,110	4,290,495	4,771,681	1,513,216	10,743,094
Balances with other banks	26,720,993	25,580,969	1,131,988	8,036	-	-	-	-	-	-
Lendings to financial institutions	876,870	391,122	485,748	-	-	-	-	-	-	-
Investments	189,486,762	14,781,556	12,998,233	15,914,593	64,937,458	28,837,680	18,748,897	17,890,417	12,826,117	2,551,811
Advances	233,933,358	21,820,829	23,955,036	49,726,195	66,756,517	8,721,405	9,883,709	27,981,642	17,844,388	7,243,637
Operating fixed assets	13,747,520	79,831	159,666	239,499	478,998	957,996	957,996	1,763,072	2,201,523	6,908,939
Deferred Tax Assets	485,876	-	-	-	-	-	-	485,876	-	-
Other assets	13,272,536	11,212,532	707,747	130,928	534,270	420,699	66,590	99,885	99,885	-
	536,567,969	98,286,492	42,426,433	68,049,235	135,930,049	43,002,890	33,947,687	52,992,573	34,485,129	27,447,481
<b>Liabilities</b>										
Bills payable	8,430,910	8,430,910	-	-	-	-	-	-	-	-
Borrowings	21,227,834	8,546,559	680,048	10,765,433	-	-	-	-	1,235,794	-
Deposits and other accounts	457,044,400	356,755,537	56,064,705	18,088,667	23,512,462	1,528,989	1,073,959	20,081	-	-
Sub-ordinated loans	5,874,742	-	-	441,434	441,308	2,000	2,000	4,988,000	-	-
Other liabilities	13,930,764	5,314,172	434,350	708,889	1,668,290	516,016	516,016	1,032,031	3,741,000	-
	506,508,650	379,047,178	57,179,103	30,004,423	25,622,060	2,047,005	1,591,975	6,040,112	4,976,794	-
<b>Net assets</b>	<b>30,059,319</b>	<b>(280,760,686)</b>	<b>(14,752,670)</b>	<b>38,044,812</b>	<b>110,307,989</b>	<b>40,955,885</b>	<b>32,355,712</b>	<b>46,952,461</b>	<b>29,508,335</b>	<b>27,447,481</b>
Share capital	13,491,563									
Reserves	5,636,549									
Unappropriated profit	6,373,545									
Surplus on revaluation of investments	4,557,662									
	30,059,319									

Current and Saving deposits have been classified under maturity upto one month as these do not have any contractual maturity. Further, the Bank estimates that these deposits are a core part of its liquid resources and will not fall below the current year's level.

## 42.5 Operational risk

Basel II defines Operational risk as, “the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events.” In compliance with the Risk Management Guidelines, issued by SBP, an Operational Risk Function has been established within RMD, which directly reports to General Manager - RMD.

The Operational risk management policy of the Bank is duly approved by the Board and Risk Management Manual includes Operational risk portion, which covers the strategies, processes, structure and functions of Operational risk management and provide guidelines to identify, assess, monitor, control and report operational risk in a consistent and transparent manner across the Bank.

### 42.5.1 Operational Risk Disclosures - Basel II Specific

Bank’s request to SBP to allow adoption of Alternative Standardized Approach under Basel II for determining capital charge on Operational Risk was accepted after a one year parallel run. The SBP Approval stipulates a capital floor i.e. operational risk charge under ASA should not fall below as a certain percentage of operational risk capital charge calculated under Basic Indicator Approach for initial 3 years. These floors are 90% for 2013 and 2014, 80% for 2015 and 70% for 2016. Bank Alfalah is one of first few banks in Pakistan to achieve this milestone.

The Bank’s Operational Risk Management (ORM) framework and practices address all the significant areas of ORM within the Bank including Risk Control Self Assessment (RCSA), Key Risk Indicators (KRIs), Operational Loss Data Management, and Operational Risk Reporting. The ORM Unit, a part of Risk Management Division, engages with Bank’s business / support units and regularly collaborates in determining and reviewing the risks, and develop action plans to improve controls at various levels. Additionally, all the policies and procedures of the Bank are reviewed from the operational risk perspective, and the recommendations of RMD are taken into consideration before their approval. The Operational Loss Database and KRIs systems introduced in 2010 have been further enhanced and the scope of reporting has increased with submissions to CMC and BRMC.

As required by Basel II, Bank has categorized all its operational loss/near miss incidents into following loss event categories:

- Internal Fraud
- External Fraud
- Employment Practice & Workplace Safety
- Client, Product & Business Practice
- Damage to Physical Assets
- Business Disruption & System Failure
- Execution, Delivery & Process Management

### 42.5.2 IT Security Risk

The Bank has in place an IT Security Policy and a Joint Testing & Signoff Policy (joint between Risk Management Division and Audit & Inspection Group) approved by the Board of Directors. A dedicated IT Security Risk Management unit, functioning within Risk Management Division, manages IT security risk of bank’s information assets by developing IT Security policy and baselines; identifying IT security risks via risk assessments, monitoring of threats and vulnerabilities; investigation of reported IT Security incidents; reinforcement of IT Security risk awareness to employees via periodic communications; following up on due dates with stakeholders responsible for remediation of open issues; and reporting the status of IT Security risk to the management and BRMC/Board.



#### **43 NON-ADJUSTING EVENT AFTER THE YEAR END REPORTING DATE**

The Board of Directors in its meeting held on March 2, 2014 has announced cash dividend of 20 percent (2012: 20 percent cash dividend). This appropriation will be approved in the forthcoming Annual General Meeting. These unconsolidated financial statements for the year ended December 31, 2013 do not include the effect of this appropriation which will be accounted for in the financial statements for the year ending December 31, 2014.

#### **44 DATE OF AUTHORISATION**

These unconsolidated financial statements were authorised for issue on March 02, 2014 by the Board of Directors of the Bank.

#### **45 GENERAL**

Comparative information has been re-classified, re-arranged or additionally incorporated in these unconsolidated financial statements, wherever necessary to facilitate comparison and to conform with changes in presentation in the current year. There were no significant reclassifications during the year.

**CHIEF EXECUTIVE OFFICER**

**DIRECTOR**

**DIRECTOR**

**CHAIRMAN**

## STATEMENT SHOWING WRITTEN-OFF LOANS OR ANY OTHER FINANCIAL RELIEF OF RUPEES 500,000 OR ABOVE DURING THE YEAR ENDED DECEMBER 31, 2013

Annexure - I  
(Rupees in '000)

S. No.	Name and address of the borrower	"Name of individuals / partners / directors (with CNIC No.)"	Father's / Husband's Name	Outstanding liabilities at January 1, 2013				Principal written-off	Mark-up written-off	Other financial relief provided	"Total (9+10+11)"
				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
1	Shahab Din/M. Iqbal Bahu Bolay Po Lakhoki Tehsil Lahore City Lahore	CNIC # 35202-5327068-9, Shahab Din, CNIC # 5201-8008170-9, M. Iqbal	Fateh Muhammad	426	249	-	674	426	249	-	674
2	M. Rafiq House No 18 Near Bara Sowa Main Ferozepur Road Kahna Nau Lahore	CNIC # 35202-7350774-1	Fateh Muhammad	352	199	-	550	352	199	-	550
3	M. Ilyas Nisar & Co Tehsil Outside Kot Ghulam Muhammad Khan Kasur	CNIC # 35101-6132843-3	M. Yaqub	428	274	-	702	428	274	-	702
4	Ashiq Ali Mouza Kasoki Tehsil & Dist Kasur	CNIC # 35102-9056737-5	Sardar Raj Muhammad	1,039	741	-	1,780	1,039	741	-	1,780
5	Akbar Ali Beemkey Tehsil Chunian District Kasur Post Office Chunian	CNIC # 35101-3050135-7	Murad Ali	555	239	-	794	555	239	-	794
6	Liaqat Ali Bangla Kalan, Po Khas Jutt Allah Kooh, Tehsil & Distt Kasur	CNIC # 35102-7622777-7	Siraj-Ud-Din	825	333	-	1,158	825	333	-	1,158
7	Muhammad Haleem Majid Chak No 122 Gb Tehsil Jaranwala	CNIC # 33100-5308733-5	Mian Abdul Qayum	480	25	-	505	480	25	-	505
8	Khadim Hussain Chak No 116JB Fsd	CNIC # 33100-4015279-9	Chaudhary Faqir Muhammad	690	-	-	690	690	-	-	690
9	Tahir Mehmood Chak No 66 Gb Tehsil Jaranwala	CNIC # 33100-8790825-5	Hidayatullah	1,868	366	-	2,234	1,868	361	-	2,229
10	Muhammad Sharif( Deceased) Chak No 147 Rb Chak Jhumara	CNIC # 33101-1207933-1	Shah Muhammad	1,480	111	-	1,591	1,480	217	-	1,697
11	Sikandar Hayat (Deceased) H# 226 Block -A Allama Iqbal Colony Fsd	CNIC # 33100-0398786-1	Jalaluddin	996	219	-	1,215	996	219	-	1,214
12	Ahmad Ali Zia Chak No 131/JB Chiniot	CNIC # 33201-1695568-9	Ali Muhammad	1,000	183	-	1,183	1,000	133	-	1,133
13	Syed Khawar Ameer Bukhari Mouza Has Khewa Chiniot	CNIC # 33201-5879357-7	Syed Muhammad Raza Shah	2,394	121	-	2,515	2,194	121	-	2,315
14	Muhammad Arshad Near Bilal Park H# 8 St# 15 Gulgerg Coony Block C Fsd	CNIC # 33100-0277492-9	Nawab Din	1,083	110	-	1,193	1,083	207	-	1,290
15	Riaz Hussain-Ahmad Ali Chak No 131 Jb Chiniot	CNIC # 33201-3909102-1, CNIC # 33201-9005920-7	Khan Muhammad	550	41	-	591	550	41	-	591
16	Sohail Farooq H# 116wood Bury Home-1 Fsd	CNIC # 33100-0754052-9	Bashir Ahmad	695	-	-	695	655	-	-	655
17	M Javed Sharif & M Tauqeer Sharif H# 52-people Colony 1 Fsd	CNIC # 33100-21599511, CNIC # 33100-2934221-7	Muhammad Sharif	1,462	81	-	1,543	1,462	-	-	1,462
18	Muhammad Aslam Chak No 659 Gb Fsd	CNIC # 33100-0752875-3	Hashmat Khan	2,000	716	-	2,716	2,000	716	-	2,716
19	Inayat Hussain H# 343/3st # 5/5 Green View Colony Fsd	CNIC # 33100-4240283-5	Ahmad Yar	1,198	-	-	1,198	1,078	-	-	1,078
20	Muhammad Nawaz Sipra House No. 4 , Muhallah Nazimabad, Faisalabad	CNIC # 33100-9895928-9	Mahne Khan	2,000	464	-	2,464	2,000	464	-	2,464
21	Syed Gohar Abbas House#41, Street#1, Rachna Town, Faisalabad	CNIC # 33100-7850647-3	Muhammad Shehbaz Ali Shah	1,950	78	-	2,028	1,949	78	-	2,026
22	Ehsan Qadir Mouza Meeran Pur PO Khas Tehsil And Distt Muzaffar Garh	CNIC # 32304-1617287-1	Malik Ghulam Nabi Bhabha	773	354	-	1,127	773	354	-	1,127
23	Abdul Hameed Khan Chah Khoja Wala Hasan Pur Tarand PO Harpalu The. Distt M. Garh	CNIC # 32304-3035854-7	Ghulam Qadir Khan	591	390	-	981	591	390	-	981
24	Javed Ahmad & Mehar Muhammad Ahmad Chak No. 82/5-L, Tehsil & District Sahiwal	CNIC # 36502-1014288-3 36502-9984438-7	Khadim Hussain	1,000	283	-	1,283	1,000	283	-	1,283
25	Rawana Citrus Village & P.O Rawana Tehsil Kotmomin District Sargodha	CNIC # 38401-5272055-3 Altaf Hussain, CNIC # 38403-2248127-3 Najam Altaf	Muhammad Roshan Altaf Hussain	5,999	2,864	-	8,863	5,999	2,864	-	8,863

(Rupees in '000)

S. No.	Name and address of the borrower	"Name of individuals / partners / directors (with CNIC No.)"	Father's / Husband's Name	Outstanding liabilities at January 1, 2013				Principal written-off	Mark-up written-off	Other financial relief provided	"Total (9+10+11)"
				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
26	Muhammad Anwar Village & P.O Opi Tehsil Kotmomin District Sargodha	CNIC # 38401-6694114-7	Noor Muhammad	797	-	-	797	797	-	-	797
27	Fazal Ahmed Nseer Village & P.O Pur Kalan Tehsil Bhalwal District Sargodha	CNIC # 38401-4095223-7	Murad Baksh	502	290	-	792	502	290	-	792
28	Hamid Farooq Village & P.O Dhori Tehsil Bhalwal District Sargodha	CNIC # 38401-3282498-9	Muhammad Mehboob	299	251	-	550	299	251	-	550
29	Liaqat Ali Mouza Kikry, Tehsil Jalalpur Pirwala, Distt. Multan	CNIC # 36301-9240694-3	Muhammad Ramzan	2,035	475	-	2,510	2,035	475	-	2,510
30	Asghar Ali Mouza Kikry, Tehsil Jalalpur Pirwala, Distt. Multan	CNIC # 36301-0707589-3	Muhammad Ramzan	1,288	534	-	1,822	1,288	534	-	1,822
31	Junaid Ashiq Basti Daha, P.O. Bakaini Sharif, Tehsil Jatoi, Distt. Muzaffar Garh.	CNIC # 32302-1734796-3	Mian Ashiq Hussain Daha	2,994	1,259	-	4,253	2,994	1,259	-	4,253
32	Fateh Muhamamd Dula Bhadera, P.O. Same, Tehsil Chistian, Distt. Bahawalnagar	CNIC # 31102-0621806-3	Sikander Khan	1,586	556	-	2,142	1,586	556	-	2,142
33	Muhamamd Aslam R/O Chah Lal Baig Mouza Bahawal Garh, Tehsil Kehror Pacca Distt. Lodhran	CNIC # 36202-9758294-9	Khuda Bukhsh	847	113	-	960	847	113	-	960
34	AMEER-UD-DIN Chak No 241/E.B. Tehsil Burewala Distt. Vehari	CNIC # 36601-9486388-3	Ghulam Mohammad	132	379	-	510	132	379	-	510
35	FAZ AHMAD Mouza Saldera P.O. Farooqabad Tehsil Burewaal Distt. Vehari	CNIC # 36601-7140504-7	Moor Ahmad Khan	1,493	379	-	1,871	1,493	379	-	1,871
36	Naseeb Gul Chak No 102/E.B. Tehsil Burewala Distt. Vehari	CNIC # 36601-3588288-3	Gulsher Khan	592	6	-	598	592	6	-	598
37	Mohammad Sajid, Mohammad Arshad, Mohammad Shahid Karim Chak No 257/E.B. Tehsil Burewala Distt. Vehari	CNIC # 36601-8009029-1, CNIC# 36601-0125900-9, CNIC # 36601-1560038-9	Noor Kareem	584	243	-	827	584	243	-	827
38	Asghar Ali S/O Dewan Ali & Muhammad Akram S/O Asghar Ali Chak No. 103 RB Tehsil Jaranwala Distt. Faisalabad	CNIC # 33104-3889729-1, Asghar ALI, CNIC # 33104-9180680-3, Muhammad Akram	Dewan Ali, Asghar Ali	1,443	-	-	1,443	1,443	-	-	1,443
39	Azhar Zaman Chak # 304/Jb, Tehsil Gojra Distt T.T.Singh	CNIC # 33301-6859917-7	Muhammad Ikram	2,399	772	-	3,172	2,399	772	-	3,172
40	Muhammad Ismail Shaukat Basti Rana Shaukat Ali, P.O. Hajipur, Tehsil Jampur District Rajanpur	CNIC # 32402-1419500-5, Muhammad Ismail Shaukat	Rana Shaukat Ali	600	147	-	747	600	147	-	747
41	M.Sharif/M.Siddique/M.Latif/M.Hanif Kotla Sheikh Natha P/O Kasur, Tehsil & District Kasur	CNIC # 35102-3496057-7, Muhammad Sharif, CNIC # 35102-5361353-5, Muhammad Latif, CNIC # 35102-5351758-5, Muhammad Hanif, CNIC # 35102-9004977-5, Muhammad Siddiq	Muhammad Yousaf	3,498	477	-	3,975	3,498	477	-	3,975
42	Faiq Poultry Farm Burg Kalawan P/O Khas District Kasur	CNIC # 35102-0534430-7, Chaudhry Aziz Ahmed	Chaudhry Sirajuddin	319	202	-	520	319	202	-	520
43	Harm Poultry Farm House No. 30/333 Moh. Shah Syadan Sialkot	CNIC # 34603-0450222-9, Shieik Abdul Jalil	Sheikh Abdul Rasheed	1,298	459	-	1,757	1,298	459	-	1,757
44	WS Farm Pasruze Road Mubarik Pura Qurashi Street Sialkot	CNIC # 34603-7209250-9, Ch. Fayyaz Ul Hassan	Ch. Muhammad Ishaq	1,394	369	-	1,763	1,394	369	-	1,763
45	Ch. Muhammad Basit Usman Ghani Street House No. 33/87, Moh. Dhariwal Sialkot	CNIC # 34603-2350881-3, Ch. Muhammad Basit	Ch. Muhammad Haziq	2,000	869	-	2,869	2,000	869	-	2,869
46	Tahira Yasmin Usman Ghani Street House No. 33/87, Moh. Dhariwal Sialkot	CNIC # 34603-6793487-6, Tahira Yasmin	Ch. Muhammad Basit	1,000	386	-	1,386	1,000	386	-	1,386

(Rupees in '000)

S. No.	Name and address of the borrower	"Name of individuals / partners / directors (with CNIC No.)"	Father's / Husband's Name	Outstanding liabilities at January 1, 2013				Principal written-off	Mark-up written-off	Other financial relief provided	"Total (9+10+11)"
				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
47	Sarbuland Khan Mouza Lutafabad P.O Same Tehsil & Dist Multan	CNIC # 36302-5390034-5	Nawab Muhammad Khan	-	1,333	-	1,333	-	1,333	-	1,333
48	Iftikhar Ahmed Shah Mouza Nawabpur Basti Meesan Tehsil & Distt Multan	CNIC # 36302-4718447-3	Syed Manzoor Hussain Shah	4,000	2,412	-	6,412	4,000	2,412	-	6,412
49	Ghulam Shabbir Mouza Khadal P.O Jhok Wains Bosan Road Multan	CNIC # 36303-6962652-1	Ahmed Buksh	1,000	385	-	1,385	1,000	385	-	1,385
50	Malik Mushahid Ali Mouza Nawabpur Tehsil & Distt Multan	CNIC # 36303-5558026-5	Malik Bashir Ahmed	750	445	-	1,195	750	445	-	1,195
51	Malik Zahid Ali Mouza Nawabpur Tehsil & Distt Multan	CNIC # 36303-8618300-1	Malik Bashir Ahmed	749	445	-	1,194	749	445	-	1,194
52	Nawabzada Adnan Ahmed Khan/Nawabzada Imran Ahmed Khan Raqba Noor Khan P.O Khangarh Tehsil & Distt Multan	CNIC # 32304-8847416-3	Nawabzada Iftikhar Ahmed Khan	1,600	1,102	-	2,702	1,600	1,102	-	2,702
53	Muhammad Ismail Qamar Basti Moulvian, Mouza Abdul Rehman, Tehsil & District Rahim Yar Khan	CNIC # 31303-5140559-9	Gamar-Ud-Din	1,550	727	-	2,276	1,550	727	-	2,276
54	Muhabbat Hussain Village Bar, Tehsil & District Hunza Nager	CNIC # 71503-9746186-1	Ghulam Raza	500	434	-	934	500	434	-	934
55	Mr. Akber Hussain Village Rabat , Tehsil & District Gilgit	CNIC # 71503-3146818-7	Miraza Hussain	500	429	-	929	500	429	-	929
56	Abdul Rehman Keerio Muhalla Iqbal Colony, Tando Adam, Distt: Sanghar	CNIC # 44206-1560039-1	Muhammad Yousuf	722	-	-	722	722	-	-	722
57	Nasir Mouza Adlana, P/O Bhowana, Tehsil Bhowana District Chiniot.	CNIC # CNIC No. 33201-9340243-5	Mr. Ahmad	479	166	-	645	479	166	-	645
58	Muhammad Mursaleen Gali Mandar Wali House No.307 Mohalla Lahori Gate Chiniot.	CNIC # CNIC No. 33201-2137544-5	Nathu	499	252	-	750	499	252	-	750
59	Muhammad Amin Lambray, P.O Same Tehsil Ferozwala, District Sheikhpura	CNIC # 35501-0111464-1	Ch.Inayat Ali	2,378	612	-	2,990	2,378	612	-	2,990
60	Ch.Muhammad Khan Mouza Sultanpur, P.O Sharaqpur Sharif Tehsil Ferozwala, District Sheikhpura	CNIC # 35201-7868891-5	Abdul Rahab	791	172	-	963	791	172	-	963
61	Asif Saeed Cheema Mouza Dharor Muslim, P.O Khas, Tehsil Ferozwala Distt Shekhpura	CNIC # 35401-5535579-7	Riasat Ali Cheema	700	238	-	938	700	238	-	938
62	Murad Buksh Gt Road, P.O. Nishtar Abad, Mohalla Krishan Pura, Peshawar	CNIC # 17301-4785786-1	Sultan Bukhsh	734	216	-	951	734	216	-	951
63	Kamran Akram Khan House No. 31, Street No.2, Sector H-1, Phase 2, Hayatabad, Peshawar	CNIC # 17301-9596870-5	Muhammad Akram Khan	783	145	-	928	783	145	-	928
64	Muhammad Nawaz Chak No 8/8 A-R Lmian Channu	CNIC # 36104-0501254-7, CHAK NO 8/8 A-R LMIAN CHANNU	Ziadat	-	941	-	941	-	941	-	941
65	Tariq Mehmood Chak No 105/15 Vanjari Mian Channu	CNIC # 36104-1380050-7, CHAK NO 105/15 VANJARI MIAN CHANNU	Muhammad Ali	1,050	501	-	1,551	1,050	501	-	1,551
66	Mukhtar Ahmad Chak No 78/10-R Tehsil & Distt Khanewal	CNIC # 36103-8196414-5 Chak No 78/10-R Tehsil & Distt Khanewal	Ghulam Muhammad	998	39	-	1,037	998	39	-	1,037
67	Muhammad Ameer Near Railway Station Rakh Makhdoomwattoi Po Chak No 12-A-R Mian Channu	CNIC # 36103-8455997-1, NEAR RAILWAY STATION RAKH MAKHDOOMWATTOI PO CHAK NO 12-A-R Mian Channu	Karam Ali	888	419	-	1,307	888	419	-	1,307
68	Zeeshan Abbas Daha H No 2purana Khanewalby Pass Multan Roadtehsil Khanewal	CNIC # 36103-0437828-9, H NO 2PURANA KHANEWAL BY PASS MULTAN ROADTEHSIL KHANEWAL	Muhammad Ghazanfar Khan	617	-	-	617	617	-	-	617

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
69	Muhammad Aslam Chak No. 105/151 Vanjari, Tehsil Mian Channu Distt Khanewal	CNIC # 36104-2200763-3, CHAK NO 105/15 VANJARI LMIAN CHANNU	Rehmat Ullah	416	175	-	590	416	175	-	590
70	Falak Sher St No 13 Mohalla Jinnah Townmian Channu	CNIC # 36104-3562755-1, ST NO 13 MOHALLA JINNAH TOWNMIAN CHANNU	Hassan Bukshs	410	221	-	631	410	221	-	631
71	Muhammad Arshad Chak # 81 SB Tehsil And Distt Sargodha.	CNIC # 38403-7650085-1	Akbar Ali	1,095	388	-	1,483	1,095	513	-	1,608
72	Muhammad Mumtaz Village And PO Luqman Tehsil And Distt Sargodha	CNIC # 38403-3894971-5	Malik Ahmed Khan	975	140	-	1,115	575	216	-	791
73	Muzaffar Khan Village & Po Islampur, Tehsil Taxila	CNIC # 37406-1618677-3, Muzaffar Khan	Sher Muhammad Khan	539	279	40	858	539	279	40	858
74	Malik Sahah Nawaz Chak No.151/9-L, Sahiwal, The Awan Express, G.T Road Sahiwal.	CNIC # 36502-0759246-9	Malik Abbas Khan	1,999	461	-	2,460	1,999	461	-	2,460
75	Afshain Haider Chak No.50/12-L, Tehsil Chichawatni, District Sahiwal	CNIC # 36501-2836069-7	Ishaq Ul Haq	1,199	555	-	1,754	1,199	555	-	1,754
76	Zafar Ali/ Munawar Ali/ Shahid Pervez Chak No. 152/P, P.O. Khas, Tehsil Sadiq Abad	CNIC # 31304-0782369-9, Zafar Ali, CNIC # 31304-2119332-9, Munawar Ali, CNIC # 31304-0176277-1, Shahid Pervez	Sardar Ali	1,100	261	-	1,361	1,100	261	-	1,361
77	Muhammad Hussain/ Ghulam Fareed Barthala, P.O. Chak # 150/P, Tehsil Sadiq Abad	CNIC # 31304-8968033-1, Muhammad Hussain, CNIC # 31304-9983804-7, Ghulam Fareed	Faiz Muhammad	449	156	-	605	449	156	-	605
78	Muhammad Asghar, Muhammad Saleem Akther Basti Shah Muhammad, Tehsil Distt. Bahawal Nagar	CNIC # 31101-4674552-7	Mian Muhammad Anwar	799	88	-	886	799	88	-	886
79	Muhammad Bilal Mouza Kheru Deh, P.O. Jamalpur, Tehsil Hasilpur, Distt: Bahawalpur	CNIC # 31203-4723329-3	Muhammad Amin	1,500	3	-	1,502	1,500	3	-	1,502
80	Ammar Yasir Kinoo Processing Factory Near Miana Gondal Chowk, Chak No. 29, Tehsil Malakwal And Distt. Mandi Bahauddin.	CNIC # 34403-2164163-9, GHULAM ABBAS, CNIC # 34403-1880898-1, RIASAT ALI, CNIC # 37405-6224334-1, ABID HUSSAIN, CNIC # 34403-1881068-7, NASAR AHMED	Karam Rasool, Sardar Khan, Karam Rasool, Sardar Khan Respectively	3,258	1,297	-	4,555	3,258	1,768	-	5,026
81	Muhammad Ayyaz Hussain Mohallah Noor Shah Bukhari Ahmed Pur East Dist. BWP	CNIC # 31201-0355276-9	Malik Muhammad Nawaz	500	430	-	929	500	430	-	929
82	Intiaz Hussain Village Verowal, Lala Musa Tehsil Kharian & Distt Gujrat	CNIC # 34202-0838458-3	Taj Hussain	1,011	963	-	1,974	1,011	963	-	1,974
83	Faisal Aziz House # 21, Alao Din Road, Lahore Cantt: Lahore.	CNIC # 35201-6870896-7	Muhammad Aziz Ahmed	1,821	976	-	2,797	1,821	976	-	2,797
84	Syed Sarfraz Hussain/Nasra Hussain Satiana Road H.No.661 Mohalla Batala Colony Block B Faisalabad	CNIC # 33100-7094439-1, CNIC # 35402-4768423-6	Qalandar Shah	1,045	615	-	1,660	1,045	615	-	1,660
85	Ch. Muhammad Abdul Malik Dhillon Adian Tehsile Muridke.	CNIC # 35401-1725604-3	Ch. Ali Muhamad Dhillon	947	423	-	1,370	947	423	-	1,370
86	Jaan Muhammad Main Bazar Sheikhpura.	CNIC # 35404-8488050-3	Faqeer Muhammad	1,091	669	-	1,759	1,091	712	-	1,802
87	Intiaz Naseem Cheema Village Bhatti Mansoor Tehsil Wazirabad Distt. Gujranwala	CNIC # 34104-4516382-7	Inayat Ali Cheema	-	916	-	916	-	916	-	916
88	Mahmood Hussain Village Noenwala Tehsil Wazirabad Distt. Gujranwala	CNIC # 34104-4516382-7	Muhammad Hussain	300	238	-	538	300	238	-	538
89	Goraya Zarie Farms Ch. Midsaq Ali Goraya Ch. Sikandar Hayat Goraya Ch. Gulgar Ahmed Goraya Village Bharthanwala, Lohrikee, Dholay Wali Tehsil Daska Distt. Sialkot	CNIC # 34601-6466585-3, CNIC # 34601-8341286-1, CNIC # 34601-8704922-9	Murid Ali	4,435	1,991	-	6,426	4,435	1,991	-	6,426
90	Muhammad Ashraf & Muhammad Idrees Village Kotli Saytan Tehsil Daska Distt. Sialkot	CNIC # 34601-1791737-9, CNIC # 34601-3688393-5	Umer Din & Muhammad Ashraf	938	513	-	1,451	938	513	-	1,451

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
91	Muhammad Mansha Village Kalesian Tehsil Nowshera Virkan Distt. Gujranwala	CNIC # 34103-2528613-5	Ibrahim	443	429	-	873	443	429	-	873
92	Nisar Ahmed Village Kot Haratehsil Wazirabad Distt. Gujranwala	CNIC # 37404-8594405-9	Ghulam Mehran	502	297	-	798	502	297	-	798
93	Jacqueline A James Procurement & Contract Deptt. Islamabad Stock Exchange Tower, 18th Floor, 55-B Jinnah Avenue Islamabad	CNIC # 37405-8962541-4	Shakeel James	217	341	-	558	217	341	-	558
94	Muhammad Farrukh Aftab Surgery Department, Chowk Aziz Hotel, Multan	CNIC # 36302-9165308-7	Aftab Sarwar	-	-	-	-	315	583	-	898
95	Tallat Sultan H. No. 1219, St. No. 13, Macca Colony, Gulberg-3, Lahore	CNIC # 35202-2558654-0	Sultan Altamash	497	187	-	684	497	187	-	684
96	Zahid Mahmood 119-Y, Commercial Area, D.H.A., Lahore	CNIC # 35202-6075639-3	Haji M Shafi	484	122	-	606	484	122	-	606
97	Abdul Sami Saggu Head Office, Cbr House, Constitution Avenue, Islamabad	CNIC # 37405-1725792-1	Abdul Qayum Saggu	523	242	-	764	523	242	-	764
98	Rehan Sarwat Gurmani House No. 49/23, Z-Block, Phase-III, Dha Lahore	CNIC # 61101-2838272-8	Naq Khan	710	74	-	784	640	74	-	714
99	Mohsin Ayub Mirza 44-L, Razi Road, Block-6, Pechs, Karachi	CNIC # 42301-7541736-5	Ayub Mirza	-	-	-	-	496	263	-	759
100	Usman Masoud 177-A, Ahmed Block, New Garden Town, Lahore	CNIC # 35202-5483047-7	Mohammad Masoud	472	183	-	655	445	183	-	628
101	Talib Hussain Shop No.277, Dhania Road, Near Chungi No.22, Rawalpindi	CNIC # 37405-0273616-7	Shamshad Hussain	494	136	-	630	494	136	-	630
102	Syed Sohail Raza Rizvi 12-Q, Model Town, Lahore	CNIC # 35200-1405456-7	Syed Munawar H Rizvi	399	140	-	540	399	140	-	540
103	Arif Khalid Shop No. 50, 1st Floor, Textile Plaza, M.A. Jinnah Road, Karachi	CNIC # 42301-0994647-3	Khalid Mehboob	505	111	-	616	505	111	-	616
104	Zaka Ud Din Yousaf Kamahan Road, Off Ferozpur Road, Lahore Cantt., Lahore	CNIC # 35202-3211731-9	Mian Zahuruddin	541	72	-	613	541	72	-	613
105	Ahmed Jamal Ansari 99-CF, I/5, Clifton, Karachi	CNIC # 42301-4570371-7	Zillur Rehman	539	262	-	801	389	264	-	653
106	Mahmood Ahmad Chaudary Lsc 1/5, Block No. 2, Commercial Area, Gulistan-E-Iqbal, Karachi.	CNIC # 42201-2982992-7	Manzoor Hussain	373	214	-	587	373	214	-	587
107	Tabassum Shafiq Maggoon 24/3, Jail Road, Lahore	CNIC # 35202-2114013-9	Sheikh Mohammad Shafique	414	187	-	601	414	187	-	601
108	Nadeem Ahmed Usmani 21-C, 26th Street, Badar Commercial Street # 1, Phase-V D.H.A., Karachi	CNIC # 42301-8154575-7	Abdul Waheed	432	175	-	607	430	175	-	605
109	Mohammad Ajmal Ansari 99, CF-1/5, Clifton, Karachi	CNIC # 42000-0677785-3	Zillur Rehman Ansari	557	311	-	868	457	313	-	770
110	Syed Muhammad Ali House # 528-B, Galli Cocha Al-Farooq, Mahmoodabad # 3, Near Mahmoodabad Medical Centre, Karachi	CNIC # 42101-1547883-5	Nazim Ali	482	139	-	621	482	139	-	621
111	Hassan Jamal Zaidi 21-A, H-Block, Gulberg-II, Lahore	CNIC # 35202-6380448-9	Izhar Hussain Zaidi	535	240	-	775	535	240	-	775

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
112	Liaquat Ali 1-Jahanzeb Block, Scheme More, Allama Iqbal Town, Lahore	CNIC # 35202-4986390-7	Chaudhry Mohammad Ali	394	123	-	517	394	123	-	517
113	Farhad Ali B-33, Block 11, Gulberg Town, F.B Area Karachi	CNIC # 42101-5442139-7	Dilshad Ali Sheikh	430	148	-	579	430	148	-	579
114	Shaukat Ali Qureshi Shop No. 18, P.C. Hotel, Lahore	CNIC # 35202-2192842-1	Nosha Ali Qureshi	379	334	-	713	379	334	-	713
115	Malik Naeem Fazal Hussain 46/G, Gulberg Centre, Lahore.	CNIC # 35202-4657678-9	Malik Fazal Hussain	451	198	-	649	449	198	-	647
116	Waqar Ahmad Khan G-5, Rehman Busines Centre, 32-B-III, Gulberg-III, Lahore	CNIC # 35201-1851102-3	Azkar Ahmad Khan	656	479	-	1,135	656	479	-	1,135
117	Mohammad Nasir Khan Service Station 3-A, The Mall, Rawalpindi.	CNIC # 61101-2462683-3	Mohammad Banaras Khan	528	292	-	820	528	292	-	820
118	Faisal Javed Street # 12, Iqbal Park, Near Main Gate, DHA, Lahore	CNIC # 35202-2755775-9	Javed Feroze	407	186	-	592	407	186	-	592
119	Raja Abdul Sattar Carriage Factory Road, Main Bazar, Dhoke Ehssu, Rawalpindi.	CNIC # 61101-0548820-9	Raja Muhammad Ghafer	484	166	-	650	484	166	-	650
120	Rana Arshad Javed Faridi Merchantile House, 44-Brandreth Road, Lahore.	CNIC # 35202-0148500-9	Rana Zulfikar Ali Mumtaz	412	145	-	556	412	145	-	556
121	Red Wan Hamayun Sheikh Asif Plaza Shop # 1, Model Town Link Road, Near Raja Sahab, Opp. Allied Bank, Lahore.	CNIC # 35202-4551197-1	Hamayun Akhtar	392	112	-	504	392	112	-	504
122	Mansoor Gull Khan 4-G, Imtiaz Plaza, Mall Lahore.	CNIC # 35202-8596887-5	Aslam Khan	480	265	-	745	480	265	-	745
123	Khalid Mehmood 301-Abaseen Complex, 8-Davis Road, Lahore	CNIC # 35202-2741452-3	Chaudhary Muhammad Din	420	181	-	602	420	181	-	602
124	Muhammad Rizwan Office # 2, Amir Centre, G.T. Road, Gujranwala	CNIC # 35202-9468307-3	Abdul Quyyam	400	182	-	582	400	182	-	582
125	Fawad Ahmed Khan 142-S, Sir Syed Road, Block-2, P.E.C.H.S., Karachi	CNIC # 42301-1729334-9	Anees Ahmed Khan	482	135	-	617	482	135	-	617
126	Qazi Tammam Abdullah 103-1st Floor, Latif Plaza, Ferozepur Road, Ichra Lahore.	CNIC # 35202-2409818-7	Qazi Altaf Ullah	570	199	-	769	569	199	-	768
127	Ghulam Mustafa Tabassum 16-Main Asif Block, Allama Iqbal Town Lahore	CNIC # 35202-3023734-9	Muhammad Azam	353	241	-	594	353	241	-	594
128	S Najam Ul Hassan 183-D, Al-Faisal Town, Bahar Shah Road, Lahore	CNIC # 35202-4687404-9	S Shamim Ul Hassan	454	193	-	647	454	193	-	647
129	Farkhanda Jabeen Shop No. 42-A, Block-N, Model Town Extension Lahore	CNIC # 13503-0606669-8	Jam Najam Ali	402	186	-	588	402	186	-	588
130	Amer Ikram Dopurji Mallhian, Daska Road, Sialkot	CNIC # 34603-6013096-7	Sh Muhammad Ikram	403	156	-	559	403	156	-	559
131	Ali Faran Malik Moon Market, Allama Iqbal Town, Lahore	CNIC # 35202-0346039-7	Javeed Aziz Malik	335	185	-	521	335	185	-	521
132	Mohammed Manzoor Ul Haq 1/6, Aligarh Colony, Minnat Tea Store, Orangi Town, Near Madina Chakki, Sector No. 1, Karachi	CNIC # 42101-8937870-7	Mohd Ilyas Mansoor	411	113	-	524	411	113	-	524
133	Salman Ahmed Clifton Park Towers, At Level-2, Shop G.R.-17, Karachi	CNIC # 42000-0466394-3	Iqbal Ahmed	477	140	-	617	477	140	-	617

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
134	Sheikh Abdul Mateen 22-F, Raja Centre,1-A Main Boulevardgulberg II, Lahore	CNIC # 35201-6360437-3	Sheikh Abdul Hameed	480	189	-	669	480	189	-	669
135	Ahsan Fazal 11 Shadman, Jail Road,Near Apwa College Lahore	CNIC # 35202-5966269-5	Sh Fazal Hussain	398	209	-	607	398	209	-	607
136	Muhammad Saleem 5th Floor, 519, Madina Citi Mall, Saddar, Karachi	CNIC # 42201-0721248-5	Haji Mohammad Siddiq	488	171	-	660	488	171	-	660
137	Ali Mehdi Sheikh 1500-B, Zarar Shaheed Road, Opp. North Cantt Police Station, Cantt., Lahore	CNIC # 35201-1707120-9	Sheikh Fazal Hussain	-	-	-	-	435	236	-	671
138	Asslam Abdul Sattar Plot No. 161/1, 161/2, Block-H, Defence, Lahore	CNIC # 35201-2013354-7	Abdul Sattar	313	216	-	529	313	216	-	529
139	Name: Mansoor Anwar Sheikh Address: 508-X, DHA Lahore	CNIC # 35201-8850553-9	Mushtaq Hussain	370	153	-	522	370	153	-	522
140	Mohammad Omer Malik 502, Uni Tower, I.I. Chundrigar Road, Karachi	CNIC # 42301-2267506-1	Malik M Siddiq	457	166	-	623	457	167	-	624
141	Ch Abid Ali 27/A, Peco Road, Badami Bagh, Lahore	CNIC # 35200-1510430-9	Ch Ghulam Murtaza	415	139	-	554	415	139	-	554
142	Muhammad Umar Shop # G-76, Rainbow Centre, Saddar, Karachi	CNIC # 42301-8471913-5	Mohd Tayyab	437	143	-	580	437	143	-	580
143	Mian Ayaz Anwar 107/6, St. Johns Park, Lahore Cantt., Lahore	CNIC # 35202-6710341-9	Mian Anwar Ud Din	495	109	-	604	495	109	-	603
144	Danial Mahmud 7 Rahman Centre, M.A Jinnah Road, Near Tibet Centre, Karachi	CNIC # 42201-5214266-5	Sh Mahmud Hussain	-	-	-	-	373	491	-	864
145	Mohammad Zafar Khan Regal Cimena Building, The Mall, Lahore	CNIC # 35202-6833976-5	Ghulam Sarwar Khan	512	231	-	744	512	231	-	744
146	Imtiaz Ahmed Farshavi Flat # 101, 1st Floor, Rabia House, Tipu Sultan Road Karachi	CNIC # 42201-0902531-3	Malik Allah Buksh	484	194	-	678	484	194	-	678
147	Nadeem Sadiq Shop # B-iv-640/2, Muslim Town, Chirah Road, Rawalpindi	CNIC # 37405-0521087-7	Subah Sadiq Choudhry	376	139	-	515	376	139	-	515
148	Asif Mahmood Opp., Fizaya Colony Khanna East Khannais lamabad	CNIC # 61101-2030703-7	Sh Inayat Ilahi	412	176	-	587	412	176	-	587
149	Asim Ikram Doburji Mallhian, Daska Road, Sialkot	CNIC # 34603-6003596-7	Muhammad Ikram Mallhi	410	136	-	545	410	136	-	545
150	Noor Ahmed Tahir Bhatti 01-Mezz Floor, Shalimar Heights University Road, Karachi	CNIC # 42501-7283766-9	Muhammad Din Bhatti	442	139	-	580	442	139	-	580
151	Abdul Ahad Memon Suite No. 9, 1st Floor, Zuljalal Centre, Near Mcdonalds,Tariq Road, Karachi	CNIC # 42201-0440207-9	Haji Abdul Ghaffar Memon	503	354	-	857	503	354	-	857
152	Syed Rizvi Suite No/ 302, 3rd Floor, Aamir Trade Centre, Shahrah-E-Quaideen,Tariq Road, Karachi	CNIC # 42101-5483036-5	Syed Nazir Ahmed	377	150	-	526	377	150	-	526
153	Malik Ashraaf Hussain Address: Pump Tuli Wala, Block-F, Near Jagawar Chowk, Johar Town, Lahore	CNIC # 35202-2928820-3	Malik Muhammad Sarwar	388	235	-	622	388	235	-	622



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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
154	Chaudhary Ghulam Qumais Contractor, House # 731, St # 74,G-10/4, Islamabad	CNIC # 61101-3216595-5	Ch Nizam Uddin	492	148	-	640	422	148	-	570
155	Kamran Yakoob Dyer B/1B, Habib Bank Chowranginear Pakola, S.I.T.E., Karachi	CNIC # 42201-3391476-1	Yakoob Ghani Dyer	426	143	-	568	426	143	-	568
156	Rehan Zia Plot # Ly 44, Gul Muhammad Lane, Chakiwara Road, Lyari, Karachi	CNIC # 42301-7058384-9	Aurang Zeb Zia	512	502	-	1,014	512	502	-	1,014
157	Syed Tahir Ali Head Office, 8 Line Stock Building, 16 Cooper Road, Lahore	CNIC # 35201-1587760-3	Syed Azhar Ali	385	148	-	534	385	148	-	533
158	Mirza Khurram Baig 36-Timber Road, Kemari, Karachi	CNIC # 42101-1834698-1	Mirza Jehangir Baig	308	226	-	534	308	226	-	534
159	Muhammad Munir 50-B-1, Lawrence Road, Lahore	CNIC # 35202-2590129-5	Mirza Allah Ditta	397	115	-	512	397	115	-	512
160	Nadeem 14-Ambreen Terrace, Bohri Road, Opp. Custom House, Karachi	CNIC # 511-67-011172	M Iqbal	365	151	-	516	365	151	-	516
161	Muhammad Iqbal 101-B, Gulberg-II, Lahore	CNIC # 35202-4847431-7	Muhammad Sharif	404	237	-	641	259	242	-	500
162	Jam Najam Ali Address: 71-G, N Block, Model Town Ext., Opp. PSO Pump, Lahore	CNIC # 31301-1447631-7	Jam Abdul Majeed	391	150	-	542	391	150	-	542
163	Zulfiqar Ali Butt 64-C, Mehran Town, Sector F/6, Korangi Industrial Area, Karachi	CNIC # 42301-0908377-3	Yousuf Butt	551	210	-	761	550	210	-	760
164	Name: Muhammad Naseer Sheikh Address: 5/17, Usman Block, New Garden Town Lahore	CNIC # 35202-5720954-7	Rehmat Ali	493	202	-	695	493	202	-	695
165	Nasir Iqbal Near Income Tax Office, Kutchery Road, Sialkot	CNIC # 34603-2281311-7	Shamshad Ahmed	335	184	-	519	335	184	-	519
166	Mohsin Siddique 555-A, Faisal Town Lahore	CNIC # 35202-5649620-1	Muhammad Siddique	425	192	-	617	425	192	-	617
167	Muhammad Arshad P-284, Green Market, Faisalabad	CNIC # 33100-8743938-5	Muhammad Ashraf	380	149	-	529	380	149	-	529
168	Anwar Ali Mohammed D-35/A, S.I.T.E., Manghopir Road, Karachi	CNIC # 42201-2468168-3	Ali Mohammad Omer	516	230	-	746	516	230	-	746
169	Nassirudhin H Mistry Coord & Technical Deptt., A-14, Trade Centre, Block 7/8, K.C.H.S., Karachi	CNIC # 42301-9006875-3	Hassanally Mistry	465	164	-	629	465	164	-	629
170	Arshad Alam Shamsi 802-803, Kashif Centre, Shahr-e-Faisal, Karachi	CNIC # 42000-2649514-9	Muhammad Yousuf Shamsi	-	-	-	-	401	141	-	543
171	S Ashiq Raza Finance Department, D/52, B & C, Rizvia Society, Nazimabad, Karachi	CNIC # 42101-6449951-5	Syed Moosa Raza	483	257	-	740	483	257	-	740
172	Sajid Nawaz Administration Department, 52, West Modern Plaza, Jinnah Avenue, Blue Area, Islamabad	CNIC # 61101-4521502-7	Mir Haq Nawaz	443	154	-	596	443	154	-	596
173	Muhammad Jamil Khan 40 Yousaf Market, Kamalabad, Rawalpindi	CNIC # 37405-0640712-1	Munshi Khan	515	301	-	816	515	301	-	816

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
174	Sheikh Abdul Rehman 75 Punjab Block, Azam Cloth Market, Lahore	CNIC # 35202-8921535-5	Sheikh Abdul Ghafoor	485	249	-	735	485	249	-	735
175	Sheikh Maqsood Ahmad, 12-D, Raiwind Road, Nawab Town, Lahore	CNIC # 35202-2864146-1	Sheikh Amanat Ali	390	184	-	574	390	184	-	574
176	Aftab Husain St-5, Rahimabad, Shahrah-e-Pakistan, Block-14, F.B. Area, Karachi	CNIC # 42101-1687211-3	Altaf Hussain	484	270	-	754	484	270	-	754
177	Haseeb Ur Rehman C-1- A-6, Street 9/1, Sector 16-B, North Karachi Ind. Area, Near Malik Textile, Karachi	CNIC # 42201-0414008-1	Mohd Habib Ur Rehman	499	142	-	640	499	142	-	640
178	Muhammad Naveed House No. 19, Street No. 43/A, Office No.1, Timber Market, Nabi Park, Ravi Road, Near Haseeb Medical Store,	CNIC # 35202-2950512-9	Muhammad Rafique	481	185	-	666	481	185	-	666
179	Syed Mehdi Raza Consumer Banking Department, Saima Trade Centre, I.I.Chundrigar Road, Karachi	CNIC # 42301-5562984-7	Syed Masood Ul Hassan Raza	452	198	-	649	452	198	-	649
180	Abid Waheed Khawaja Main G.T Road, Sadhoki Gujranwala	CNIC # 42000-5536114-9	Abdul Waheed Khawaja	-	-	-	-	600	504	-	1,104
181	Meer Ather Saeed Shop No. 42, Madina Cloth Market, Raja Bazar, Rawalpindi	CNIC # 37405-4983258-7	Meer Saeed Ahmed	356	194	-	550	356	194	-	550
182	Mohammad Mobeen Khan Flat No.19, Block-G, 4th Floor, Baitul Anum, Sector-5-K, North Karachi, Near Khi Bara Karket, Karachi	CNIC # 42101-5349844-3	Mohammad Amin Khan	402	248	-	650	402	248	-	650
183	Zia Urrehman Chaudhry Miani, Daska Road, Sialkot	CNIC # 34603-9696276-9	Ata Ullah Choudhry	301	342	-	644	196	361	-	557
184	Sarfraz Hussain B-2 Bashir Plaza, Adamjee Road, Saddar, Rawalpindi	CNIC # 37405-8056094-3	Altaf Hussain Mir	371	197	-	567	371	197	-	567
185	Ijaz Ahmed Ground Floor, Pak Plaza, Opposite Polly Clinic Hospital, Fazl-e-Haq Road, Blue Area, Islamabad.	CNIC # 37405-3103828-7	Taj Muhammad	482	172	-	654	480	172	-	652
186	Faizan Ghani House # 11/C-1, Faisal Town, Lahore	CNIC # 35201-2556713-1	Ch Imtiaz Ahmed Sadique	549	228	-	777	549	228	-	777
187	Yawar Saeed Khan Travelling Department, Psa, Pia, 4 Mehmood Place, 79-West Fazal Haq Road, Blue Area, Islamabad	CNIC # 61101-2781488-1	Iqbal Saeed Khan	480	167	-	647	480	167	-	647
188	Munawar Hussain A 82-Iqbal Stadium, Front Portion, Faisalabad	CNIC # 33100-0796782-3	Ch Amir Ali	418	323	-	741	418	323	-	741
189	Muhammad Faisal Suite # 14, 3rd Floor, Hafeez Centre, Gulberg III, Lahore	CNIC # 35202-4891529-1	Muhammad Rasheed	408	140	-	548	408	140	-	548
190	Mian Atif Maqbool Sukhera M-9, Lahore Stock Exchange Building, Lahore	CNIC # 35202-9334199-7	Mian Maqbool Ahmed Sukhera	-	-	-	-	291	220	-	511
191	Raja Muhammad Farooq Sajid 17-A, Moulana Shauqat Ali Road, Jouhar Town, Lahore	CNIC # 35202-3022767-5	Raja Faiz Buksh	462	108	-	570	462	108	-	570
192	Muhammad Muneer Malik 14-E, Kot Addu	CNIC # 32303-8339916-1	Malik Molla Bux	449	213	-	662	449	213	-	662

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
193	Tahir Shafiq 8-Qadre Chamber, 5-Meclod Road, Lahore	CNIC # 35202-3005505-5	Muhammad Shafiq	363	147	-	510	363	147	-	510
194	Shoaib Yasin House # 496-B, Street # 9, Sector F-10/2, Islamabad	CNIC # 61101-6856550-7	Ghulam Yasin	507	242	-	749	367	242	-	609
195	Name: Shahid Khan Address: Shop No. B-71, Sasi Arcade, 1st Floor, Near Shaun Circle, Block 7, Clifton, Karachi	CNIC # 42101-4447622-3	Bundu Khan	445	113	-	558	445	113	-	558
196	Hameed Ullah Shop # 126, Opp. Shahalam Exchange, Circular Road, Lahore	CNIC # 35202-9702326-7	Habib Ullah	392	147	-	539	392	147	-	539
197	Shahbaz Akber Ansari 201, Clifton Centre, Block 5, Main Clifton Road, Karachi	CNIC # 42301-0777960-3	Mohd Akber Ansari	457	296	-	753	457	296	-	753
198	Muhammad Hanif Shop # 1, Sibtain Terrace, Syed Mehmood Shah Road, Near Mewashah Mosque, Karachi	CNIC # 42201-0751671-5	Haji Abdul Ghani	356	171	-	527	356	171	-	527
199	Ilyas Ahmed Malik 88-A, Main Gulberg, Lahore	CNIC # 35202-2847039-5	Bilal Ahmad Malik	481	245	-	726	481	245	-	726
200	Khalid Iqbal 1-B, Aiwan-E-Mushriq, Abbott Road, Lahore	CNIC # 35202-8309522-5	Ch Mohd Iqbal	562	327	-	889	561	327	-	887
201	Asif Zafar Ch Faisal Chamber, Ground Floor, PAV College Road, Rawalpindi	CNIC # 37405-9542754-3	Ch Rehmat Ali Zafar	557	461	-	1,018	322	522	-	843
202	Muhammad Farooq Pasha 164-165, Bano Bazar, Ali Block, Anarkli, Lahore	CNIC # 35202-1131621-7	Abdul Wahab Khan	486	144	-	630	486	144	-	630
203	Athar Masood Office # 6 & 7, Block-C, Civic Centre, Opp. Faisal Town Exchange, Lahore	CNIC # 35202-3519453-5	Noor Ahmad Khan	378	148	-	525	378	148	-	525
204	Fazal Karim Dadabhoy Admin. & Security Department, 30-C/2, 24th Commercial Street, Ext of Khayaban-e-Ittehad, Phase-II, Dha	CNIC # 42301-0923093-3	Mohammed Hussain Dadabhoy	447	183	-	630	447	183	-	630
205	Qaiser Haroon Shop No.T-634, Siraj Market, Sirafa Bazar, Rawalpindi	CNIC # 37405-0702645-9	Muhammad Haroon	233	457	-	690	233	457	-	690
206	Naseer Ahmed Samma 255-112, Johar Town, Lahore	CNIC # 35201-6159732-1	Ch Mohd Hussain	529	197	-	726	529	197	-	726
207	Misbah Anjum Tariq	CNIC # 35201-4197280-0	Zahoor Ahmad Shah	498	197	-	696	498	197	-	696
208	Syed Hassan Abbas Shop No.1, 2, Madina Ctr, 3rd Road, G-10 Markaz, Islamabad	CNIC # 61101-1382814-3	S Ghazanfar Hussain	489	281	-	770	489	281	-	770
209	Moeen Ahmad Room 1/2, 2nd Floor, Divine Plaza, Defence Road, Lahore	CNIC # 35301-9861324-5	Ch Muhammad Ashraf	398	245	-	643	396	245	-	641
210	Ghulam Farid Saif Ullah Shaheed Road, Near Bismillah Chowk, Madina Town, Faisalabad	CNIC # 33100-7504759-9	Abdul Ghafoor	452	199	-	651	417	199	-	616
211	Malik Sharaz Ali Naeem Park, Shahdara Town, Lahore	CNIC # 35202-9894227-5	Malik Zulfiqar Ali	514	178	-	693	514	178	-	693
212	Iftikhar Ahmad 1st Floor, H. # 1, St. # 50, Mian Muhammad Din Colony, Bhagbanpura, Behind Mazar Madhu Lal Hussain	CNIC # 35201-1541056-3	Mohammad Haneef	-	-	-	-	217	411	-	628

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
213	Muhammad Afzal H. No. 14, Bungalow No. 10, Sargodha	CNIC # 38403-9757956-7	Muhammad Akram	359	143	-	502	359	143	-	502
214	Muhammad Yaseen Gulfashan Chowk Jhang Road, Near Chaudhary Corp.Faisalabad	CNIC # 33100-7974885-3	Muhammad Hassan	339	163	-	502	339	163	-	502
215	Liaqat Farooq Butt Suite No. 2, 1st Floor, Wahid Chamber,Liberty Market, Gulberg-II, Near Sooneri Bank,Lahore	CNIC # 35202-3640470-1	Sardar Butt	523	160	-	683	523	160	-	683
216	Muhammad Asif 12-Commercial Zone,Liberty Market, Gulberg, Lahore	CNIC # 34201-7288194-7	Haji Muhammad Azam	492	203	-	694	492	203	-	694
217	Asif Mehmood Ch Taj Chowk, Corner Ahmed Pur Lamma Road, Baipass Road, Sadiqabad, Rahim Yar Khan	CNIC # 31304-2066743-9	Mehmood Hussain Adil	-	-	-	-	352	166	-	518
218	Chaudhry Abid Ur Rehman Block 12/C, Suite No. 3, Jinnah Super Market, F-7 Markazis lamabad	CNIC # 61101-8431746-1	Ch Abdul Razzaq	535	242	-	777	535	242	-	777
219	Imran Sarwar Shop F1,F2,F3, Block No. 13-D, Karim Square, Gulshan-E-Iqbal,Karachi	CNIC # 42201-5016174-3	Mohammad Sarwar Khan	402	155	-	557	402	155	-	557
220	Abid Nazir 172, Al-Hadeed Market, Misri Shah, Lahore	CNIC # 35202-2511398-5	Muhammad Nazir	449	189	-	638	449	189	-	638
221	Ch Khuram Shah Nawaz D.C.Road, Batala House, Jinnah Street, Gujranwala	CNIC # 34101-2458031-5	Shah Nawaz Chaudhry	415	205	-	620	415	205	-	620
222	Azher Hashim The Forum No.409, 4th Floor, G-20, Khayaban-E-Jami, Block 9,Clifton, Karachi	CNIC # 42301-0949590-9	Mirza Abool Hashim	-	-	-	-	276	446	-	722
223	Mian Andleeb Hussain Building Lahore Warehouse,Saddique Akbar Road, Mian Park,Industrial Area, Near Railway Steel, Shop Lalpul, Mughalpur,	CNIC # 35202-7635655-1	Mian Massem Malik Aster	335	169	-	504	335	169	-	504
224	Khalid Munim Abbasi 110-A, Lytton Road, Lahore	CNIC # 35202-9607989-7	Muhammad Munim Abbasi	447	206	-	653	447	206	-	653
225	Adil Karim Shop # 5-6-7, Main Bazar, Hazrat Data Gunj, Bukhsh, Lahore	CNIC # 35202-9551373-7	Mian Karim Bukhsh	295	275	-	571	295	275	-	571
226	Mahru Arif Ali 55-Shahjamal, Lahore	CNIC # 35202-6248334-8	Mir Wajid Ali	595	262	-	857	442	262	-	704
227	Muhammad Adeel Malik 145-Ferozepur Road, Lahore	CNIC # 35202-1391332-1	Malik Hamid Jan	227	325	-	552	227	325	-	552
228	Muhammad Wajahat Naeem Abdul Qayum Road, Badami Bagh,Near New Awami Kanta, Lahore	CNIC # 35202-7902068-1	Naeem Ud Din	478	166	-	644	475	166	-	642
229	Mirza Naveed Kamran 17-A-1, Pia Society, Commercial Area, Lahore	CNIC # 35201-2773624-9	Mirza M Shafiq	518	207	-	725	518	207	-	725
230	Muhammad Arif Shop # 25, Plot # 4, Niazi Market, Ravi Link Road, Lahore	CNIC # 21203-9846041-5	Manzar Hussain	-	-	-	-	347	319	-	666

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
231	Mohammad Aamir Iqbal 10 Jail Road Near Al-Shafa Hospital, Faisalabad	CNIC # 33100-0930986-9	Ch Mohammad Iqbal	427	157	-	584	425	157	-	582
232	Farhan Akhtar Ahad Arcade, 5-C/3, Shop No. 1, Liberty Market, Gulberg-III, Lahore (Gk)	CNIC # 35202-5838353-9	Akhtar Rasool Ch	454	176	-	630	454	176	-	630
233	Alim Raza Admin Department, Plot # C-64, Sector 32/A, Zia Colony, Korangi Industrial Area, Karachi	CNIC # 42201-1273065-1	Muhammad Mumtaz Hussain	228	297	-	525	241	510	-	751
234	Abdul Jabbar Afridi Yousaf Chowk, Sargodha Road, Near Sngpl P.O., Faisalabad	CNIC # 21201-1115560-3	Gul Anwar Afridi	314	200	-	514	314	200	-	514
235	Abdul Rasheed Mughal House No. 87, Shahrah-e-Quaid-e-Azam, Lahore	CNIC # 35202-3043882-7	M Ghulam Nabi	-	-	-	-	267	262	-	529
236	Atta Mohyudin P-134, Kutchery Bazar, Faisalabad	CNIC # 33100-1034601-1	Muhammad Shafi	475	170	-	645	475	170	-	645
237	Syed Mohammad Arif B-523, Bangoria Town, Block-2, F.B. Area, Karachi	CNIC # 42101-1708868-3	Syed Imarat Hussain	483	168	-	651	483	168	-	651
238	Asad Tanveer Shop # 4, Neelam Market, Kashmir Raod, Saddar, Rawalpindi	CNIC # 37405-0331333-1	Tanveer Ahmed	481	239	-	720	481	239	-	720
239	Daman Tanveer Shop # 4, Neelam Market, Kashmir Road, Saddar, Rawalpindi	CNIC # 37405-0355259-7	Tanveer Ahmed	623	552	-	1,175	623	552	-	1,175
240	Fatima Aamir 7-Adeel Apartments, Block-G, Near Nagina Square, North Nazimabad, Karachi	CNIC # 42101-1610140-8	Mohammad Amir Qamar	451	181	-	631	451	181	-	631
241	Syed Wajid Hussain Eid Gah Chowk, Bahawalpur	CNIC # 31202-8929343-7	Syed Mushtaq Hussain Shah	409	177	-	587	409	177	-	587
242	Naveed Shop No. 15, Park View Apartments, Near Usmania Restaurant, Gulshan-e-Iqbal, Karachi	CNIC # 42201-0565616-5	Abdul Razzaq	514	182	-	696	514	182	-	696
243	Usman Saeed Shop No.49, Rehman Market, Farooq-e-Azam Bazar, Near Shah Jamal Market, Lahore	CNIC # 35202-2387461-7	Mohammad Saeed	473	165	-	638	473	165	-	638
244	Seyd Tanveer Altaf Engineering Department, House # 5-A, Street # 13, F-8/3, Islamabad	CNIC # 35202-2486357-9	Syed Altaf Hussain	593	296	-	889	593	296	-	889
245	Rana Shahbaz Hussain Jafri Sakhi Aitabar Shah, New Sarafa Bazar, Near Sakhi Aitbar Shah Darbar, Sialkot	CNIC # 34603-2285736-5	Nisar Abid	473	189	-	661	473	189	-	661
246	Shomaila Ahmed 508, 5th Floor, Park Avenue, Shahrah-e-Faisal, Karachi	CNIC # 42201-6624633-2	Shakeel Ahmed	338	174	-	513	338	174	-	513
247	Arsalan Perwaiz A-08, 2nd Floor, Khursheed Plaza, SB-33, Block-13-C, Gulshan-e-Iqbal, Karachi	CNIC # 42201-8179948-9	Perwaiz Akhtar Siddiqi	344	197	-	541	342	197	-	539
248	Jahanzeb Plot # 5-E, 3rd Floor, 8th Lane, Zamzama Commercial, Phase-5, DHA, Karachi	CNIC # 41103-6828598-1	Jam Mohammad	392	122	-	514	392	122	-	514

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
249	Sufian Zahid 20-A/III, Peoples Colony # 01, Faisalabad	CNIC # 35202-9313503-9	Zahid Hassan Khawaja	-	-	-	-	352	284	-	637
250	Ashfaq Ali Mehboob Center, Shop # 2, 4, Hameed Khan Road (Dhok Khaba), Chaklala Road, Rawalpindi	CNIC # 37405-8145650-9	Ilam Deen	399	158	-	557	399	158	-	557
251	Abdul Ghani Saqib Nizampura Road, Kasur	CNIC # 35102-9350320-3	Ali Muhammad	467	162	-	629	467	162	-	629
252	Tanveer Sajjad Habib Shaheen Complex, Dr. Ziauddin Ahmed Road, Head Of Training 4th Floor, Karachi	CNIC # 38302-2561914-6	Sajjad Habib Ullah	434	191	-	625	432	191	-	623
253	Taimoor Afzal 25-Old Maywa Mandi, Opp. Domoria Pull, Lahore	CNIC # 35202-5213020-1	Chaudhry Mohammad Afzal	525	179	-	704	525	179	-	704
254	Muhammad Adnan 357-H, Jahanzaib Block, Allama Iqbal Town, Lahore	CNIC # 35200-1502018-7	Ehsan Ul Haq	437	154	-	591	437	154	-	591
255	Muhammad Saleem Rajput Shop # 1, Plot # 10-C, St-A, Sabah Commercial, Phase-5, Extention DHA, Karachi	CNIC # 45504-1128387-9	Fazal Ur Rehman	362	162	-	525	361	162	-	524
256	Massroor Ul Hassan Tipu Pma Link Road, Mandian, Abbottabad	CNIC # 13101-4270856-1	Muhammad Hussain	476	180	-	655	476	180	-	655
257	Salman Ahmed Suite # 306, 3rd Floor, Aamir Trade Centre, 233/1-A, Block # 2,P.E.C.H.S., Near Allah Wali, Karachi	CNIC # 42101-4486608-5	Abdul Aleem	470	179	-	649	470	179	-	649
258	Syed Imran Akhtar Shah Sales & Marketing Department, D-22/1, Block # 4, KDA Scheme # 5, Kehkashan Clifton, Karachi	CNIC # 35201-1302264-7	Syed Akhtar Ali Shah	459	541	-	1,000	459	541	-	1,000
259	Muhammad Aslam District Court, F-8 Markaz, Islamabad	CNIC # 61101-9975899-9	Muhammad Habib	-	-	-	-	244	297	-	540
260	Kamran Nazir C-146, Sector # F, Mehran Town,Near Korangi Industrial Area, Karachi	CNIC # 42201-8608404-1	Nazir Ud Din	-	-	-	-	327	263	-	590
261	Muhammad Ishfaq Lg-15,Zainab Tower, Model Town, Linkroad, Lahore	CNIC # 35202-8062966-9	M Yaqoob	248	207	-	455	253	270	-	523
262	Muhammad Aslam Off .19, Mezzanine Floor, Decentgarden, Block-Y, G Johar, Karachi	CNIC # 35202-6656147-3	Masood Ul Haq Siddiqui	587	214	-	801	587	214	-	801
263	Raja Muhammad Rafiq Mz-1, Mezzanine Floor, Plot 740-C, Block-2 ,Pechs, Karachi	CNIC # 37405-6594087-7	Raja Mahboob Sultan	466	133	-	599	466	133	-	599
264	Mohammad Yousaf Address: House # 1169, Ibn-e-Sina Roadg-9/2, Islamabad	CNIC # 61101-1927498-9	Muhammad Yaseen	732	251	-	983	732	251	-	983
265	Waseem Ahmad 37-Fruit & Vegetable Market, Jhang Road, Faisalabad	CNIC # 33100-3470946-3	Abdur Rashid	829	391	-	1,221	815	391	-	1,206
266	Amjad Habib Oberoi Office # 1, 4th Floor, Plot # 12-C,10 Commercial Street, Zamama, Phase V, D.H.A., Karachi	CNIC # 35202-2469286-1	Sheikh Habibullah	-	-	-	-	725	338	-	1,063
267	Mir Arif Ali Creative Art Studio Global Press, Head Office, 55-Shah Jamal Colony, Lahore	CNIC # 35202-8534336-5	Mir Wajid Ali	1,572	356	-	1,928	1,422	356	-	1,778

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
268	Hussain Sabri Shop # 456, Block A, Super Market, F-6 Markaz, Islamabad	CNIC # 61101-4751048-1	Mohammad Hussain	279	529	-	808	94	529	-	623
269	Ejaz Hussain : 82-A, St. # 16, Cavalry Ground Ext.,Lahore Cantt., Lahore	CNIC # 61101-1881046-5	Ghulam Abbas	874	776	-	1,650	874	776	-	1,650
270	Tamim Ahmad Ibne Rasa 192-D, Mohammad Ali Johar Town, Lahore	CNIC # 35200-1495185-7	Khairat M Ibne Rasa	801	312	-	1,112	801	312	-	1,112
271	Muhammad Shahbaz Sharif Al Faisal Market, Factory Area, Faisalabad	CNIC # 33100-2518861-1	Sheikh Muhammad Sharif	751	440	-	1,191	751	440	-	1,191
272	Saleem Muhammad Asif Market, Model Town Link Road, Lahore	CNIC # 35202-9301204-5	Muhammad Usman	720	387	-	1,106	720	387	-	1,106
273	Muhammad Nawaz Pindi Bypass, G.T. Road, Near Total Petrol Pump,Gurjanwala	CNIC # 34101-4107366-3	Shuja Ud Din	688	179	-	868	585	179	-	764
274	M Saeed H.No.9-A, St. No.70,Sector F-8/3, Islamabad	CNIC # 61101-7786931-1	M Zaman	943	454	-	1,397	943	454	-	1,397
275	Syed Nauman Khizar W.T.I. Engineering Department,1st Floor, E.F.U. Building, Jail Road, Lahore	CNIC # 35201-4499112-9	Syed Muhammad Yahya Khizar	524	167	-	691	521	167	-	687
276	Imran Raza 11-Shoe Market, Shahalam Gate, Lahore	CNIC # 35202-5801286-1	Sheikh Rehmat Ali	2,226	1,001	-	3,227	2,223	1,001	-	3,224
277	Usman Salim Khan 2.7 Korang Road, Off Murree Road,Bani Gala, Islamabad	CNIC # 61101-9841283-7	Javed Salim Khan	-	-	-	-	706	285	-	991
278	Liaqat Ali Raja Market, Shop # 1,2, Rail Bazar, Faisalabad	CNIC # 33100-4473440-7	Malik Nazar Muhammad	-	-	-	-	1,849	956	-	2,805
279	Mohammad Ishfaq 18-Haji Park, Block-B, Rehmanpura, Link Wahdat Road, Lahore	CNIC # 35202-9787059-9	Miraj Din	685	252	-	937	685	252	-	937
280	Syed Kashif Ahmed 3rd Floor, Office No. C-2, Abc Plaza,Opp. Masjid Baitul Mukaram, Block-B,Gulshan-e-Iqbal, Above Aga Khan Lab., Karachi	CNIC # 42101-1391865-9	Gazi M Ahmed	849	306	-	1,155	849	306	-	1,155
281	Bilal Ahmed Suite 3, 2nd Floor,Deuine Center, Defence Ghazi Road, Lahore Cantt,	CNIC # 33100-0783448-5	Zahoor Ahmed	480	156	-	636	480	156	-	636
282	Muhammad Siddique 108-N, Model Town Ext., Lahore	CNIC # 35201-1458638-1	Nizam Din	497	245	-	742	495	245	-	740
283	Mian Junaid Arshad 47-C-1, Agro Square, Shadman Market, Lahore	CNIC # 35202-2384945-9	Mian Muhammad Arshad	489	175	-	665	487	175	-	663
284	M M Jamil 225- Allama Iqbal Road, Dharrampura, Lahore	CNIC # 35202-2746609-9	Malik Jamal Din	-	-	-	-	431	278	-	708
285	Atta Ullah Dar Shop No. 62, Ghala Mandi, Mian Channu	CNIC # 36104-0404376-5	Muhammad Ismaile	468	179	-	647	468	179	-	647
286	Asad Gulzar Haji Gulzar Ali Workshop, R.C-4/180, Nabi Bux Road, Ranchor Line, Karachi	CNIC # 42301-1781173-7	Haji Gulzar Ali	406	121	-	527	406	121	-	527
287	Azam Ali 201-G, Liberty Plaza, Liberty Market,Gulberg-III, Lahore	CNIC # 35202-1195924-5	Nizam Din	497	190	-	687	497	190	-	687
288	Ajmal Mahmood Butt Sector F/3, Part-1, Jari Kas Road, Mirpur	CNIC # 81302-7716630-5	Mohammad Aslam	484	193	-	677	484	193	-	677

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
289	Qaiser Mansoor Room # A-15, 3rd Floor, Block-15, Gulshan-e-Iqbal, Shellazone Centre, Karachi	CNIC # 42201-7886815-3	Manzoor Ahmed	526	225	-	751	526	225	-	751
290	Asghar Khan Suit # B-13, Mezzanine Floor, Nagina Centre, Keamari, Karachi	CNIC # 42301-0962913-1	Abdul Qayyum Khan	495	171	-	666	493	171	-	664
291	Muhammad Amin Khan H # 169, Commercial Area, Phase-1, D.H.A., Lahore	CNIC # 35201-1568600-1	Abdul Rehman Khan	541	212	-	753	541	212	-	753
292	Syed Mohammad Farooq Plot # 108, Block # G-4, Wapda Town, Lahore	CNIC # 35202-3498984-7	Syed Safdar Hussain	470	208	-	678	470	208	-	678
293	Talqeen Ahmed R. # 1, Omer Centre, 96/E Allama Iqbal Road, Lahore	CNIC # 36502-7485342-5	Moin Ud Din	393	143	-	536	393	143	-	536
294	Humayun Anwar 12, 2nd Floor, Divine Centre, New Airport Road, Lahore Cantt., Lahore	CNIC # 54400-0488609-1	Muhammad Anwar Malik	384	178	-	562	384	178	-	562
295	Mohammad Rafiq Moti 24-C, Sunsat Lane-1, Phase-2 Ext, DHA, Karachi	CNIC # 42301-7847785-1	Mian Allah Bux	491	185	-	676	491	185	-	676
296	Mohammad Ahmad Ansari 99, CF-1/5, Clifton, Karachi	CNIC # 42301-7114769-3	Zillur Rehman Ansari	549	187	-	737	547	187	-	734
297	Jabbar Ahmad Computer Accessories Department, 31, Javed Plaza, Off. # 1, Blue Area, Mezzanine Floor, Islamabad	CNIC # 61101-2716573-5	Abdul Majid	450	190	-	640	450	190	-	640
298	Abdul Qadir Musani Shop No. 3, Ground Floor, Al Hamad Mansion Univeristy Road, Gulshan-e-Iqbal, Opp. Batul Maqaram M., Karachi	CNIC # 42101-1847189-9	Abdul Razzaq Moosani	465	244	-	709	465	244	-	709
299	Naveed Ahmed 5/A, P Block, Gulberg Ii, Next To Mobilink House, M.M. Alam Road, Lahore	CNIC # 35202-2648398-5	Ch Ghulam Hussain	394	155	-	549	394	155	-	549
300	Iftikhar Tahir Manohar Street, Nicholson Road, Opp. Shobra Hotel, Lahore	CNIC # 35202-4290442-9	M Aslam Tahir	536	92	-	628	536	92	-	628
301	Jaffer Raza Tb Hospital Road, Office No. 1787/5, Near Mira Flour Mills, Dehli Gate, Multan	CNIC # 36302-6796154-3	Talib Hussain	393	123	-	516	393	123	-	516
302	Amjad Ali Shaida 318, 3rd Floor, Eden Centre, Jail Road, Lahore	CNIC # 35202-2733379-5	Mian Abdul Rashid	275	254	-	528	275	254	-	528
303	Muhammad Abbas Shop # 13, 101-Multan Road, Lahore	CNIC # 35202-8935577-9	Sheikh M Siddiq	473	302	-	775	473	302	-	775
304	Jawed Khan 48-F, Shop No. 3, 21-Commercial Street, Phase 2 Ext., DHA, Karachi	CNIC # 42301-8170435-3	Aziz Khan	440	162	-	602	440	162	-	602
305	Chaudhry Khurram Shehzad C/O Chaudhry Motors, Sialkotbypass Road, Betwwn Sunny Cng & Beacon House School, Gujranwala	CNIC # 34603-5138218-7	Ch Farzand Ali	741	258	-	999	741	258	-	999
306	Haroon Rasheed Sheikh 1357-Moota Singh, Main Roohi Road, 1/2-Km Badian Road, Lahore	CNIC # 35201-1126568-7	Rasheed Ahmad Sheikh	965	525	-	1,490	960	525	-	1,485



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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
307	Rahil Iqbal Shop # 1, Orangi Nala C Road, Near Ibrahim Ali Bhai School, Nazimabad # 2, Karachi	CNIC # 42201-0760336-9	Iqbal	-	-	-	-	505	295	-	800
308	Name: Javed Ali Khan Address: Plot # 926-927/C, Block-2, 1-Floor, Suite # 107, Mustafa Trade Centre, Tariq Road, Karachi	CNIC # 42201-0265087-3	Qadir Gul	454	153	-	607	451	153	-	604
309	Muhammad Zahid Flat No. 102, 1st Floor, Plot # 740-C, Block-2, Pechs, Tariq Road, Karachi	CNIC # 42101-7391493-7	Abdul Khatoon	390	141	-	531	388	141	-	529
310	Muhammad Ishfaq Imran Plot # 926-927/C, Block-2, 1-Floor, Suite # 107, Mustafa Trade Centre, Tariq Road, Karachi	CNIC # 42101-9494090-3	Muhammad Anwer	449	162	-	611	447	162	-	609
311	Muhammad Javed Suite No. 926/927-C, Block-2, Mustafa Trade Centre, Tariq Road, Karachi	CNIC # 54400-6992270-7	Ahmed Buksh	564	241	-	805	562	241	-	803
312	Mohammad Nawaz Suite No. 7, Plot No. 926, Block-2, Mustafa Trade Centre, Tariq Road, Karachi	CNIC # 35301-2015279-3	Ghulam Mohammad	443	187	-	630	442	187	-	628
313	Asadullah 1st Floor, Saeed Heights, Plot No. 901-902/C, Block 2, Pechs, Tariq Road, Karachi	CNIC # 34603-2337490-9	Khawaja Muhammad Sharif	555	243	-	797	553	243	-	796
314	Muhammad Yunus 1st Floor, Saeed Heights, Plot No. 901-902/C, Block 2, Pechs, Tariq Road, Karachi	CNIC # 35403-2665903-5	Wali Muhammad	443	193	-	636	442	193	-	635
315	Rizwan Kausar Niazi Marketing Deptt., 1st Floor, Nic Building, 63-Jinnah Avenue, Blue Area, Islamabad	CNIC # 61101-1764281-5	Molana Kausar Niazi	436	216	-	652	435	216	-	652
316	Imran Akram 27-28-A, Angoori Bagh Scheme No. 2, Shalimar Link Road, Lahore	CNIC # 35201-1345462-7	Muhammad Akram	397	116	-	512	396	116	-	512
317	Muhammad Aslam Suite No. 503, 5th Floor, Mustafa Trade Centre, Plot No. 926/927-Cblock-2, Pechs, Karachi	CNIC # 38201-1073944-1	Muhammad Akram	406	141	-	547	406	141	-	547
318	Izhar Ul Haq Main Ibrahim, Hyder Road, Korangi Greek, Karachi	CNIC # 34101-1150803-1	Anwar Ul Haq	1,583	487	-	2,070	1,583	487	-	2,070
319	Aftab Rabbani Al-Qaim Centre, Shorkot Road, Toba Tek Singh	CNIC # 33303-2613886-7	Ch Rehmat Ali	-	-	-	-	502	45	-	547
320	Javed Hameed Shop No. 25, Kaleem Market, Factory Area, Faisalabad	CNIC # 33100-0952797-7	Abdul Hameed	468	152	-	621	466	152	-	619
321	M Saeed Chaudhry Shop No. 53, Alfatah Market, Allama Iqbal Road, Railway Station, Lahore	CNIC # 35202-3392527-5	Ghulam Rasul Ch	495	134	-	630	495	134	-	630
322	Muhammad Munir 801, 8th Floor, Hussain Trade Centre, New Challi, Karachi	CNIC # 42201-8703092-9	Muhammad Siddique	-	-	-	-	503	305	-	808
323	Sowaba Shahzad Raiwind Road, Lahore	CNIC # 42301-1535061-4	Rana Tanveer	-	-	-	-	909	524	-	1,433
324	Jamil Ur Rahman 3-College Road, F-7/3, Islamabad	CNIC # 61101-1924186-1	Habib Gull	-	-	-	-	488	351	-	839

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
325	Muhammad Atiq Shamsi Room No. 305, 3rd Floor, Jj Centre, Jodia Bazar, Karachi	CNIC # 42101-9591169-5	M Sharif	495	201	-	695	494	201	-	695
326	Laiq Ahmed 147/2, Saba Avenue, Phae-Vi, D H A, Karachi	CNIC # 42101-7970968-1	Haji M Shafi	-	-	-	-	451	229	-	681
327	Arshad Ali Khan Clifton Pride, Jinnah Ave, Bl-2, Clifton, Main Khy-E-Sadiq, Karachi	CNIC # 42301-5052989-1	Ainuddin Khan	533	241	-	773	533	241	-	773
328	Syed Sajid Ali General Banking, Z-111-112, Tipu Sultan Road Branch, Adam Jee Nagar, Karachi	CNIC # 42201-7325186-5	Syed Moid Ali	346	174	-	520	346	174	-	520
329	Ali Raza Cheema Jaranwala Road, Khurrianwala, Faisalabad	CNIC # 33100-3794977-7	Shaukat Ali Cheema	-	-	-	-	424	267	-	691
330	Malik Shahid Iqbal 15-A, Industrial Estate, Multan	CNIC # 32102-8149204-5	Malik Faiz Muhammad	457	136	-	593	457	136	-	593
331	Nawab Jam Saleem Ali F-61/4, Block-4, Clifton Karachi	CNIC # 42301-3496663-3	Jam Sadiq Ali	495	125	-	620	495	125	-	620
332	Sardar Ahmed Nasir Mehran Estates, B-2, Mezzanine Floor, Dr. Daud Pota Road, Cantt. Station, Karachi	CNIC # 42201-8970966-5	Muhammad Ibrahim	797	319	-	1,117	797	319	-	1,117
333	Walid Trading Deptt., 107 Business & Finance Centre, I.I Chundrigarh Road, Karachi	CNIC # 42201-0627300-9	Haji Abdul Karim	362	141	-	503	362	141	-	503
334	Rashid Qamar Room No. 411, Trade Tower, Abdullah Haroon Road, Karachi	CNIC # 42201-5201049-9	Qamar Uddin	417	110	-	527	417	110	-	527
335	Muhammad Ahsan Malik Office No. 1 & 2, Block No. 15, Bhattai Road, F-7 Markaz, Islamabad	CNIC # 61101-1951868-5	Maqsood Ahmad Malik	386	296	-	683	386	296	-	683
336	Khurram Malik Corporate Sales-South Department, K & N's Centre, Plot # 160, Bangalore Co-Operative Society, Shahrah-E-Faisal,	CNIC # 42000-5953822-5	Javed Malik	547	182	-	729	547	182	-	729
337	Shahid Amir 99-B3m.M Alam Raodgulberg lillahore	CNIC # 35202-7353848-7	Muhammad Mukhtar	450	219	-	669	450	219	-	669
338	Syed Muhammad Nasir Raza Rizvi Group Finance Deptt., 9th Floor, Nic Building, Abbasi Shaheed Road, Karachi	CNIC # 42101-1739755-1	Farzand E Raza	358	157	-	516	358	157	-	516
339	Chaudhry Abdul Quddous Main Tainery Road, Behar Colony, Karachi	CNIC # 42301-8414292-5	Ch Nazir Hussain	473	156	-	629	473	156	-	629
340	Mehfooz Ahmad Shop . 4, Basement Ismail Plaza, Satyana Road, Faisalabad	CNIC # 33100-9229355-3	Muhammad Saddiq	-	-	-	-	531	461	-	992
341	Mian Tanveer Asif House # 10, Street # 4, Mian Mir Upper Mall Scheme, Lahore	CNIC # 35201-7547533-1	Mian M Mushtaq	484	170	-	654	484	170	-	654
342	Atif Shaukat Iqbal Near Joura Pul, Harbanspura Road, Lahore Cantt., Lahore	CNIC # 35201-0402448-3	Shaukat M Iqbal	441	125	-	566	441	125	-	566
343	Athar Kamran Mir H. No. H-346, Inside Mochi Gate, Lahore	CNIC # 35202-8172612-1	Mukhtar Ahmad Tariq	479	284	-	763	479	284	-	763

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
344	Raja Mohammad Tariq Shop # 11, Mehreen Centre, Plot # 10-A, Block-2, Clifton, Karachi	CNIC # 37401-4151088-1	Raja M Ashraf	406	108	-	514	406	108	-	514
345	Name: Muhammad Salman Saeed Address: Railway Road, Sahiwal	CNIC # 35200-9590851-7	Haji Muhammad Saeed	-	-	-	-	662	524	-	1,186
346	Muhammad Sidiq Mughal Basement Capital Book Depo, F-20, Islam Plaza, G-9 Markaz, Islamabad	CNIC # 61101-6769792-5	Muhammad Ibrahim Mughal	562	229	-	791	562	229	-	791
347	Farhan Aijaz C-429, National Auto Plaza, Marston Road, Karachi	CNIC # 42201-0420351-9	Aijzuddin Qureshi	491	124	-	615	491	124	-	615
348	Munir A-5/B-1, S.I.T.E., Karachi	CNIC # 42201-0588126-3	Abdul Razzaq	620	330	-	950	620	330	-	950
349	Qasim Ali Shah Plot # 931, Sector 4/F, Bujli Nagar, Orangi Town, Near Madina Masjid, Karachi	CNIC # 42000-6843871-3	Bunyad Ali Shah	518	240	-	757	518	240	-	757
350	Minhaj Ul Islam Sabri Creat /Strategy Deptt ,Dunya Tv Off ,8-Aabbot Rd , Nr Ptv H Q ,Lahore	CNIC # 35201-9856459-1	Meraj Ul Islam Sabri	490	144	-	634	490	144	-	634
351	Adam Budhani Suite No. 3, Noman Arcade, Sir Shah Suleman Road, Block 14, Gulshan-E-Iqbal, Karachi	CNIC # 42000-0364832-3	Muhammad Budhani	437	140	-	577	437	140	-	577
352	Arshadullah Khan 8-C, Block 6, Pechs, Karachi	CNIC # 42301-3365796-3	Matiullah Khan	572	216	-	789	572	216	-	789
353	Muhammad Naveed Shop # 2 E 18/5, Khayaban-E-Jami Clifton, Near Furniture For You	CNIC # 42201-0552784-7	M Naseem	473	100	-	573	473	100	-	573
354	Nooruddin B-50, Block R, North Nazimabad, Karachi	CNIC # 42101-5810172-5	Rajab Ali	-	-	-	-	508	343	-	851
355	Kashif Riaz Chaudhry Suite . 7, 2nd Floor, Latif Chamber, Aabpara, Islamabad	CNIC # 37405-9355170-5	Riaz Ahmed Chaudhry	-	-	-	-	353	188	-	541
356	Mallick Muhammad Nasir Jamal Suite No. 811, 8th Floor, Park Avenue, Main Shahrah-E-Faisal, Pechs, Block 6, Karachi	CNIC # 42101-1728048-1	Muhammad Suleman	414	186	-	600	414	186	-	600
357	M Kashif Hussain Suite # 2-18, 2nd Floor, Glass Tower, Clifton Karachi	CNIC # 42101-6285820-3	Intezar Hussain	365	167	-	532	365	167	-	532
358	Muhammad Hussain Moosa Mezzanine Floor, Shafi Chamber, Club Road, Karachi	CNIC # 42101-0377088-7	Hassan Ali Moosa	432	146	-	578	432	146	-	578
359	Abdul Ghaffar, Khara Road, Kasur	CNIC # 35102-8309486-5	Hakim Ali	355	718	-	1,073	363	1,050	-	1,413
360	Shahid Ali Sheikh, 14-Egerton Road, Lahore	CNIC # 35201-7719812-3	Rehmat Ali	-	199	-	199	-	572	-	572
361	Ghalib Javed, Plot # 364, Sector # 7-A, Korangi Indus. Area, Karachi	CNIC # 42301-1080239-5	Javed Iqbal	19	263	-	282	19	555	-	573
362	Abid Ali, 908-909, 9th Floor, Business Plaza, Mumtaz Hassan Road, 32426287-88 Karachi	CNIC # 42201-2909766-3	Muhammad Aslam	-	295	-	295	-	667	-	667
363	Yusuf Babar Jan, 43-C, Mezzanine B, 27th Street, Tauheed Commercial Area, Phase-V, Dhakarachi	CNIC # 42201-4773275-3	Nasim Alam Khan	-	452	-	452	-	836	-	836
364	Qazi Fakhir Jamil, 3rd Floor, Uzma Court, Plot # Dc-3, Block-8, Clifton, Karachi	CNIC # 42301-5762044-5	Qazi Jamil Javed	-	182	-	182	-	641	-	641

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
365	Ghulam Muhammad Sikander, Federal Service Tridunal Deptt.,45-C, J-Block, Gulberg-II, Near Firdous Market Lahore	CNIC # 35202-0227506-1	Haji Muhammad Ibrahim	174	321	-	495	174	434	-	609
366	Sarfaraz Butt, H # 1787/56, T.B. Hospital Road, Mohalla Iqbal Nagar, Multan.	CNIC # 36302-2514275-1	Abdul Hameed Butt	368	191	-	558	368	179	-	547
367	ASHFAQ ALI-0047, 139 Safari Villas Behria Town	CNIC # 35202-9100700-9	Muhammad Aslam	383	173	-	555	383	148	-	531
368	Maryam Sheikh-0148, House No 433, Street 7gulraiz Housing Societyrawalpindi(0345-	CNIC # 61101-1890484-2	Sheikh Sadaqat Ali	384	148	-	532	384	127	-	511
369	Muhammad Naeem Younus-0082, House # M-1735, Khanna Road, Amarpura, Rawalpindi	CNIC # 37405-3857588-9	Muhammad Younus	384	147	-	531	384	126	-	510
370	Muhammad Arshad-0066, H#18, Street # 2, Feroqia Colony, Multan Road ,Lahore	CNIC # 35202-0186047-3	Muhammad Ubrahim	391	131	-	522	391	112	-	503
371	Nadeem Saleem (Mr)-0046, House#161, Sannat Nagar Atta Muhammad , Outfall Road ,Lahore	CNIC # 35202-2931208-5	Saleem Ud Din	398	121	-	519	398	104	-	502
372	Azam Ali-0091, Flat # K-103, Haroon Royal City, Phase-II, Block 17,Gulistan	CNIC # 42201-5622942-1	Moazzam Ali	403	193	-	596	403	165	-	568
373	Muhammad Sadique Butt-0081, Islam Nagar Gujrat	CNIC # 34201-1705317-7	Abdul Aziz	409	107	-	516	409	91	-	501
374	Mehboob Ali Khan, Flate No 803/2 Oyste R View Towers 8th Floor Clifto	CNIC # 71502-8143743-9	Sana Khan	412	152	-	564	412	130	-	542
375	Ammar Sikander-0141-01910030, H# Bv568 Moh Ratela Mandi Hazro Distt	CNIC # 37101-5322860-3	Sikandar Hayat Qureshi	413	113	-	526	413	97	-	510
376	Tariq Hameed-0006, H#13 St#17 Mohalla Pak Nagar Akram Road Kachu Pura Lahore	CNIC # 35202-0517231-5	Abdul Hameed	413	168	-	581	413	144	-	557
377	Wazir Zada-0148, Flat No: 1 1st Floor,Irfan Plazamain Double Road,F-10 Mkz Is	CNIC # 17201-3071453-9	Khan Zada	417	145	-	562	417	124	-	541
378	Mohammad Amin-0083, H No Cb-2214 St No 7 Mohallah Ghazi Abad Rawalpindi	CNIC # 37405-9161464-3	Mohammad Ashraf	418	186	-	604	418	159	-	577
379	Aslam Khan-0098, Japan Electronics20 Ground Floor, Aneeq ArcadeI-8 Markaz,IsI	CNIC # 17301-7584095-1	Misri Khan	418	193	-	611	418	165	-	583
380	Mohammed Imtiaz-0018, D-5, Husain Hazari Goth, Gulsh	CNIC # 42501-9725732-7	Ghulam Muhammed	418	115	-	533	418	98	-	517
381	Muhammad Arif-0028, St#3 Javed Colony Ch Ungi Amar Sadhu	CNIC # 35202-7302754-3	Shahb Din	419	156	-	575	419	134	-	552
382	Abdul Hameed Khan-0020-15510212, B 469 B Ahmedabad Colony North	CNIC # 42000-0412217-5	Fazal Khan	419	-	-	419	419	85	-	504
383	Adeel Khan-0026-01916191, House# A261 Latif Plaza B1-6 G	CNIC # 42201-3282632-7	Aqeel Khan	421	-	-	421	421	97	-	518
384	Gohar Zaman Khan-0035, House#81-B,Street#26,F-11/2 Islamabad.	CNIC # 61101-8513955-3	Muhammad Aslam Khan	423	94	-	517	423	81	-	503
385	Muhammad Hamid Ali, H # 350/0, Gali # 2 ,Peshawar Road ,Moh Muhammad Abad Chour	CNIC # 37405-6592843-7	Chaudhry Abdul Wahid Javid	423	59	-	482	423	100	-	523
386	Riaz Hussain, Kho Rakho Wala Kho R Akho Wala Kalar Wali Po Khas J Atoi	CNIC # 32302-6623039-3	Ghulam Hussain	-	-	-	-	424	82	-	506
387	Atlas Khan-0128-01950016, House # 785, Pir Bukhari Colon	CNIC # 42000-5536749-1	Mir Jahan	425	-	-	425	425	86	-	511
388	Tariq Imran-0165, Near Bilal Masjid Gali # 6main Street Mohallaha Jinaha Townk	CNIC # 31301-4998179-5	Ehsan Ahmed	429	153	-	583	429	131	-	561

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
389	Muhammad Ajmal-0075, H#187,Khayaban-E-Sarwar,Dera Ghazi Khan	CNIC # 32102-9323825-7	Muhammad Saeed	430	148	-	578	430	126	-	556
390	Barkat, Ali-0066, Mushtaq, Ababd, Mohala Main Road, Manga Mandi, Lahore	CNIC # 35202-2176781-9	Nazir Ahmed	431	168	-	598	431	144	-	574
391	Muhammad Idress Khan, Appt # 301, Plot # 25-C, 12 Th Bader Comm. Street, Ph-V, D.H.A	CNIC # 42301-0879732-7	Haji Muhammad Khan	431	84	-	515	431	72	-	503
392	Muhammad Ayub-0120, Mohalla Tehera, Vill: P. O. Nara, Teh: Jand Distt: Attock	CNIC # 37104-0998180-1	Ghulam Habib	432	110	-	543	432	95	-	527
393	Muhammad Mukhtiar, Mujahid House St#03 Mohallah Safiabad Pak Pattan	CNIC # 36402-5699726-9	Taj Muhammad	433	150	-	583	433	129	-	562
394	MUSLIM COTTON MILLS (PVT) LTD-, A/1-A-1 Textile Avenues. I.T.E, Karachi	CNIC # 42201-0588126-3	Abdul Razzk	434	140	-	574	434	120	-	554
395	Zaka Ullah-0116, Chak#111/7-Rchichawatni	CNIC # 36501-4019593-7	Fazal Ali	435	123	-	557	435	105	-	540
396	Ahmed Qasim-0004, House No. B-512 Madina Blessing Block No. 10-A Gulshan-E-Iqbal	CNIC # 42201-9560562-9	Kasim Ahmed	436	91	-	526	436	78	-	513
397	Chaudhry Zulfiqar-0148, House No 3, St 16f-8/3 Islamabad	CNIC # 61101-2496047-3	Chaudhry Waris Ali	436	177	-	613	436	152	-	588
398	Bilal Aftab Ahmad Khichi-0038, Shahtab Garh, Post Off-Khas, Tehsil Mailsee, Distt-Vehari.	CNIC # 36602-9725577-1	Aftab Ahmed Khan Khichi	437	90	-	527	437	77	-	515
399	Muhammad Ashraf Jillani-0116, Chak No. 180/9-Lchichawatni 040-5342040	CNIC # 36501-1794419-7	Ghulam Jillani Khan	439	86	-	524	439	73	-	512
400	Khair Muhammad Samoo-0163, House # 352 Paf Bas E Korangi	CNIC # 42000-7538659-3	Allah Dino	443	105	-	548	443	90	-	533
401	Raza Mohammad-0016, H No B1blk 1 Chapal Suncity Bandlows Blk 1 Gulzar-E-Hijri Sc	CNIC # 43102-5417050-5	Qalander Bux	444	93	-	537	444	79	-	524
402	Tech Pacific-0063, Suit # 3, 3rd Floor, Al-Hafeez Centre, Gulberg Iii, Lahore.	CNIC # 35202-7485341-5	Fateh Muhamamd Bhatti	445	102	-	547	445	87	-	532
403	S.M Imran Saeed Qazi-0018-15501119, C-350 Blk 1 Gulistan-E-Johar M	CNIC # 42201-4804301-3	Syed Mohd-Ul-Hassan Qazi	445	234	-	679	445	94	-	539
404	Muhammad Imran-0100, House # E-23, College Road, Opposite askari Bank, Rawalpindi.	CNIC # 37405-3743054-7	Muhammad Majeed	446	114	-	561	446	98	-	544
405	Muhammad Ayub-0082, House#Cb-240 Lala Zar Wah Cantt	CNIC # 37406-1646723-5	Samandar Khan	448	117	-	565	448	100	-	548
406	Mujeeb Khan-0018-15510173, Falak Naz Plaza Flat # 716 Mai	CNIC # 42201-2411475-3	Ashiq Ali Khan	448	-	-	448	448	57	-	505
407	Muhammad Ramzan-0009, E-173 Defence View Phase Ii Karachi	CNIC # 41303-1492513-5	Dawood Khan	449	96	-	544	449	82	-	531
408	Hazrat Ghani-0021-17300098, H.No. Cvi-525, Street No. 5, N	CNIC # 42301-4309369-7	Rehmat Ghani	449	-	-	449	449	68	-	517
409	Khuram Shehzad Sadiq-0038, Sadiq House No.1capri Street, Jallilabad Colony, Multan	CNIC # 36302-8656663-5	Muhammad Sadiq	449	102	-	551	449	87	-	536
410	Ahmed Raza Aftab-0010, R-161 Bl-F Gulshan-E-Jamal, Kar	CNIC # 35303-2094888-5	Aftab Ahmed	451	65	-	517	451	56	-	507
411	Amjad Pervaiz-0041, 144-F Usman Park Gulshen Ravi Lahore	CNIC # 35202-9864339-9	Pervaiz Akhter	452	189	-	641	452	162	-	614
412	Muhammad Asif-0063, H#87-B Gulbahar Town Block -D.G.T Road Lahore	CNIC # 35201-7373767-5	Sheikh Muhammad Rafique	452	184	-	636	452	157	-	609

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
413	Zahid Hussain-0018, A-1653 Phase I Gulshan-E-Hadee	CNIC # 42501-3110423-1	M.Suleman	407	121	-	528	452	103	-	556
414	Fateh Muhammad-0085, P.O Box Dalla Bhadera, Teh:Christian Sisst: Bahawalnagar	CNIC # 31102-0621806-3	Sikander Ali	454	83	-	538	454	71	-	526
415	Mohammad Riaz-0083, Dn-418, St # 1 Sector 4 Amin Town Khayaban E Sir Syed Rawalp	CNIC # 61101-6158817-3	Mohammad Alam	454	150	-	604	454	128	-	583
416	S. Dildar Ali-0091, H# L-S-1, Street-9, Sector# 11-L, North Karachi, Karachi.	CNIC # 42101-4389863-7	S. Shan Ali	454	148	-	602	454	127	-	581
417	M. Asif Hyder-15502866-0023-0195286, B-23, Sharif Nagar Karimabad K	CNIC # 42101-0628967-7	Ghulam Hyder	458	-	-	458	458	63	-	521
418	Adeel-Ur-Rehman Qamar-0056, H # 21, 9f, Wah Cantt	CNIC # 37406-4602545-9	Qamar-Ud-Din	458	177	-	635	458	152	-	609
419	Humayun Rehman Siddiqi-0038, House No.46ward No.8Jalalabad Colonymultan	CNIC # 36302-9195616-7	Rehman-Ul-Hassan Zahid	458	96	-	554	458	82	-	540
420	Riaz Ahmad-0042-01910503, 5-C Shah Khawar Town Lahore Ca	CNIC # 35201-0248426-9	Ghulam Rasool	458	-	-	458	458	59	-	518
421	Sohbat Khan-0011, House No 62 Agra Taj Colony Go	CNIC # 54302-4666499-7	Abdul Karim	462	60	-	522	462	51	-	513
422	Jan Qadir-0004-01955573, Sc No 2-B Bukhari Colony Mango	CNIC # 17101-2249653-7	Haji Fazal Qadir	463	-	-	463	463	59	-	522
423	Ahmed Khan-0027-17300107, Flat # 001, Marina Elevation B	CNIC # 42301-7578783-9	Atta Muhammad	463	-	-	463	463	117	-	580
424	Qazi Tasawar Mehmood, Po Mehria	CNIC # 37201-7742645-3	Qazi Mehmood	-	-	-	-	463	82	-	545
425	Umar Hayat, Plot # 8-B,Basement,I-11/4, Near Lucky Kabana Restaurant,Isi	CNIC # 13101-2750149-1	Gul Zareen	464	195	-	659	464	167	-	631
426	Syed Muhammad Nafees-0026, House # B-4 Block-15 Gulstan-E	CNIC # 42201-8091224-9	S. M. Siddique	464	132	-	596	464	113	-	577
427	Saleh Muhammad-0017, House No 4370 Block A Street 1	CNIC # 42301-0919172-5	Charag Dad	464	42	-	507	464	36	-	501
428	Muhammad Nasir-0072, By Pass Chowk Ali Pur Roadtaranda Muhammad Panah	CNIC # 31302-8631432-5	Manzoor Ahmed	465	153	-	619	465	131	-	597
429	Zainab Bibi, H # 407	CNIC # 17301-2870603-6	Muhammad Asghar	466	51	-	516	466	104	-	569
430	Abdul Hameed-0018, Haji Wali Mohammad Goth, Malir	CNIC # 42501-1599826-5	Wodha	467	128	-	594	467	109	-	576
431	M. Ishaque-0014-01910826, H#.46, Dur M. Village Malir Ci	CNIC # 42501-0122615-1	M.Yaqoob	468	-	-	468	468	38	-	506
432	Kaiser Mahmood-0082, H#411 Street#25 Margalla Town Rawalpindi	CNIC # 61101-5401460-1	Shan Ali	468	132	-	600	468	113	-	581
433	Shahid Imran-0072, House No. 2, Hafiz Colony, Rahim Yar Khan.	CNIC # 31303-7644168-9	Muhammad Rafique	469	107	-	576	469	92	-	560
434	Ulfat Ali-0004-01910582, Flat No. E-5/4 Fahad Square Gu	CNIC # 42501-7169543-1	Muhammad Safdar	469	77	-	546	469	64	-	533
435	Sajid Ali-0147, House # 115, Street 6, Near Bilal Masjid, Golra Mor,Islamaba	CNIC # 61101-1883363-5	Muhammad Sadiq	470	195	-	666	470	167	-	638

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
436	Muhammad Tariq Khan-0035, House#11, Street#2, Gulberg Town Paf Chaklala Road Rawalpind	CNIC # 35102-5781177-1	Zahoor Ahmed	471	100	-	571	471	85	-	557
437	Jamil Ahmed Awan-0014, Fl#603 Bl-18/5/E Billys Hights	CNIC # 42301-3679046-1	Faiz Mohammad	471	67	-	539	472	58	-	530
438	Sheraz Khan-0036, 188-D Peoples Colony Faisalabad	CNIC # 33100-0741423-7	Mr. SHER ALI KHAN	473	110	-	583	473	94	-	567
439	Abdul Jabbar Khan-0028, Hno 1 Main Bazar Cha Tta Park Lajpat Road Shahdra	CNIC # 35202-3024991-5	Muhammad Ejaz Khan	474	82	-	557	474	71	-	545
440	Syed Majid Hussain Shah-0073, 351-Tariq Abadkhanewal	CNIC # 36103-1587888-9	Syed Nazir Ahmed Shah	476	121	-	597	476	104	-	580
441	Naeem Jan-0032, St/Mohallah Charanda Takal Payan Teh & Distt .	CNIC # 17301-1498760-9	Muhammad Sadiq	476	111	-	586	476	95	-	571
442	Kamal Khan-78-15500063-0010-1730001, H # 228/D Darea New Haji Com	CNIC # 42401-7221457-9	Shah Mehmood Khan	477	-	-	477	477	73	-	550
443	Shabir Ahmed Malik-0035, Flat#01,Street#04,Block 8/A,J-8/1 Islamabad.	CNIC # 36302-2248817-1	Malik Umer Baksh	477	121	-	598	477	102	-	579
444	Imran Khan-0150, Mamiampo Khaskallar Syedan	CNIC # 37402-2296981-7	Haji Sawar Khan	477	123	-	600	477	105	-	582
445	Mehmood Ali Khan, L-28, Sector 5c-4, North Karachi	CNIC # 42101-1854739-9	Mehboob Alam	480	154	-	634	480	132	-	612
446	Gul Hamid Khan-0035, House# 38,St#31,G-6/1-3 Islama	CNIC # 61101-4560911-5	Abdul Rehman Khan	480	80	-	560	480	69	-	549
447	Ulfat Ali-0004, Flat No. A-25/4 Fahad Square G	CNIC # 42501-7169543-1	Muhammad Safdar	481	77	-	558	481	66	-	547
448	Islamuddin Pirzada-0018-01910419, B-155 Block 13 D / 2 Gulshan-E	CNIC # 42201-1314463-1	Shahabuddin Pirzada	482	-	-	482	482	58	-	540
449	Muhammad Amjad-0018, D-5/16, Ground Floor, Rabia C	CNIC # 42201-1130545-1	Aleem Uddin	482	-	-	482	482	157	-	639
450	Tanveer Aziz Sheikh-0006, H#48 Abu Bakar Block New Garde	CNIC # 35202-2601398-1	Mian Aziz Ahmed Sheikh	483	78	-	561	483	67	-	550
451	Falak Sher-0006, H#8-B,Ansari Street#34,Shama P	CNIC # 272-78-728962	Ghulam Muhammad	483	132	-	616	483	113	-	597
452	Muhammad Naeem-0019, H.# C/454, St. # 1, Noorani Ba	CNIC # 42201-0557946-9	Muhammad Sarwar	483	100	-	583	483	85	-	569
453	Muhammad Usman Abdullah-0072, House#457/Biiii Block#1 Muhallah Noor Abadrahim Yar Khan.068	CNIC # 31303-1137448-9	Muhammad Abdullah	486	120	-	605	486	103	-	588
454	Abdul Rasheed Shahid-0041, H#132-H Block,Gulshan-E-Ravi,Lahore.	CNIC # 35202-8645413-5	Taggia Khan	486	89	-	575	486	76	-	562
455	Shafi Muhammad Solangi-0020, 52 C Flat # D 3 Carlton Court	CNIC # 45203-9078622-1	Mehmood Hussain	486	112	-	599	486	96	-	583
456	Abdul Waheed-0018, Flat # 26, 3rd Floor, Block A1	CNIC # 42201-9385197-1	Abdul Ghani	486	116	-	602	487	99	-	587
457	Muhammad Asif-0020-01911391, H # H 164 Area 37 B Landhi # 1	CNIC # 42000-0541417-9	Mohammed Ashiq	488	238	-	726	488	94	-	582
458	Aftab Ahmed, D-3/4 Maymar Appt Bl Ock # 13-B Gulshan-E-Iqbal .	CNIC # 42201-9782860-1	Abu Baker	488	93	-	581	488	80	-	568
459	Abdul Rauf-0004, House No. D-7 Memon Plaza Gard	CNIC # 52205-2898717-3	Ismail	488	62	-	550	489	53	-	542

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
460	Muhammad Muhstaq-0020-01911233, H # A 1019 Phase 1 Gulshan E H	CNIC # 42501-6653351-7	Muhammad Shabbir	489	-	-	489	489	45	-	534
461	Raza Ullah Khalidi, House#625, Sector 33-B, Korangi # 2-1/2 Karachi	CNIC # 36302-1242982-3	Hameed Ullah Khalidi	490	129	-	619	490	111	-	600
462	Ghulam Rabbani-0030, Flat# 03 2nd Floor P Hase-12 Street Bader Commercia	CNIC # 42201-2257746-5	Ch.Omer Hayt	490	88	-	578	490	75	-	565
463	Imran Ul Haq-0106, House#1511 Kamal Chowk Peoples	CNIC # 33100-3556661-3	Ikram-Ul-Haq	493	-	-	493	493	84	-	577
464	Shah Faraz Alam Baig-0018, L-84 Blk 3 Gulshan Iqbal Khi	CNIC # 42201-0543500-1	Shah Alam Baig	492	159	-	651	493	136	-	630
465	Syed Zaheer Abbas Naqvi-0037, H # 13 -G St # 21-A Mian Colony Nabi Pura Mughalpara Lhr	CNIC # 35201-8945999-3	Syed Arif Hussain Shah	494	86	-	579	494	73	-	567
466	Syed Ali Farhad Hashmi, D-86,Block-2,Cliftonkarachi	CNIC # 42301-7921161-1	Syed Ali Zahir Hashmi	494	61	-	554	494	91	-	585
467	Liaqat Khurram-0035, House 73, Street 59, I-8/3 Islamabad	CNIC # 61101-7405277-3	Ghulam Muhammad Khursheed	494	72	-	565	494	61	-	555
468	Muhammad Nazeer-0075, H#64,Block F,Dera Ghazi Khan	CNIC # 32102-5518180-1	Muhammad Bashir	495	187	-	683	495	161	-	656
469	RIZWAN AHMED, School Stop,Jhangi Syedan,Near Sultana Foundation ,Islamabad	CNIC # 61101-4176444-1	Hafiz Atiq-Ur-Rehman Qureshi	496	233	-	729	496	200	-	695
470	Syed Fahad Ahmed Rizwan-0005, B-86 Block-C North Nazimabad K	CNIC # 42101-7051011-9	Syed Rizwan Ahmed	496	92	-	588	496	79	-	575
471	Khurram Shahzad-0035, House#. 1/3-E,Street#. 5, G-7/2,Islamabad	CNIC # 61101-1135467-9	Abdul Quddus Mirza	496	132	-	628	496	113	-	609
472	Ejaz Hussain-0041, H # 9 St # 10 Mohallah Sukh Rustam Sohrab Factory Shahdra La	CNIC # 35202-6273787-7	Mushtaq Ahmad	496	163	-	660	496	140	-	636
473	Khawaja Iftikhar Hussain-0065, H#28,Nazim Abad Taj Pura Near Goal Ground Lahore	CNIC # 35202-3497712-3	Khawaja Manzoor Hussain	496	164	-	660	496	140	-	636
474	Raza Abbas-0037, H No.1 St No.6-A Qazi Park Shahdara Town Lahore	CNIC # 35200-1549709-9	Muhammad Boota	498	239	-	738	498	205	-	703
475	Jamshaid Ali-0032, Hajiabad, Near Eidgah, Old Kha	CNIC # 17201-2202157-7	Abdul Mateen Khan	499	77	-	576	499	66	-	565
476	SALMAN RAMZAN-0063, 20-+S11 Main Bazar Bibi Pak Daman Empress Road Lahore	CNIC # 35202-9469078-5	Ch Muhamam Ramzan	501	132	-	633	501	113	-	614
477	Rao Jawed Iqbal-0020, Flat# 4 Plot 29-C Street # 27	CNIC # 42101-7258112-5	Rao Abdul Latif	500	70	-	570	501	60	-	561
478	Abdul Rauf-0010-15500387, A-80,Block 9,Yaseenabad,F.B.Ar	CNIC # 42101-1717594-7	M.Haji Daood	504	34	-	537	504	81	-	585
479	Samson John-0010-01910085, Plot#8 Street#3 Metrowel Site#	CNIC # 42301-7013456-1	John Mubarik	505	-	-	505	505	99	-	604
480	Mumtaz Ahmed-0018-01955769, K-34 Noman Complex Gulshan-E-I	CNIC # 52203-5364225-9	Shakeel Ahmed	505	-	-	505	505	-	-	505
481	Kashif Meraj-0018, E-2, Ruknuddin Flats, F.B.Area	CNIC # 42000-5117844-7	Meraj Alam	507	165	-	672	507	142	-	649
482	Nawab-0020-01956269, Flat # D-13 Gulshan Complex Ph	CNIC # 52204-7209455-9	Gul Muhammad	507	-	-	507	507	57	-	564
483	Mr.Ahmed Khan-0021, Flat1008 Marina Elevation Bloc	CNIC # 42301-7578783-9	Atta Muhammad	507	-	-	507	507	-	-	507



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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
484	Muhammad Sohail-0021, R-873 Block 17 F.B Area Karach	CNIC # 42101-7671599-9	Muhammad Yasmeen	507	33	-	540	508	29	-	536
485	Rizwan Ilyas-0027-01912949, 375 Bahadurabad, Karachi.	CNIC # 42201-8235443-1	Muhamamd Ilyas	510	-	-	510	510	-	-	510
486	Abdul Majeed-0128, H # 19-C, Area Street # 18, Qayyumabad, Karachi.	CNIC # 54400-4668605-7	Abdul Raheem	511	82	-	593	511	70	-	582
487	Ahmed Mobile, Shop#20, Mehmood Arcade, Near Thana Kotwali, Hazoori Bagh Ro	CNIC # 36302-1426766-3	Muhammad Din	512	62	-	575	512	103	-	616
488	Rizwan Ilyas-0027, A-375, Bahadurabad, Khi.	CNIC # 42201-8235443-1	Muhamamd Ilyas	513	-	-	513	513	-	-	513
489	Syed Muhammad Saad-0027, B-4 Block-15, Gulistan-E-Johar	CNIC # 42201-1080999-1	Syed Muhammad Nafees	513	-	-	513	513	-	-	513
490	Muhammad Saleem-0041, H # 416 New Toheed Park Gulshen Ravi Lahore.	CNIC # 35202-2570492-1	Noor Muhammad	513	141	-	654	513	121	-	634
491	Nawab Sher-0103, H#214 Sector I, Sheikh Maltoon Town Mardan	CNIC # 16101-4073602-5	Noor Habib Jan	514	152	-	667	514	131	-	645
492	Kashif Khalid-0021, H.No.# B-347,Block-14, Gulista	CNIC # 42301-4642456-1	Khalid Pervaiz	515	53	-	568	515	45	-	561
493	Muhammad Khaleeq-0027, B-49, Block-2, Gulshan-E-Iqbal	CNIC # 42201-7722506-9	Muhammad Siddique	516	-	-	516	516	-	-	516
494	Fahim Raza-0018, A-28, Abdullah Tarace, Block 1	CNIC # 42201-5217387-9	Mohammad Suleman	516	67	-	583	516	57	-	573
495	Annas Humayun-0020, E-142 Block -7 Ghuls Han E Iqbal	CNIC # 42201-9720936-3	Muhammad Humayun Mirza	516	80	-	596	516	68	-	585
496	Zain-Ul-Hassan-0077, House # 290, Street # 2, Block # 2, Chichawatni0300-6902030	CNIC # 36501-0235962-3	Liaqat Ali	516	91	-	607	516	78	-	594
497	Waheed Ahmed Bajwa-0165, Nazir Bulding Material Storepatan Menar Roadrahim Yar Khan06	CNIC # 31303-5971361-9	Masood Ahmed	519	234	-	753	519	201	-	719
498	Muhammad Ashraf-0042-01915796, 353-Block G-1 Rehma N Pura	CNIC # 35202-7292473-3	Bashir Ahmad	519	185	-	704	519	159	-	677
499	Muhammad Mozzam Ali-0131, House # 1018,Street # 22,G-11/1, Islamabad	CNIC # 35102-3754517-5	Abdul Majeed	519	124	-	643	519	106	-	625
500	Muhammad Khalil Khan-0011, Flat # 56 Block-D-8-Rabia City	CNIC # 42501-5817309-7	Abdul Ghani Khan	519	14	-	533	519	12	-	531
501	Akhtar Munir-0103, H# 272 Din Bahar Colony # 3 Eid Gah Road P.O Ashrafya Colony	CNIC # 17301-3936398-5	Habib Ullah	519	160	-	679	519	137	-	656
502	Muhammad Nadeem, Chak# 97 Rb	CNIC # 33104-0223288-3	Muhammad Siddique	522	118	-	640	522	158	-	680
503	Hafiz Badar Zaheer Ud Din Baba, H # 15 B1,Shc Street # 01	CNIC # 35302-7261671-1	Haji Abdul Sattar	351	47	-	397	522	53	-	575
504	M.Ali-0015, Plot No 46/3 3rd Floor Mahiwa	CNIC # 42301-7934430-3	Abdul Sattar	522	-	-	522	522	-	-	522
505	Sarfraz Khan-0048, S-2, Rehman Garden, Dha, Lahore	CNIC # 35202-5016741-7	Farid Khan	522	99	-	621	522	84	-	607
506	Shamsunnisa-0023, 36-Defence Hyderabad	CNIC # 41307-2840620-0	Badar Alam Bachani	522	69	-	592	522	59	-	582
507	Malik Kamran Hassan, Shop# P-172,173 St#4 Anarkali Bhowana Bazar Faisalabad. Ph.	CNIC # 33100-3450676-7	Malik Ghulam Hassan	525	191	-	717	525	164	-	689
508	Mohammad Nasir-0039, 193-A, New Muslim Town, Lahore	CNIC # 35202-1039275-3	Mohammad Ishaq	528	85	-	612	528	73	-	600

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
509	Tazeen Adnan-0005, Fl# 3 14In Block-2 Pechs Karac	CNIC # 42000-0494675-8	Andan -Ul-Arabi	530	77	-	606	530	66	-	595
510	NIAZ AHMED-0135, 5-B 1/18 Papoosh Nagar,Nazimabad Block-5,Khi	CNIC # 35403-1159419-9	Muhammad Yaqoob	530	238	-	768	530	204	-	734
511	Muhammad Naeem Khan, H # 5, Hospital Road,Model Town, Rahim Yar Khan	CNIC # 31303-8364306-1	Abdul Hameed Khan	530	80	-	610	530	78	-	608
512	Malik Ashraf Hussain-0044, Samsani Khoi Johar Town Lahore	CNIC # 35202-2928820-3	Muhammad Sarwar	531	49	-	581	531	57	-	588
513	Mir Zubair Ali Rind-0014, 123/4 Main Khy-E-Mahafiz Ph-6	CNIC # 52204-1057595-3	Mir M. Ali Rind	533	-	-	533	533	-	-	533
514	Abdul Qadeer, 872/48, Sonehri Masj Id, Ismailabad	CNIC # 36302-2567023-7	Allah Banda	566	30	-	596	533	82	-	615
515	Fatima Bai-0020, Banglow # 332 C.P Berar Societ	CNIC # 42201-3067739-2	M. Zahoor Amin	534	132	-	666	534	113	-	647
516	Riasat Ali-0081, Opp. Madrisa Qamar Ul Uloom, Qamar Sialvi Road, Gujrat	CNIC # 34201-0716505-7	Nawab Khan	534	142	-	675	534	121	-	655
517	Asim Sohail, House No 667, Block -E, Shah Rukn-E-Alam Colony Near Ashraf	CNIC # 36302-0806096-5	Anwar Ul Haq	534	207	-	741	534	177	-	711
518	Jamil Akhtar - 15500569-0020-019555, E -3 Blk 7 Moosa Clny F B Area	CNIC # 42101-1678163-1	Mohd Akhtar	536	-	-	536	536	75	-	611
519	Arif Ul Huda-0030, A-74 Delux Banglow S Cheme 33 Abuhaspani Road	CNIC # 42101-8021511-9	Shamsul Huda	536	162	-	698	536	139	-	675
520	Nasir Ali-0055, St#2 Amjad Town	CNIC # 36601-7771280-3	Qudrat Ali	538	119	-	657	538	102	-	640
521	Mujahid Baloch-0027-15502687, House # 26 Street # 1 Ismail A	CNIC # 42501-8895380-5	Muhammad Ismail	539	-	-	539	539	47	-	586
522	Ahmed Raza-0020, House # A-34 Nazeer Town Khokrapar #3 Malir Ext Di	CNIC # 42501-6186916-1	Ali Hussain	539	71	-	611	539	61	-	600
523	Muhammad Tariq-0052, M.Siddique Colony,Deharki	CNIC # 45101-2297663-1	Abdul Ghafoor	540	77	-	617	540	66	-	606
524	Shahid Khan-0030-01924183, House# B-38 Shereen Jinnah Col	CNIC # 42301-0767232-1	Mumtaz Khan	539	-	-	539	540	72	-	612
525	Arshad Iqbal-0012, 6/338, Liaquatabad, Gali 6, Karachi	CNIC # 42000-0208150-5	Haji Iqbal Ahmed	540	68	-	608	541	58	-	599
526	Fatima Bai-0018, House # 323, C.P.Berar Society	CNIC # 42201-3067379-1	M. Zahoor Amin	541	175	-	716	541	150	-	691
527	Rab Nawaz, Street No 07, Faiz Abad, Factory Area, Ghulam Muhammad Abad,	CNIC # 33100-4703921-5	Asgar Ali	541	149	-	690	541	128	-	669
528	Zafar Ali-0107, Aftab Street,204 R.B Raza Town	CNIC # 33100-3712478-5	Rehmat Ali	544	107	-	651	544	91	-	635
529	Nadia Ayub Bangash-0086, Shabbir Muhammad Roadhouse # 87, Ayub Abad Canttkohat	CNIC # 14301-5588695-2	Abid Ayub	544	176	-	720	544	151	-	695
530	Shahid Mehmood, H # 5, 10-G, New Multan, Multan	CNIC # 36302-8365445-5	Maqbool Hussain	545	186	-	730	545	159	-	704
531	Hassan Iqbal-0052, House#729, No.9, Nooray Walirahim Yar Khan	CNIC # 31303-0613719-3	Muhammad Iqbal	545	152	-	697	545	130	-	675
532	Riaz Khan, Chak # 521-Eb	CNIC # 36601-2535339-3	Younas Khan	546	158	-	704	546	190	-	736
533	Shafiq Ahmed Tahir-0055, Shah Faisal Colony Burewala	CNIC # 36601-2267024-3	Mushtaq Ahmed Tahir	546	154	-	700	546	132	-	678
534	Jalal Uddin Khan-0015, C-222 Block Q North Nazimabad	CNIC # 42101-4128190-1	Asfundyaar Khan	546	-	-	546	546	100	-	646

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
535	Abdul Mujeeb-0026, House# 26/6 Block H North Nazi	CNIC # 42101-2605271-5	Abdul Hakeem	547	117	-	664	547	100	-	647
536	Hassan Bibi-0041, Multan Road Marakha Post Office, Adda Loharan Lahore	CNIC # 35202-4109274-4	Noor Ahmad	547	204	-	752	547	175	-	722
537	Khadim Hussain-0020, F-93 Defence View Ph Ase -2 Dha	CNIC # 42301-6461684-9	Ghulam Nabi	548	119	-	666	548	102	-	649
538	Muhammad Ashfaq-0054, 759 / 6- G, Block, Gulistan Co	CNIC # 33100-7666882-9	Mushtaq Ahmad	548	116	-	664	548	100	-	648
539	Mubeen Ahmed-0020-01911636, L-184 Sector # 5-A2 North Kara	CNIC # 42101-8323980-9	Iqbal Ahmed	548	-	-	548	548	115	-	663
540	Syed Imran Haider-0162, Flat # D-2, Ground Floor, Defence View, Phase 2, Near Iqra Un	CNIC # 42201-9387985-7	Syed Zakir Hussain	550	169	-	719	550	145	-	694
541	S.M Imran Saeed Qazi-0005, C-350 Block-1 Gulistan-E-Johar	CNIC # 42201-4804301-3	Syed Mohd-UI-Hassan Qazi	550	-	-	550	551	84	-	635
542	Mushtaq Ahmed-0021, Sb-2 Plot No.10-C St-8 Badar C	CNIC # 42301-8431079-3	Ali Muhammad Sirohi	550	61	-	611	551	52	-	603
543	Syed Asad Abbas-0035, House:26, Street:56, F-7/4, Islamabad	CNIC # 37405-0526038-7	Syed Chan Shah Kazmi	552	93	-	646	552	80	-	632
544	Shahida Malik-0128, 110/2, Khayaban-E-Bahria, Phas	CNIC # 42301-5057642-2	Malik Sher Baz Khan	553	53	-	606	553	46	-	599
545	Khalid Hussain-0018, C-187, Gulshan-E-Hadeed, Phase	CNIC # 42501-1610985-7	Deedar Ali Shahni	479	119	-	599	554	102	-	656
546	M. Farrukh Nadeem-0012, 415-B, Wonder Tower, Block11,	CNIC # 31201-5676068-3	Mohammad Saeed	554	-	-	554	554	41	-	595
547	Khurram Abu Bakar-0020, Flat #11 St Floor Fahim Palac	CNIC # 42301-0861728-1	Abu Bakar	557	-	-	557	557	-	-	557
548	Munawar Ahmad-0054, 591 G.B., Ganga Pur, Teh. Dist	CNIC # 33104-1919034-9	Ch. Nazar Muhammad	558	-	-	558	558	61	-	618
549	Zulfiqar Ali, Chak # 134/16-L	CNIC # 36104-0430224-5	Noor Din	558	129	-	687	558	175	-	733
550	Suleman Akhtar-0151, House# 19-Bsector F-2mirpur Ajk0321-5450820	CNIC # 81302-1728979-5	Saleem Akhtar	559	177	-	736	559	152	-	711
551	Nusrat Ali-0012-15500771, R 62, Gul House Block 7, Gulis	CNIC # 41405-2499023-3	Yar Mohammad	559	-	-	559	559	18	-	577
552	Syed Sajjad Gauhar-0018, Gf-1, Block 46, Sea View Appar	CNIC # 42301-1049194-5	S.M. Rafiq Hussain Zaidi	560	-	-	560	560	83	-	643
553	Shahid Mehmoood-0081, H.#B-7/187, Pipalwala Kocha Bandhi, Gujrat	CNIC # 34201-9791435-1	Saghir Ahmad	563	150	-	714	563	129	-	692
554	Syed Mehboob Ali Shah-0021, Flat No. 303, Plt No. C-697, B	CNIC # 45403-5520333-5	Muhammad Qasim Shah	563	71	-	634	564	61	-	624
555	Khalid Balouch-0018-01910522, Flat#204 Hina Garden Apt Garde	CNIC # 52204-9554795-7	Haji Abdul Nabi	565	-	-	565	565	77	-	642
556	Inayat Umer-0004-01955058, A-313,Bloch ,J ,N.Nazimabad Kh	CNIC # 42101-6046007-1	M.Umer	565	-	-	565	565	70	-	634
557	Syed Muhammad Nafees-0027, B-149/1, Block-14, Gulistan-Ej	CNIC # 42201-8091224-9	S. M. Siddique	567	-	-	567	567	-	-	567

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
558	Mohammad Afsar-0022, Flat # 402 4th Floo R Columbus Tower Clifton .	CNIC # 42301-5338793-9	Mohammad Sharif	568	108	-	676	568	93	-	660
559	Mohammad Ishaque-0005, House#46 Dur Muhammad Village	CNIC # 42501-0122615-1	M.Yaqoob	568	-	-	568	568	49	-	616
560	Sultan Lateef Khan-0011-15501871, House No.13-A Phase-II,D.O.H.S	CNIC # 42501-5411780-1	Lateef Ur Rahman	570	-	-	570	570	67	-	637
561	Ghazanfar Abbass-0020-01910973, Mc 679 Green Eastern Near Inter	CNIC # 37201-9585237-3	Bagh Hussain	571	-	-	571	571	28	-	600
562	Sye Ali Asghar Bukhari-0006, 33-N,Cantt View Scheme Bhatta	CNIC # 35201-6772286-9	Syed Aftab Ali Bukhari	571	-	-	571	571	58	-	630
563	Nazir Ahmed Brohi-0027-01912669, B-3/2, Fahad Square. Gulzar-E-	CNIC # 42000-4810353-7	Moh'd Bux Brohi	572	-	-	572	572	94	-	666
564	Waris Khan-0020, A-309 Ghulshan E Hadeed Phase	CNIC # 42501-8443130-5	Shah Rehman	572	15	-	587	572	13	-	585
565	Results Marketing Network.-006, 4- Qayyum Block,Mustafa Town,Wahdat Road,Lahore.	CNIC # 35200-5093254-7	Mohammad Ashraf Qamar	573	190	-	763	573	163	-	736
566	Mohammad Sharif-0010-15500153, Maimar Plaza Block-1 Gulshan-E	CNIC # 41303-3246564-9	Ikram Ud Din	574	-	-	574	574	51	-	624
567	Imrana Junaid-0018, A-195 Block 2 Pechs Karachi	CNIC # 42201-2663303-4	Junaid Alam	574	115	-	689	574	98	-	673
568	Zia Ur Rehman-0020, House# 7 Street # 27 Ext Model	CNIC # 45206-1985759-3	Mir Mohammad Shar	574	117	-	691	575	100	-	675
569	M Hyder Raza Gardezi-0034, 5 H Neel Kot Bosan R Oad	CNIC # 322-51-253603	Syed Najm Ul Hassan Gardezi	577	109	-	686	577	94	-	670
570	Muhammad Javed-0098, House No. 34c/B, Zeeshan Colony, Qasim Markit, Rawalpindi	CNIC # 61101-8787242-9	Fateh Muhammad	577	154	-	731	577	132	-	709
571	Muhammad Saeed-0021, House # 30, Muslim Rajput Colo	CNIC # 42101-5322717-9	Chand Khan	577	89	-	666	577	76	-	654
572	Tanveer Akhter, H# 809,Defence Housing Scheme#2fateh Jhang Road Attock	CNIC # 61101-1976385-1	Muhammad Baksh	580	97	-	677	580	131	-	711
573	Rida Shahid-0128, 109/2, Khayaban-E-Bahria, Phas	CNIC # 42301-3308374-6	Shahid Rauf	580	69	-	649	580	59	-	639
574	Farid Yousuf Chisti-0018, Flat # A-36 Third Floor Rukan	CNIC # 42101-2210417-3	Yousuf Chushti	717	-	-	717	582	-	-	582
575	Nazeer Ahmed-0017, House# A-110-A, Supreme Castle	CNIC # 52101-3710335-7	Khuda Bux	582	24	-	605	582	20	-	602
576	Naghma-E-Sehar-0023-01920288, B-149/1,Block-14,Gulistan-E-Jo	CNIC # 42201-9852718-0	Syed Muhammad Nafees	582	-	-	582	582	-	-	582
577	Gulzar Begum-0011-01911969, H # 11 A/li Main Kh E Shamshee	CNIC # 42101-1658915-4	Lutf Amin Shibli	584	-	-	584	584	69	-	652
578	Muhammad Ismail-0081, Gali/Moh 3c Sardar Pura,P/O Sargodha Road Gujrat.Ph,3515851.	CNIC # 34201-0536859-7	Miran Bux	584	149	-	733	584	128	-	711
579	Ahmad Shehzad-0116, Ward # 20 House # 1696 Street # 1, Gawshala Chichawatni Dist	CNIC # 36501-6070122-1	Shah Deen	584	226	-	810	584	193	-	777
580	Muhammad Aslam-0041, H#3,St#190,Multani Colony,College Road,Shalar Baghan Pura,La	CNIC # 35201-1671194-5	Bashir Ahmad	585	192	-	777	585	164	-	749
581	Muhammad Riaz-0131, House # 1093,Street #66,G-10/4 ,Islamabad	CNIC # 61101-2501552-5	Muhammad Khan	586	124	-	710	586	106	-	692

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
582	M.Farhan Warsi(Mr)-0016-15500428, H No A 24 Block 10 Gulshan E I	CNIC # 42201-6271133-9	Abdul Majeed	586	-	-	586	586	28	-	613
583	Mohammed Asif-0018-15500968, House # 37-B Landhi # 1 Karach	CNIC # 42000-0541417-9	Mohammed Ashiq	587	-	-	587	587	83	-	669
584	Mohammad Ali Khan-0005, 48/2 St-B Saba Avenu E Dha	CNIC # 42301-9521296-5	M Iklaq Ahmed Khan	587	85	-	672	587	73	-	660
585	Masood Ali-0011, House 41 Sector 35 B Korangi 4	CNIC # 42201-5800161-7	Maqsood Akhtar	590	91	-	681	590	78	-	668
586	Jang Bahadur Khan-0010, 54-C-10th Street,Adam Town,Mir	CNIC # 41104-1268728-3	Moeen Khan	555	91	-	646	591	78	-	669
587	Bashir Ahmed-0018-15510022, C-74 Darakshan Villas Phase Vi	CNIC # 52204-1058863-7	Dost Mohammed	593	-	-	593	593	123	-	715
588	Salma Zakir-0009-01920122, R-20 St-2 Sector 11-A North Ka	CNIC # 42101-5210546-2	S Zakir Ali	593	54	-	647	593	89	-	683
589	Rehmatullah-0020, Garden West Shahnawaz Garden B	CNIC # 52101-9563930-9	Rahim Bux	595	-	-	595	595	88	-	683
590	Muhammad Irshad, H#99,Mohallah Amir Road,Malik Park,Bilal Gunj,Lahore	CNIC # 35202-5860547-3	Aajiz Din	595	222	-	817	595	251	-	847
591	Rehman Karim-0018-01910541, A-37 Block#5 Gulshan-E-Iqbal K	CNIC # 42201-7358836-9	Abdul Karim	599	-	-	599	599	62	-	661
592	Hameeda Karim-0018-01910539, A-37 Block35 Gulshan-E-Iqbal K	CNIC # 42201-8854730-5	Abdul Karim	599	-	-	599	599	65	-	664
593	Sohail Farooq-0018-01910544, 161-16-Z Ademjee Nager Karachi	CNIC # 42201-6633730-5	Farooq	599	-	-	599	599	70	-	669
594	Abdul Karim-0018-01910538, A-37 Block#5 Gulshan-E-Iqbal K	CNIC # 42201-8156732-4	Karim	599	-	-	599	599	70	-	669
595	Khalid Karim-0018-01910542, A-37 Block#5 Gulshane-E-Iqbal	CNIC # 518-93-621703	Abdul Karim	599	-	-	599	599	70	-	669
596	Mohammed Ali Meghani-0018-01910540, A-37 Block#5 Gulshan Iqbal Kar	CNIC # 42201-2224257-3	Abdul Karim	599	-	-	599	599	70	-	669
597	Sajjad Khan-0035, Village & P.O. Bagra ,Tehsil & District Haripur	CNIC # 13302-6572705-3	Sarfaraz Khan	601	396	-	997	601	340	-	941
598	Syed Muhammad Nafees-0019-01956064, B-4, Block 15, Gulistan-E-Joha	CNIC # 42201-8091224-9	S. M. Siddique	602	-	-	602	602	-	-	602
599	Malik Sherbaz Khan-0128, 110/2, Khayaban-E-Bahria, Phas	CNIC # 42301-1911966-3	Malik Muhammad Akram	602	-	-	602	602	75	-	678
600	Amber Imran-0128, 110/2, Khayaban-E-Bahria, Phas	CNIC # 42301-3372941-4	Imran Malik	602	93	-	695	602	80	-	682
601	Jalil Ur Rehman-0072, Basti Sial Chaudhry Liaqat Pur.	CNIC # 31302-2823198-9	Manzoor Ahmed	603	184	-	787	603	158	-	760
602	Mohammad Iqbal-915-15500819-0018-17, 18/2 Noor Square 2nd Floor	CNIC # 51101-9582341-1	Ummet	603	-	-	603	603	104	-	707
603	Ali Muhammad-0026-15505967, 4th Floor M.Suleman Khatri Man	CNIC # 42301-1471787-7	Nimro Khan	603	-	-	603	603	106	-	709
604	Muhammad Iqbal-0020, House# R-754 Bufferz One North Sec# 15-B	CNIC # 42101-5781149-3	M.Akram Uddin	603	109	-	713	603	94	-	697

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
605	Syed Abid Hussain Gillani-0072, 1-Punj Mahal Road, Office 68,Mazang Road, Lahore.	CNIC # 31304-2090338-3	Syed Manzoor Hussain Gillani	609	201	-	810	609	172	-	781
606	Dilshad Ahmed-0018, B-217, Gulshan-E-Hadeed, Phase	CNIC # 42501-1183949-9	Mohammad Sharif	609	158	-	767	610	135	-	745
607	Tahseen Zahoor-0020, Plot # 332 Blk 7/8 C.P Barar S	CNIC # 42201-9443355-1	Muhammad Zahoor	610	170	-	780	610	145	-	756
608	Umar Farooq-0018-15510051, A-7 Star Shelter Gulistan-E-Ja	CNIC # 54400-0360603-7	Siraj Din	612	-	-	612	612	113	-	724
609	Mehmood-Ul-Hassan Shah-0109, H #3/16 Quaid - E- Azam Road Mu	CNIC # 36302-9267986-1	Manzoor Ahmad Shah	612	-	-	612	612	7	-	619
610	Asif Mehmood-0005, Fl#4 1st Floor Asif Centre Jac	CNIC # 42401-8588815-3	Zaristan	613	84	-	697	614	72	-	685
611	Khalid Baloch-695-15500668-0020-173, Flat # G-W R-97 Garden West Ka	CNIC # 52204-9554795-7	Haji Abdul Nabi	615	-	-	615	615	74	-	689
612	Abbas Qadir Bux-0018-15500871, Bunglow # 105/B 33rd Floor Khy	CNIC # 52203-0994522-3	Qadir Bux	615	337	-	952	615	111	-	726
613	Mohammad Sadiq-0022, D-26 ,Block - Anorth Nazimabad	CNIC # 42101-2972395-5	Mohammad Rafi	616	204	-	819	616	174	-	790
614	Muhammad Irshad-0004, House No. 44/17 Sector No. 11-	CNIC # 42101-9141071-9	Muhammad Mateen	617	51	-	668	617	44	-	661
615	MUHAMMAD JAVAID, House # 304/19 ST # 5 224 MUNSHI FATEH DIN PEOPLES COLONY F	CNIC # 33100-3096631-9	Muhammad Tufail	618	265	-	883	618	286	-	904
616	Zahid Hussain-0010, A-1653,Gulshan-E-Haded,Phase-2	CNIC # 42501-3110423-1	M.Suleman	619	95	-	714	620	82	-	702
617	Ammaduddin Junejo-0014, House No.65/2 Khy E Badban St.#20,Phase 5 Dha Karachi	CNIC # 42301-3205839-3	Roshan Din Junejo	620	98	-	718	620	84	-	704
618	Gul Khan, House No 1 Street No 2 Muhallahkotwal Airport Roadquetta	CNIC # 54400-6838048-3	Zareef Khan Kakar	623	238	-	861	623	204	-	827
619	Aqeel Ahmed Siddique-0026, House # 8/1 Hashim Raza Road M	CNIC # 42201-5417462-1	Shafiq Ahmed Siddique	623	161	-	784	623	138	-	761
620	Muhammad Tanvir Qasmi-0020, House # 191 Street No.9 Saeeda	CNIC # 42401-1152002-1	Muhammad Aslam Qasmi	626	70	-	696	626	60	-	686
621	Kamran Khan Durani-0018, C-404, Sumair Garden, Block 16	CNIC # 54400-2300910-1	Rasheed Khan Durani	625	173	-	799	626	148	-	775
622	Abdul Karim-0018-01910547, A-37 Block#5 Gulshan-E-Iqbal K	CNIC # 42201-8156732-4	Karim	627	-	-	627	627	75	-	702
623	Khalid Karim-0018-01910548, A-37 Block#5 Gulshan-E-Iqbal K	CNIC # 518-93-621703	Abdul Karim	627	-	-	627	627	75	-	702
624	Syed Mohammad Ali-0015, House No 786 Block 17 F B Ar	CNIC # 42101-1494835-7	Syed Haider Raza Zaidi	627	-	-	627	627	136	-	763
625	Mohammad Naseem-0035, House# 9, Street 53, G-7/3-2, Islamabad	CNIC # 33105-0765083-9	Mohammad Ashraf	627	152	-	779	627	131	-	758
626	Abdul Ghaffar-0106, S/Osardar Muhammad	CNIC # 33100-0704396-1	Sardar Muhammad	629	120	-	749	629	103	-	732
627	Raja Mohammad Nazir-0035, House#M-1741,St#67,Ammar Pura	CNIC # 37405-5204440-5	Raja Muhammad Aslam	630	107	-	737	630	92	-	722

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
628	Touqeer Ahmed Chaudhry-0035, House # 201, Street # 7, Askar	CNIC # 37406-1623764-3	Muhammad Akram Chaudhary	630	-	-	630	630	92	-	722
629	Mumtaz Hussain-0004, Flat No 406 City Terrace Block	CNIC # 45502-7934827-3	Muhammad Arbab	630	57	-	687	630	49	-	679
630	Naeem Ahmed-0019, House# 753-754, Sector 11-E, O	CNIC # 42401-6685348-5	Rafique Ahmed	632	155	-	786	632	133	-	764
631	Mubeen Ahmed-0018-01911205, F-701 Zainab Plaza Blk 17 Guls	CNIC # 45504-4416283-7	Dedar Ahmed Jatoi	634	-	-	634	634	86	-	720
632	Mohd Amin-0012-15500737, Flat 304/305, Bibi House, Bl 7	CNIC # 42201-8090845-3	Mohammad Shamim	634	-	-	634	634	38	-	672
633	Maqsood Ahmed-0128, House # A-81, Sector Z-6, Guls	CNIC # 42401-1827705-5	Moinuddin Ansari	634	136	-	770	634	116	-	750
634	Muhammad Yaseen-0007, H 4385 /8-Aindersingh Building Gawalmandirwp	CNIC # 37405-0236792-9	Muhammad Ali	658	141	-	798	636	104	-	740
635	Muhammad Amin-0023, Flat.No.B-301,Moon Arcade,Near	CNIC # 42201-6515142-5	Wazir Ali	636	144	-	780	636	123	-	760
636	Haji Niaz Mohammed-0018-01955267, E-303 Beach Luxury Chapal Appa	CNIC # 16101-1117220-7	Haji Rahim Deen	637	-	-	637	637	101	-	738
637	Muhammad Khan-0072, Street No. 6 Iqbal Nagar Rahim	CNIC # 31303-5349373-3	Mohammad Younas	637	53	-	690	637	46	-	683
638	Syed Zulfiqar Hussain Shah-004, 401-L Block Johar Town Lahore	CNIC # 35202-0947676-9	Syed Jan M. Ramzan Ali Shah	637	139	-	776	637	119	-	756
639	Ghulam Gillani-0057, P.O.Dhanki, Mattar Abad,Paharpur,Distt D.I.Khan	CNIC # 12103-3539314-7	Shah Nawaz	638	214	-	851	638	183	-	821
640	Maik Chan Sultan-0015, C-14 Block B Gulshan E Jamal M	CNIC # 42201-6377446-5	Malik M.Hussain	637	-	-	637	638	158	-	795
641	Athar Shaikh-0012-15500659, Flat # 5, Nizama Square, S.D 3	CNIC # 42101-5244251-3	Abdullah Shaikh	638	-	-	638	638	16	-	654
642	Hafiz Muhammad Younis-0042, House# 67, Street # 30, Mohall	CNIC # 35201-0513319-3	Muhammad Saeed	639	120	-	758	639	102	-	741
643	Anwar Ahmad Shah-0104, 114-A, Street # 03, Garden Colony, Faisalabad.041-8716262, O	CNIC # 33100-0232636-3	Ahmad Hassan Shah	644	153	-	797	644	131	-	775
644	Mohd Jawaid-0018-15510123, Flat # 405 Al-Azmat Square Gul	CNIC # 42201-2096627-9	Abid Hussain	644	-	-	644	644	109	-	753
645	Irfan Ali Mangan-0016-01910549, H.No.2/2, Hsumail Complex, Mai	CNIC # 42201-1252840-9	Qurban Ali Mangan	647	-	-	647	647	59	-	706
646	PENTA PACKAGES-0009, Plot# 49,Sector 12/C,North Karachi,Karachi	CNIC # 42101-9020483-3	Mazhar Sajjad	648	201	-	849	648	172	-	820
647	Muhammad Sumair - 15500897-0020-019, H#R-89 Blk 19hina Homes Gullist	CNIC # 42301-7017822-9	Ch. Ali Ahmed	649	-	-	649	649	49	-	698
648	Maqbool Ahmed-0028, H#833 - W - D.H.A Lahore	CNIC # 35200-1970924-1	Mehr Ahmed Nawaz	649	113	-	762	649	-	-	649
649	Aziz Lakhani-0030, House # B- 8 Prism Center Bloc	CNIC # 42101-1733748-7	Abdul Rehmani Lakhani	652	116	-	768	652	99	-	751
650	Muneer Ahmed-0020, Ghousia Centre Flat # 3 Upper	CNIC # 42301-9519115-3	Iqbal Ahmed	652	52	-	704	653	45	-	697

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
651	Arbab Touseef-0081, H # B9/22 Gali/Moh: Jinnah Roa	CNIC # 34201-0400542-7	Arbab Noor Muhammad	653	111	-	765	653	-	-	653
652	Rasheed Ahmad Khan-0042, E-16 Abid Street Islam Naghar	CNIC # 35202-5722864-5	Sagheer Ahmed Khan	656	-	-	656	656	104	-	761
653	M.Rizwan Qureshi-0010-15500123, B-148 BI-L North Nazimabad,Kar	CNIC # 42101-0637606-5	M Kabeer Qureshi	657	-	-	657	657	111	-	768
654	Shahzad, H # 70, St # 5	CNIC # 36302-1460432-1	Ghulam Rasool	670	101	-	771	658	158	-	816
655	Muhammad Siddique, House # 38, Amin Town, Azafi Abadi, Faisalabad	CNIC # 33100-6432602-5	Chaudhry Dilawar Khan	659	283	-	942	659	305	-	964
656	Anwar Nabi Khan-0027-17300135, F/No-K-210,Rufi Lake Drive Blo	CNIC # 42101-1808755-9	Noor Ul Nabi Khan	660	-	-	660	660	-	-	660
657	Sarfraz Rasheed Butt-0037, H#23 St/23 Muhnar Street Niclson Road Lahore	CNIC # 35202-2353237-9	Abdul Rashid Butt	661	178	-	839	661	153	-	813
658	Azhar Zaman Cheema, Chak # 304, R.B Gojra.	CNIC # 33301-1880953-9	Ghulam Ali Cheema	1,118	408	-	1,526	662	52	-	714
659	Zahid Mian Khan-0012, Flat W 304, BI 17, Ph 3, Haroo	CNIC # 42201-5951549-5	Mohd Mian	663	136	-	799	663	116	-	779
660	Mohammed Shoaib Masood-0018, B-251 Block 6 Gulshan E Iqbal	CNIC # 42201-1780750-7	Masood Ur Rehman	663	-	-	663	663	115	-	778
661	Muhammad Zeeshan, House No 869/9, Mohallah Daulat Wala, Abdali Road Multan	CNIC # 36302-0372363-3	Muhammad Iqbal	663	205	-	868	663	175	-	839
662	Muhammad Ishfaq-0036, P-759/G Gulistan Colony Faisal	CNIC # 33100-7666882-9	Mushtaq Ahmad	664	-	-	664	664	26	-	690
663	Tauqeer Ahmed Nasir-0039, 72/2-A, Street 188/3, Shahab P	CNIC # 33303-0408460-9	Ahmed Ali	665	115	-	779	665	98	-	763
664	Muhammad Fayyaz, H#37 St#03 Aziz Park Ahmed Munir Road Ichra Lahore	CNIC # 35202-8034299-5	Muhammad Qaiser Riaz	665	253	-	918	665	217	-	882
665	Mamoona-0016-15500713, L-202, Zainab Plaza, Near Noor	CNIC # 42301-8036002-0	Muhammad Hanif	665	-	-	665	665	46	-	712
666	Qamar Imam-0020, R-42 Dawood Banglows Main Supe	CNIC # 42101-8212523-1	Shajar Uddin	667	167	-	834	667	-	-	667
667	Muhammad Ayub Amir, H#36-E St Peer Nakay Shah Mohallah Gujarpura Pindi Rajput Ko	CNIC # 35201-4770550-9	Muhammad Sharif Moshin	667	331	-	998	667	284	-	951
668	Muhammad Abid Hassan-0114, Pakistan Flour Mills 1km Phalia Road Dinga Distt Gujrat	CNIC # 36603-6886239-7	Muhammad Ramzan	668	252	-	920	668	216	-	884
669	Muhammad Farhan Shaikh, Flat # Q-13, Iqra Complex, Gulistan-E-Johar, Karachi	CNIC # 41304-7137968-9	Muhammad Farooq	669	257	-	927	669	220	-	890
670	Muhammad Nazeer-0009-01956064, House No 501 Bukhari Colony Ma	CNIC # 42401-8540769-3	Ameer Khan	670	-	-	670	670	67	-	738
671	Asif Jamshed-0036, P-19 St #3 Dawood Na Gar	CNIC # 33100-8075547-1	James K Mall	671	143	-	814	671	123	-	794
672	Tariq Sultan Khan-0020, D-150 Blk # 5 F.B. Area Karima	CNIC # 42101-9529912-9	Sultan Muhammad Khan	670	55	-	725	671	47	-	718
673	FARRUKH AHMED - 15500748-0020-01955, D 130 BLOCK B N NAZIMABAD	CNIC # 42101-3738512-9	Mujeeb Ahmed	673	-	-	673	673	-	-	673
674	Asmat Nawaz Janjua-0035, House # 231, Street # 4, F-10/	CNIC # 61101-5591662-5	Muhammad Afzal Janjua	677	102	-	779	677	87	-	764



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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
675	Mushtaq Ali-0011, Flat No F5 3rd Floor 16-C Shah	CNIC # 42301-6930281-5	Pir Muhammad	679	89	-	768	679	76	-	755
676	Habib Ullah Langha-0016-01910677, Munawarabad Morg Larkana	CNIC # 43203-1350532-5	Mohd Hashim Langha	681	-	-	681	681	12	-	693
677	Aashiq Hussain-0018-17300087, House # A-1055 Phase I Gulshan	CNIC # 42501-1962175-1	Haji Mohd Safar	682	-	-	682	682	177	-	859
678	Muhammad Shakeel, Ward No 16, Mohallah Roshanabad, Muzaffargarh	CNIC # 32304-9092733-1	Fazal Din	685	99	-	784	685	164	-	849
679	Tanveer Ahmed Jumani-0023, 175 - 28th Street, Off Khayaban	CNIC # 42301-6419674-7	Shabbir Ahmed	686	67	-	753	686	4	-	691
680	Absar Saeed-0220, S/O Allah Ditta, House # 207, Canal Villas Near Thokar Niaz	CNIC # 36103-5512199-1	Allah Ditta	688	286	-	973	688	245	-	932
681	Rizwan Ahmed-0035, H No 82/H,Block A,Satelite Town Rawalpindi	CNIC # 37405-6735628-7	Shiekh Iftikhar Ahmed	689	199	-	888	689	171	-	859
682	Tanveer Ahmed-0128, House # 125/3, Street # 23-F,	CNIC # 42301-6053935-1	Haji Inayaat Ali	693	162	-	856	694	139	-	833
683	Syed Allauddin-0011, House No 2209 Street #8 Azam T	CNIC # 42000-0384736-7	Syed Abdul Ghaffar	695	-	-	695	695	93	-	788
684	Alam Zaib, House No 234-C, Shah Rukn-E-Alam Colony Multan	CNIC # 16202-0844396-7	Ameer Muhammad	696	229	-	925	696	196	-	892
685	Malik Imran Mazhar-0027, House # 500 St 20 Punjab Colon	CNIC # 42301-1887733-1	Malik Mazhar Ahmed Khan	698	43	-	741	698	37	-	735
686	Raheel Ahmed-0021-01952095, A-1 Centre, Flat #C1/8, Pib C	CNIC # 42201-8857813-5	Gadir Ahmed Pir Zada	700	94	-	794	700	99	-	799
687	Muhammad Ali - 15500960-0020-019559, Flat # A 17 Hasan Lodge F.B.	CNIC # 42101-7707897-3	Zaka Ullah Khan	702	-	-	702	702	71	-	773
688	Aousaf Ahmad Khan-0072, House#49 Abbasia Road Liaqat Pur	CNIC # 31302-2128395-5	Muhammad Ahmed Khan	702	229	-	931	702	196	-	898
689	Ayaz Mehmood-0072, 15-Club Road Rahim Yar Khan	CNIC # 31302-6410788-3	Jam Abdul Aziz	703	215	-	918	703	184	-	887
690	Ahmed Khan-0027-17300106, Flat # 001 Mazina Elevation Bl	CNIC # 42301-7578783-9	Atta Muhammad	703	-	-	703	703	116	-	819
691	Naseer Ullah Mir-0016-01910769, G 11, 22 Nazimabad No1 Khi	CNIC # 34501-3947656-5	M Shafi	704	-	-	704	704	84	-	788
692	Muhammad Ali Chaudry-0038, 81-Willayatatabad No.2multan	CNIC # 36302-7094889-3	Chaudry Rehmat Ali	706	174	-	880	706	149	-	855
693	M. Asim Farooqui-0004, House No. 49-T First Floor Blo	CNIC # 42201-3915126-1	M. Shahif Farooqui	706	-	-	706	706	62	-	768
694	S.M Imran Saeed Gazi-0018, C-350, Block I, Gulistan-E-Joh	CNIC # 42201-4804301-3	Syed Mohd-Ul-Hassan Gazi	706	-	-	706	706	201	-	907
695	Mian Faheem Ahmed Farooqi-0018-1730, Bunglow # B-11 Fatima Sun Rise	CNIC # 42501-3679503-9	Mian Zafar Uddin Ahmed	707	-	-	707	707	245	-	952
696	Muhammad Fahim-0021, H.No. 403, Jinnah Colony, Oran	CNIC # 42401-9958019-1	Muhammad Saleem	708	194	-	902	708	88	-	797
697	Mohammad Jamil, Samar Appartmnet,Flat No 11,Plot 195-197,Block II,P.E.C	CNIC # 56503-6542690-1	Haji Saifullah	708	261	-	969	708	224	-	932

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
698	Ch. Ghulam Akbar-0033, H# 249, Str# 9, Cavalary Ground, Lahore Cantt.	CNIC # 35202-5517687-5	Ch. Barkat Ali	708	127	-	836	708	109	-	818
699	Rashid Mohy Ud Din-0107, Darbar Ghosia Block C People C	CNIC # 33100-0863328-7	Ahmad Hussain Shah	711	-	-	711	711	10	-	720
700	Nazar Hussain-0038, Chah Okan Wala,Adda Billi Wala,Mumtazabad,Multan.	CNIC # 36302-8427387-5	Mashooq Hussain	712	141	-	852	712	120	-	832
701	Syed Muhammad Nafees-0023-01920149, B-149/1,Block-14,Gulistan-E-Jo	CNIC # 42201-8091224-9	S. M. Siddique	714	-	-	714	714	-	-	714
702	Mobeen Ahmed-0033, 211/1, Sector U, Dha, Lahore	CNIC # 35202-2994750-7	Ghulam Fareed	715	-	-	715	715	116	-	831
703	Mohammad Javaid-0018, Flat # 4, Haroon Manzil, Sulem	CNIC # 42301-8615140-3	Bandu Khan	716	-	-	716	716	90	-	806
704	Muhammad Shakeel Raj-0015, D-1 Sheraton App B-13-B Gulsha	CNIC # 42301-5920266-3	Abdul Sattar	717	-	-	717	717	48	-	765
705	Ghulam Muztafa Qazi-0014-01910699, House No.57 E Opp Rehmania Mas	CNIC # 42501-4970764-9	Khuda Bux	718	0	-	718	718	56	-	773
706	Noman, House # 1076, Sector # li	CNIC # 37405-9549204-5	Zabar Deen	-	-	-	-	719	143	-	862
707	Islam Uddin Shaikh-0021, House#140,Block-08,Liaquatabad	CNIC # 42101-8229394-1	Allah Buksh	722	131	-	853	723	112	-	835
708	Haji Muhammad-0020-01911329, A 329 Blk 9 Housing Society Gu	CNIC # 42201-2166118-9	Jalal Uddin Bhatti	724	-	-	724	724	187	-	912
709	Badshah Bukhari-0005, House #3 Al Safa Appt Muslimab	CNIC # 42301-1421847-3	Syed Asif Ali Bukhari	726	103	-	829	726	88	-	814
710	Jibran Ali, H # 83/3 St # 24	CNIC # 37405-0859478-3	Nazar Hussain	728	44	-	772	728	143	-	872
711	Rana Tariq Shabbir-0034, Rana House Haider Pura Mumtaz	CNIC # 36302-0422648-9	Rana Shabbir Ahmed	730	-	-	730	730	5	-	735
712	Yaseen Rehmani, H # 388, Shah Town 2 ,	CNIC # 36302-2945311-5	Khushi Muhammad	731	163	-	893	731	217	-	948
713	Muhammad Amin-0005, Flat#304,305 3rd B.B Homes Bl-	CNIC # 42201-8090845-3	Mohammad Shamim	733	-	-	733	733	27	-	760
714	Adeel Ahmed-0033, Near Sui Gas Office Ehtisham C	CNIC # 34101-9622872-1	Diilshad Ahmed	736	85	-	821	736	73	-	809
715	Muhammad Yousaf-0028, 43-Gg Phase Iv Dha Lahore	CNIC # 34202-3175781-1	Fazal Hussain	739	278	-	1,017	739	238	-	977
716	Mohammad Jamil, Samar Appartmnet,Flat No 11,Plot 195-197,Block li,P.E.C	CNIC # 56503-6542690-1	Haji Saifullah	739	244	-	984	739	209	-	948
717	Shadman Munir, Chak # 151/7-R, P.O. 88/A,	CNIC # 31302-8860698-9	Muhammad Munir	741	79	-	821	741	171	-	912
718	Malik Riaz Ahmed-0013, Ghandhi Chowk Near Baboo Bhai	CNIC # 34302-6856175-9	Nazar Muhammad	742	92	-	834	742	79	-	821
719	Nadeem Ahmed-0009, Askari-4 Su-137 Army Housing S	CNIC # 42201-8331466-3	Nisar Ahmed	743	75	-	817	743	64	-	807
720	Zulifqar Ali-0076, H# 2 St# 3 Ram Gar Shalimar Li	CNIC # 35202-1815290-7	Salamat Ali	746	95	-	841	746	81	-	828
721	MALIK NAEM AKHTAR-0083, Village Java Near Amaha Factor	CNIC # 61101-3577482-9	Malik Hassan Akthar	747	-	-	747	747	70	-	816
722	Abdul Rauf Khan-0009, R-251 Sector 15-A-5 North Kara	CNIC # 42101-2471039-5	Abdul Hanif Khan	747	214	-	961	747	14	-	761

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1	2	3	4	5	6	7	8	9	10	11	12
723	Abdul Aziz, Kharian, Gujrat.	CNIC # 34202-8755437-7	Ghulam Hussain	748	139	-	887	748	119	-	867
724	Shazad-0010-15500346, A-123,Block 14,Pakistan Steel,	CNIC # 42000-8634016-1	Ibrahim Yousuf Ali	748	101	-	849	749	65	-	814
725	Shakeel Ur Rehman-0037, 24-Omer Block Allama Iqbal Town Lahore.	CNIC # 35202-3344560-5	Jamil-Ur-Rehman	753	195	-	948	753	167	-	920
726	Naweed Ur Rehman.-0066, House No. 4, Qureshi Street,95 - Pir Ghazi Road, Ichra,Lahor	CNIC # 35202-3939711-3	Abdul Rehman	754	144	-	897	754	123	-	877
727	Raheel Ahmed-0021, A-1-Centre Flat#C1/8,Pib Colon	CNIC # 42201-8857813-5	Qadir Ahmed Pir Zada	754	94	-	848	754	80	-	834
728	Muhammad Aslam-0020-15501350, Flat # 3rd 2nd Floor Motti Wal	CNIC # 42301-7039797-7	Ghulam Qadir	754	-	-	754	754	127	-	881
729	Kamran Arshad-0010, G-142 Defence View Phase-2 ,Ka	CNIC # 42101-4982738-3	Malik M Arshad	755	185	-	940	755	159	-	913
730	Kanwal Shahzad-0004, Flat No. Q-317 Iqra Complex Bl	CNIC # 37405-7381260-9	Muhammad Basheer	754	69	-	822	755	59	-	813
731	Kashif Manzoor Shahzad-0005, Fl#509 Ruffi Green City Appt Bl	CNIC # 42201-9608583-1	Manzoor Hussain Malik	755	146	-	901	755	125	-	880
732	Rana Karamat Maqbool-0039, 228, Street 3, Basti Sadden Sh	CNIC # 33303-2189049-5	Maqbool Ahmed	755	127	-	882	755	108	-	864
733	Mr.Sikandar Hayat Khan-0021, House No.501 Bukhari Colony Ma	CNIC # 42401-8832205-7	Jan Qadir	755	-	-	755	756	90	-	845
734	Wahab Ilyas, 169-A Sector-1	CNIC # 37405-9310890-3	Muhammad Ilyas	757	106	-	863	757	187	-	943
735	Muhammad Safdar Qureshi, H.No.D-28 Peoples C Olony D Block City	CNIC # 37101-1780177-9	Muhammad Sadiq	758	145	-	904	758	212	-	970
736	Hasan Jan-0020-01910996, Plot # 561 Gate # 1 And 2 Quai	CNIC # 52101-1488321-3	Muhammad Hashim	760	-	-	760	760	86	-	846
737	Muhammad Kashif-0020, A-405 4th Floor Harmain Tower	CNIC # 42101-1547177-3	Muhammad Iqbal	760	190	-	949	760	162	-	922
738	Ghulam Sarwar, H# 2343 Gali # 3, Block # 19, Chichawatni	CNIC # 36501-1839716-7	Haji Khursheed Ahmed	840	254	-	1,094	761	220	-	981
739	Syed Abid Ali-0019, Fl. # B-29, 4th Florr Fl. 9, S	CNIC # 42401-1793532-7	Syed Waris Ali	760	282	-	1,043	761	242	-	1,003
740	Habib Ahmad-0093, H# 2, Govt.Girls Degree Colleg	CNIC # 35201-1473865-1	Abdul Hameed	764	129	-	893	764	110	-	875
741	Mujeeb Ahmed Khan-0035, Cb-160/1 Jinnah Road Lalazar Colony Wah Cantt	CNIC # 37406-0201799-7	Muhammad Ayub Khan	766	242	-	1,008	766	207	-	973
742	Abid Hussain Qureshi-0018, Flat A-88 4th Floor Zehra Sq G	CNIC # 42201-7232546-5	Latif Hussain	769	-	-	769	769	245	-	1,014
743	Humayun Aslam-0030, 1-F-1/6, Nazimabad #01,Khi	CNIC # 42101-1581824-3	Mohammed Aslam	769	-	-	769	770	121	-	892
744	Malik Mohammad Safdar, S -13 / 75 Fakir Mohammad Road	CNIC # 54400-6632617-3	Mohammad Umar Awan	769	118	-	887	772	140	-	911
745	Naseeb Ullah, Darash Khel	CNIC # 14201-2148933-7	Roshan Gul	774	54	-	828	774	174	-	948
746	Syed Muhammad Nafees/ Afsheen Nafee, R-7, Row 7 Block-10 A, Nechs,	CNIC # 42401-0615223-6	Syed Muhammad Nafees	774	-	-	774	774	57	-	831
747	Syed Muhammad Nafees-0021-01911145, H.No.B-4 Block 15 Gulistan-E-J	CNIC # 42201-8091224-9	S. M. Siddique	774	-	-	774	774	-	-	774

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
748	Majid Akhter-0082, House # 248-A, Street # 1, Gulraze Phase 5, Chaklala Iii, Ra	CNIC # 37405-0548124-9	Akhter Hummayun	780	271	-	1,051	780	232	-	1,012
749	Syed Muhammad Nafees-0027-01912987, B-149/1, Block-14, Gulistan-E-	CNIC # 42201-8091224-9	S. M. Siddique	780	-	-	780	780	66	-	846
750	Syed Muhammad Tanveer-0027, A-356,Block A North Nazimabad	CNIC # 42101-1377895-9	Muhammad Siddique	782	95	-	876	782	81	-	863
751	Mujeeb Ahmed - 15500843-0020-019558, D 130 Blk B N Nazimabad	CNIC # 42101-9896356-3	Habib Ahmed	782	-	-	782	782	108	-	890
752	Abdul Hameed-0027-15502594, House # 188 Fakir Muhammad Roa	CNIC # 42501-1599026-5	Dooda Abdul	783	-	-	783	783	30	-	814
753	Zulfiqar Ali Abbasi, R-49,Pioneer Park City,Block # 8,Gulistan-E-Juhar,Khi.	CNIC # 41303-9558751-9	Ghulam Siddiq	787	227	-	1,013	787	194	-	981
754	Malik Chan Sultan-0030, C-14 Block B Gul-E-Jamal Near	CNIC # 42201-6377446-5	Malik M.Hussain	788	163	-	951	789	140	-	929
755	Muhammad Ashfaq, House No. 11,Street No. 76,	CNIC # 35201-5302584-7	Muhammad Rafi	790	153	-	943	790	229	-	1,019
756	Syed Zaki Uddin Ahmed-0020, House # A-82 Zehra Nagar Schem	CNIC # 42501-1674064-1	Syed Karimuddin	790	-	-	790	790	77	-	867
757	Mr.Faisal Samdani-0027, D/44 Block 7 Ghulshan-E-Iqbal	CNIC # 42201-0288697-9	Abdul Rafay Samdani	790	-	-	790	790	50	-	840
758	Naveed Ahmed, Sariab Road Gulshan E Janan	CNIC # 51401-5411132-5	Mir Muhammad	791	112	-	902	791	194	-	985
759	Muhammad Adeel Khan-0021-01910774, H.No. A-26, Latif Plaza, B1-6,	CNIC # 42201-3282632-7	Aqeel Khan	792	-	-	792	792	100	-	892
760	Muhammad Laique-0023-01920274, B-59/3,Gulshan-E-Iqbal,Khi	CNIC # 42201-5383141-1	Muhammad Siddique	800	-	-	800	800	-	-	800
761	Mohd Akram-0018, C-3 Ginza Terrace Ghulam Hussa	CNIC # 52101-0568355-9	Qadir Dad	802	149	-	951	802	128	-	930
762	Afshin Nafis-0023, R-7,Block-10-A,Gulshan-E-Iqbal	CNIC # 42401-0675223-6	Muhammad Nafis	804	238	-	1,042	804	204	-	1,008
763	Adnan Younus - 15500737-0020-019557, 33/2/2 Street 32 Phase V Dha	CNIC # 42301-3821251-7	M. Younus Arain	807	-	-	807	807	42	-	850
764	Zafar Ullah Khan Tareen, H # 2133/B-iii, Tare En Manzil	CNIC # 31202-1065233-7	Muhammad Afzal Khan Tareen	810	174	-	984	810	241	-	1,051
765	Ayaz Ahmed-0035, House # 3-D,Street 38,G-6/2,Islamabad(051-2826543)	CNIC # 61101-1056976-1	Niaz Ahmed	812	314	-	1,126	812	269	-	1,081
766	Iftikhar Nawaz-0012-01955788, House # 26-C, Lane 4 Shahbaz C	CNIC # 42301-0707513-9	Muhammad Nawaz	813	-	-	813	813	43	-	855
767	Sana Faisal-0005, F/331 Usmania Martin Quater Sh	CNIC # 42201-9018592-4	Mohammad Faisal	813	144	-	957	813	123	-	937
768	Muhammad Asif-0063, 51-D Alfaisal Town Lahore	CNIC # 35201-4549311-5	Muhammad Munir	813	300	-	1,113	813	157	-	971
769	Majid Micheal-0076, H# 28-G St# 1 Gulburg Iii, Nea	CNIC # 35200-1508175-3	Rafiq Masih	820	137	-	958	820	118	-	938
770	Imran Malik - 15500898-0020-0195589, D-96/1 Blk 7 Gulshan	CNIC # 42201-7893548-1	Haji Abdul Karim	820	-	-	820	820	123	-	943
771	Mubeen Ahmed-0017, Hosue# A-18, Mustafaabad O.G.D	CNIC # 42201-0267001-5	Faqeer Muhammad	821	37	-	858	821	32	-	852
772	Khalid Rasheed-0005, B-28 Sheet 25 Model Colony Kar	CNIC # 42201-7512454-3	Ch. Abdul Rasheed	822	140	-	962	822	104	-	927

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
773	Syed Atif Abbas-0018-01910830, House # R-64 Abid Town Gulshan	CNIC # 42201-4094136-7	Mohammed Din Shah	807	-	-	807	824	113	-	937
774	Jalal-0010, A-540,Phase 1,Gulshan-E-Haded	CNIC # 42501-3261320-5	Fateh Mohammed	824	162	-	986	824	139	-	963
775	Rehman Pervaiz, P-1354	CNIC # 33100-8010200-9	Muhammad Pervaiz	853	101	-	954	824	182	-	1,006
776	Abdul Aziz-0020, 1 St Floor 1-C 4th Street Zamz	CNIC # 41307-5908363-1	Muhammad Ashraf	828	123	-	951	828	105	-	933
777	Shaheen Akhtar, H # 3, St # 3, Usman Colony, Mda Road, Multan	CNIC # 36302-4598382-0	Azad Akhtar	828	307	-	1,136	828	313	-	1,141
778	Babar Khan, H # 89,St # 59,I-8/3,Islamabad	CNIC # 35202-2950298-7	Rasheed Khan	829	102	-	931	829	177	-	1,006
779	Muhammad Ammar Qayum-0085, H# 1945/45 Block-V Model Town-	CNIC # 31202-9364856-3	Abdul Qayum	829	205	-	1,034	829	176	-	1,005
780	Mohammad Aslam-0016-01955779, Flt No 2nd Flor C-25-C Sahar C	CNIC # 42301-7039797-7	Ghulam Qadir	830	-	-	830	830	74	-	905
781	S.M.Rehan Saeed Kazi-0018-01957232, 106-A Suprme Shoping Center Gu	CNIC # 42201-4803256-3	Syed Mehmood Ul Hassan	830	-	-	830	830	197	-	1,028
782	Muhammad Riaz, 28-A, Empress Park, Bibi Pak Daman,	CNIC # 35201-1647662-1	Muhammad Yaseen	831	122	-	952	831	204	-	1,034
783	Arshad Kamal-0018-01910669, Kamran Plaza Flat#210 Gulshane	CNIC # 42201-3568979-5	Afsar Hussain Siddiqui	833	-	-	833	833	101	-	934
784	Kashif Murtaza, Chak # 132/10-R, Thatha Sadiqabad,Jahania	CNIC # 36101-2425923-5	Muhammad Asghar	833	289	-	1,122	833	314	-	1,147
785	Fahim Shuja-0021, House # 375, Block 19 Al-Noor	CNIC # 42101-1363422-7	Azeem Shuja	835	-	-	835	835	-	-	835
786	Shiekh Muhammad Imran-0035, Ward No 4,New House Near Civil Hospital Gujar Khan	CNIC # 37401-1184269-1	Sheikh Muhammad Ramazan	837	248	-	1,086	837	213	-	1,050
787	Aman Ullah, Sandhal Colony,Kot R Ab Nawaz,	CNIC # 36303-0909353-3	Nazar Hussain Nazar.	839	68	-	907	839	182	-	1,021
788	S.M.Rehan Saeed Kazi-0018, C-350, Block 1, Gulistan-E-Joh	CNIC # 42201-4803256-3	Syed Mehmood Ul Hassan	848	-	-	848	849	240	-	1,089
789	Fatima Bai-0018-15501170, 323, C.P.Berar Society Block	CNIC # 42201-3067739-2	M. Zahoor Amin	849	175	-	1,024	849	261	-	1,110
790	Ali Asghar S/O Akhtar Ali Sha-0104, House # 733-B Peoples Colony #	CNIC # 33100-0330657-9	Akhtar Ali Shah	853	-	-	853	853	52	-	905
791	Muhammad Anees Ibrahmani-0012, K 101, Haroon Royal City, Bloc	CNIC # 42201-4493750-5	Mohd.Younus Abrahani	856	54	-	910	856	46	-	902
792	AZHAR NISAR, H # 200-B Alfafah Town, Badian Road Near V-Block Dha, Lahore	CNIC # 61101-2229282-9	N.B.Nisar Malik	858	349	-	1,207	858	299	-	1,157
793	Doda Khan-0014-01985435, 8 B/1 28th St Khy E Shamsheer	CNIC # 42301-2044981-5	Mushtaq Ali Bhuto	859	-	-	859	859	126	-	985
794	Amir Khan-0020-01956292, 11 K 9th Gizri Street Dha Ph I	CNIC # 42301-1471640-9	Khuda Buksh	860	-	-	860	860	196	-	1,055
795	Farhatullah Baig-0018, H/No L-84 Blk 3 Gulshan-E-Iqba	CNIC # 42501-5364172-1	Shah Alam Baig	861	304	-	1,164	861	260	-	1,121
796	Kashif Qarni-0004, House No. 2/34 Shah Faisal Col	CNIC # 42201-2118315-9	M. Ansarul Islam Qarni	861	57	-	918	861	48	-	910
797	Shah Muhammad, Goodown # 197/6 Near Prince Kanta K	CNIC # 35202-5243287-9	Baghi Khan	910	182	-	1,091	865	227	-	1,092

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
798	Mudassar Iqbal Butt-0061, 1-8 Salak Street Old Muslim Town Lahore	CNIC # 35200-1506713-3	Muhammad Iqbal Butt	865	244	-	1,109	865	209	-	1,074
799	Malik Muhammad Liaquat-0029, House # B-11-416/11, Street # 4, Mohallah Islampura Daska,	CNIC # 34601-1725097-7	Malik Muhammad Ismail	866	243	-	1,109	866	208	-	1,074
800	S.Shah Siraj-Ul-Haq-0018, D-2, Forth Floor, Data Garden	CNIC # 42201-7217406-3	Syed Shah Turab Ul Haq	867	-	-	867	867	146	-	1,013
801	Nadeem Saleem-0046, House # 161, Ata Muhammad Stre	CNIC # 35202-2931208-5	Saleem Ud Din	869	181	-	1,050	869	155	-	1,024
802	Khuram Saeed Qureshi, H # 387/l, Ahmed Park, Gulistan Chowk,Multan	CNIC # 36302-3499400-3	Saeed Ahmed Qureshi	890	389	-	1,279	870	360	-	1,230
803	Habib Ullah Khan, Alnoor Colony, Rana Colonyhouse,Darulsakina Road, Jhang Sadd	CNIC # 33202-8664539-3	Mehmood Khan	873	324	-	1,197	873	278	-	1,151
804	Sarwar Shafi-0020, House # 673/13 -B F B Area Gul	CNIC # 42101-4144876-1	Shafi Ullah Siddiqui	878	-	-	878	878	180	-	1,058
805	Nadia Parveen-0020, A-13 Pioneer Parks City Banglo	CNIC # 42201-1557272-4	Nisar Ahmed Shaikh	878	220	-	1,099	878	189	-	1,067
806	Shah Faisal-0032, Near F.I.A Office,Kohat Road,P	CNIC # 17301-8046099-3	Abdul Manan Khan	886	185	-	1,071	886	6	-	892
807	Muhammad Altaf Hussain, B-155 13-D/2 Gulshan-E-Iqbal K	CNIC # 42201-1314463-1	Shahabuddin Pirzada	887	-	-	887	887	130	-	1,016
808	Nafeesa Hussain-0012-15501104, H # 56, Ameer Khusro Rd, C.P B	CNIC # 42101-7490022-8	Murtaza Hussain	890	27	-	917	890	57	-	947
809	Syed Saad Ullah Shah-0018, 176 A Dohs Phase 1 Malir Cantt	CNIC # 42201-6164285-3	Syed Abdul Manan	892	-	-	892	892	274	-	1,165
810	Mohammed Sumair Iqbal-0030-15522030, House # R-89, Block-19, Hina H	CNIC # 42301-7017822-9	Ch. Ali Ahmed	891	-	-	891	892	107	-	999
811	Shah Hussain, Flat # 9, 2nd Floor, Almustafa	CNIC # 15602-0386215-7	Raza Khan	993	264	-	1,258	901	111	-	1,012
812	Wajid Ali-0018-15501121, B-206, Crescent View Appartment	CNIC # 42201-8280115-7	Abdul Hameed Siddiqui	905	-	-	905	906	273	-	1,179
813	M.Rizwan Qureshi-0018-15510980, House No B-148 Blk L N Nazimab	CNIC # 42101-0637606-5	M Kabeer Qureshi	907	-	-	907	907	254	-	1,161
814	Muhammad Afzaz, H#17/4 Bilal Colony St#2 Nearabad Peshawar Road Rawalpindi	CNIC # 34202-0367269-3	Nazar Hussain	910	397	-	1,307	910	340	-	1,250
815	Muhammad Rashid, Deepay Wala	CNIC # 36302-2860239-3	Muhammad Idrees	911	301	-	1,212	911	349	-	1,261
816	Zahoor Amin-0018, C-332, Block 7/8, Cp Berar Soc	CNIC # 42201-9264117-9	Mohammad Amin	913	325	-	1,238	913	278	-	1,191
817	Syed Arif Ali-0020, H # 1189 17 Street Pib Colony	CNIC # 42201-9558331-9	Syed Jaffar Ali Zaidi	916	-	-	916	917	222	-	1,139
818	Mumtaz Ahmed-0020, G-24 Noman Complex Blk B Ghul	CNIC # 52203-5364225-9	Shakeel Ahmed	920	231	-	1,151	920	198	-	1,118
819	Muhammad Abdullah, H # 479 St #4 Near Mehar Yaseen General Store Awami Colony B	CNIC # 35202-9227562-1	Meher Din	921	319	-	1,239	921	273	-	1,194
820	Farrukh Shahzad Ahmed-01922136-0030, Flat # 615, Wonder Tower, Bloc	CNIC # 42301-8866743-9	Mohammad Irshad	928	-	-	928	928	96	-	1,024
821	Zafar Ul Islam-0016-01910583, H.No.1102, Mehmoodabad, Karach	CNIC # 42301-1077414-7	Muhammad Afzal Khan	933	-	-	933	933	88	-	1,020
822	Mairajuddin Khan-0027, House # 1751 Block-14 F.B Area	CNIC # 42101-3822721-3	Zaheeruddin Khan	935	69	-	1,004	935	59	-	994

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
823	M.Imran Khan-0010-01910127, Flat#301/1 Billy Terrale Block	CNIC # 42201-6160198-5	M.Ali Khan	935	-	-	935	935	144	-	1,079
824	Mazhar Sajjad-0009, C-51 Block A North Nazimabad K	CNIC # 42201-5174410-3	Azhar Sajjad	936	235	-	1,171	936	201	-	1,137
825	Shaikh Amin-0018, 301, Block B, 3rd Floor, Moon	CNIC # 42201-6515142-5	Wazir Ali	937	279	-	1,217	937	239	-	1,176
826	Syed Ali Raza Shah, Plot No 54/22 Chema Town	CNIC # 38201-4886286-1	Shah Muhammad Ghous	947	408	-	1,356	947	439	-	1,387
827	Mujahid Ali-0027-15502848, House # 26 Street # 1 Ismail G	CNIC # 42501-8895380-5	Muhammad Ismail	949	-	-	949	949	50	-	999
828	Arshad Iqbal-0012-01911428, 6/338, Liaquatabad, Gali 6, Ka	CNIC # 42000-0208150-5	Haji Iqbal Ahmed	956	68	-	1,024	956	48	-	1,004
829	Shaikh Amin-0018-15501029, 301 Blk B 3rd Floor Moon Arcad	CNIC # 42201-6515142-5	Wazir Ali	966	-	-	966	966	260	-	1,226
830	Shakeel Raj-0015-15510070, D-1-Shareton Apparatment B-13-	CNIC # 42301-5920266-3	Abdul Sattar	968	-	-	968	968	81	-	1,049
831	Abdul Qadir, House # 213/11-E-2	CNIC # 31202-2750564-7	Karim Buksh	973	352	-	1,325	973	302	-	1,274
832	Muhammad Bilal, Ashraf Town, Pindorian,	CNIC # 37405-1623601-3	Muhammad Asfar Khan	978	379	-	1,357	978	325	-	1,303
833	Muhammad Sajid, H # 2079 Mola Majeed	CNIC # 37405-0522215-7	Abdul Mannan	981	131	-	1,112	981	252	-	1,233
834	Shamshad Sanaullah-0035, House # 43-E, Sanaullah Road S	CNIC # 37405-7310521-9	Sanaullah	984	215	-	1,199	984	7	-	991
835	Mohammad Tariq Hameed-0044, 177 A Block H1 Wapda Town Lahore	CNIC # 299-62-500788	M A Hameed	985	57	-	1,043	985	49	-	1,034
836	Chaudhary Imran Hussain, House No. 261 Street No. 116 House No. 261 Street No. 116 Sector-I-10/4	CNIC # 61101-7575073-5	Chaudhry Mehrban Hussain	902	65	-	966	988	203	-	1,191
837	Muhammad Shafiq, Flt # C-43, Sector 14 B, Nadeem Arcade Shadman Town North Ka	CNIC # 31202-0239855-5	Shafi Muhammad	994	485	-	1,480	994	416	-	1,410
838	Syed Muhammad Nafees-0021-01911146, H. No. B-4, Block-15, Gulistan	CNIC # 42201-8091224-9	S. M. Siddique	995	-	-	995	995	88	-	1,083
839	Abdul Hameed-0027-15502849, House # 188 Fakir Muhammad Roa	CNIC # 42501-1599026-5	Dooda Abdul	996	-	-	996	996	101	-	1,097
840	Jam Mohammad Sajid Saeed Tipu-, 14-C Block 4a Ghulsh An E Iqbal	CNIC # 31202-1273783-9	Allama Muhammad Saeed	1,004	255	-	1,258	1,004	218	-	1,222
841	Abdul Razzak Shahid-0018, Banglow # L23/5, Sa-13-D, Guls	CNIC # 42000-2713986-1	Faiz Mohammad	1,007	347	-	1,353	1,007	42	-	1,049
842	Jalil Qadir-0018, B-11, Qamar Appartment, 3rd Fl	CNIC # 42201-8283354-5	Mir Qadir Bux	1,006	392	-	1,398	1,007	335	-	1,343
843	Waheed Ikram-0030, H# 21-A,Block-08,Street#02,Zaf	CNIC # 42501-0673668-5	Ch.Mohammed Shafi	1,008	148	-	1,156	1,009	127	-	1,136
844	Malik Omer Farooq, House No. Ne-127,Street No. 7	CNIC # 37405-7213139-1	Malik Sultan Mehmood	1,012	278	-	1,290	1,012	367	-	1,378
845	Hafiz Suhaib Majeed, House # 32, Opp Town Committee	CNIC # 31302-6178319-3	Abdul Majeed	1,017	199	-	1,216	1,017	171	-	1,188
846	Raja Abdul Rahim-0018-15501165, 704/2, Billys Heights, Gulista	CNIC # 42201-7470341-5	Mohammed Arif	1,018	102	-	1,120	1,018	238	-	1,256
847	Raja Abdul Rahim-0020-01911340, D 96/1 Blk 7 Gulshan E Iqbal	CNIC # 42201-7470341-5	Mohammed Arif	1,026	260	-	1,285	1,026	233	-	1,259

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
848	Ali Mehdi-0019, H# A-42, Abbas Town , Gulshan-	CNIC # 42201-6171131-1	Muhammad Taqi	1,029	165	-	1,193	1,029	141	-	1,170
849	Shamim Khalid-0020, Garden West Shahnawaz Garden D	CNIC # 52204-7784499-9	Khalid Baloch	1,030	279	-	1,309	1,031	239	-	1,270
850	Zeeshan Jillani, House # M-1339, St # 60,	CNIC # 37405-4472980-5	Raja Ghulam Jillani	1,031	419	-	1,451	1,031	359	-	1,390
851	Arshad-0020, 127/ 1 Main Khyaban E Sehar St	CNIC # 42301-1635379-5	Muhammad Akhtar	1,036	171	-	1,207	1,036	132	-	1,168
852	Muhammad Hussain Sabir-0020-0191138, H # 214 A Near Fine House Shar	CNIC # 42201-4644360-1	Shabir Ahmed	1,039	-	-	1,039	1,039	247	-	1,286
853	Abdul Saboor-0039, H.No. 97, Block-E, Sabzazar La	CNIC # 35202-4055688-1	Rasheed Ahmed	1,039	134	-	1,173	1,039	115	-	1,154
854	Abbas Qadir Bux-0018, 33 Street Khy-E-Sher Banglow 1	CNIC # 52203-0994522-3	Qadir Bux	1,044	337	-	1,381	1,045	288	-	1,333
855	Naseer Ahmed-0030-01922989, A-66, Block-1, Kehkashan, Clif	CNIC # 42301-5014914-9	Haji Abdul Shakoor	1,048	-	-	1,048	1,048	131	-	1,179
856	Syed Asif Iqbal-0020-01911564, D 16 Kahkshan Home Metrovil 3	CNIC # 42201-6074602-3	Syed Iqbal Ahmed	1,057	342	-	1,400	1,057	255	-	1,312
857	Muhammad Ahmed, House No. P-215.Chan D Colony,	CNIC # 33100-4443654-5	Riaz Ahmed	1,073	241	-	1,314	1,073	206	-	1,280
858	Kamran Arshad-0020, G 142 Defence View Phase li Kh	CNIC # 42101-4982738-3	Malik M Arshad	1,084	308	-	1,392	1,084	264	-	1,348
859	Naseer Ahmed Khan-0018, A-66 Block 1 Kehkashan Clifton	CNIC # 42301-5014914-9	Haji Abdul Shakoor	1,085	264	-	1,348	1,085	226	-	1,310
860	Muhammad Ali-0020, Flat # 1 Plot # 37 C 29 Th Str	CNIC # 42201-6616976-1	Haji Ismail	1,084	316	-	1,400	1,085	271	-	1,356
861	Ubaidullah-0004, Flat No. 812 Bleeze Tower Joha	CNIC # 52204-1063238-5	M.Ibrahim	1,084	164	-	1,248	1,085	140	-	1,226
862	Muhammad Rafi, H # 120 Nishter H # 120 Nishter Block Allama Iqbal	CNIC # 36302-1333061-3	Abdul Rasheed	996	139	-	1,135	1,087	271	-	1,358
863	Mohd Ayub-0012, Apr Vas Road, House 227, St 45	CNIC # 42301-2618963-7	Mohammad Bux	1,089	113	-	1,202	1,089	97	-	1,186
864	Mirza Muhammad Asim Baig-0009, House No D-176 Ruffi Fountain B	CNIC # 42201-9103196-1	Sadaf Mirza	1,097	177	-	1,274	1,097	152	-	1,249
865	Muhammad Ali-0020-01911680, Flat # 1 Plot # 37 C 29 Th Str	CNIC # 42201-6616976-1	Haji Ismail	1,097	316	-	1,413	1,097	276	-	1,373
866	Tahseen Zahoor-0020-01956606, Plot # 332 Blk 7/8 C P Barar S	CNIC # 42201-9443355-1	Muhammad Zahoor	1,097	170	-	1,267	1,097	283	-	1,380
867	Muhammad Nasir Ali-0020, H # N 171 Madina Colony Korang	CNIC # 42201-4898015-7	Nazakat Ali Khan	1,097	339	-	1,436	1,097	291	-	1,388
868	Muhammad Rafi Naz-0020, House# B- 8 S-1/6 Ward #3 Shai	CNIC # 35402-1956124-7	Muhamamd Ibrahim	1,097	348	-	1,446	1,097	298	-	1,396
869	Syed Muhammad Nafees-0017, House# B-4, Block-15, Gullistan	CNIC # 42201-8091224-9	S. M. Siddique	1,098	-	-	1,098	1,098	-	-	1,098
870	Adnan Ahmed-0020, A-366 Malir Town Ship Malir Kh	CNIC # 42501-1518668-1	Shaikh Ikhtiar Uddin Ahmed	1,106	282	-	1,388	1,106	242	-	1,348
871	Syed Raza Abbas-0020, H#1253/16 Nazmabad F.B Area Kh	CNIC # 42101-1623592-5	Syed Zaheer Hussain	1,110	354	-	1,464	1,110	11	-	1,121
872	Fahad Ayub Merchant-0012-15501035, G-101 Green Belt Residency Blo	CNIC # 42301-2851136-1	M Ayub Marchant	1,117	-	-	1,117	1,117	96	-	1,213



(Rupees in '000)

S. No.	Name and address of the borrower	"Name of individuals / partners / directors (with CNIC No.)"	Father's / Husband's Name	Outstanding liabilities at January 1, 2013				Principal written-off	Mark-up written-off	Other financial relief provided	"Total (9+10+11)"
				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
873	Mohammed Amin Veera-0018, Flat # 604, Barkat Mahal, Jams	CNIC # 42201-5099079-7	Ibrahim Ismail Veera	1,119	430	-	1,549	1,119	369	-	1,487
874	Zeeshan Arshad-0020-01911725, G 142 Defence View Khi Near Iq	CNIC # 42401-9418242-5	Muhammad Arshad	1,129	348	-	1,478	1,129	291	-	1,420
875	Syed Wajid Hussain, Gillani House Street # 04 Ghila Klan Po	CNIC # 37405-9021865-5	Syed Zahid Hussain	1,102	148	-	1,251	1,132	261	-	1,393
876	Abdul Karim-0020, Flat # D-422 Marine Drive Clif	CNIC # 51401-1952700-9	Khan Muhammad	1,138	339	-	1,478	1,138	291	-	1,429
877	Muhammad Zubair-0020, C-17 Gulshan Complex Phase 2 R	CNIC # 52203-0999444-7	Nazeer Ahmed	1,138	-	-	1,138	1,138	291	-	1,429
878	Zaheer Hussain-0018, L-167-168 Sector 34/2 Korangi	CNIC # 42201-0575209-3	Jhangir Hassan Abasi	1,142	-	-	1,142	1,142	360	-	1,502
879	Syed Muhamamd Saif-0023, B-149/1,Block-14,Gulistan-E-Jo	CNIC # 42201-4737960-1	S.M.Nafis	1,146	-	-	1,146	1,146	344	-	1,490
880	Akbar-0020, Flat # 113-D Oresen Tower 1st	CNIC # 42201-0454860-3	Muhammad Yousuf	1,146	270	-	1,417	1,146	231	-	1,378
881	Mumtaz Hussain Shah-0020, House # 2/8a Survey 79 Golden	CNIC # 42201-7853141-7	Syed Riaz Hussain Shah	1,146	339	-	1,486	1,146	291	-	1,437
882	Mumtaz Hussain Shah-0020-01911748, House # 2/8a Survey 79 Golden	CNIC # 42201-7853141-7	Syed Riaz Hussain Shah	1,146	-	-	1,146	1,146	291	-	1,437
883	Naseer Ahmed-0020, Flat # 703 Jahangir Road Patel	CNIC # 52204-1062335-5	Ibrahim	1,146	339	-	1,486	1,146	291	-	1,437
884	Muhammad Shareef-0020, B-26 Old Sabzi Mandi Ibrahimvi	CNIC # 42201-6394684-3	Dur Muhammad	1,146	669	-	1,816	1,146	291	-	1,437
885	Muhammad Shareef-0020, B-26 Old Sabzi Mandi Ibrahim V	CNIC # 42201-6394684-3	Dur Muhammad	1,146	669	-	1,816	1,146	291	-	1,437
886	Mazhar Hayat, S/O Muhammad Sarwar, Akram Ali Khan Road	CNIC # 34201-5760648-3	Muhammad Sarwar	1,148	151	-	1,299	1,148	298	-	1,446
887	Syed Muhammad Nafees-0026-01916907, House # B-4 Block-15 Gulstan-E	CNIC # 42201-8091224-9	S. M. Siddique	1,149	132	-	1,281	1,149	325	-	1,474
888	Muhammad Ilyas-0020, Flat # 402 Al-Hashim Arcade Ke	CNIC # 42201-0130545-9	Abdul Ghaffar	1,150	325	-	1,475	1,150	278	-	1,428
889	Syed Asif Iqbal-0020, D-16 Kahkashan Homes Metro Wai	CNIC # 42201-6074602-3	Syed Iqbal Ahmed	1,151	342	-	1,493	1,151	293	-	1,444
890	Asif Javed-0018, A-19, Sohni Chalet Scheme 33,	CNIC # 42201-2418613-7	Mohammad Hanif	1,151	-	-	1,151	1,151	380	-	1,531
891	Syed Muhammad Saad-0023, B-149/1,Block-14,Gulistan-E-Jo	CNIC # 42201-1080999-1	Syed Muhammad Nafees	1,151	312	-	1,464	1,151	268	-	1,419
892	Haroon Suleman-0012-15500782, 30-B, Kh-E-Tanzeem, Ph V, Dha,	CNIC # 42301-1053785-9	S.M. Suleman Aziz	1,160	-	-	1,160	1,160	59	-	1,219
893	Mir Zahid Hussain-0020, 83/2 Khyaban E Badar Off Stree	CNIC # 41104-8210971-5	Mir Hussain Bux	1,163	126	-	1,290	1,163	108	-	1,272
894	Mubeen Ilyas-0020, Flat # 1 Plot No 37 C Street #	CNIC # 42201-5477048-3	Muhammad Ilyas	1,164	187	-	1,351	1,164	160	-	1,324
895	Mohammad Ali Khan-0005-1720005, 48/2 St-B Saba Avenu E Dha	CNIC # 42301-9521296-5	M Iklaq Ahmed Khan	1,164	186	-	1,350	1,164	159	-	1,323
896	Zeeshan Arshad-0020, G 142 Defence View Near Iqra U	CNIC # 42401-9418242-5	Muhammad Arshad	1,164	348	-	1,513	1,165	298	-	1,464

(Rupees in '000)

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				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
897	ABDUL HANAN, O-5, 2nd FLOOR, TAJ COMPLEX, GURDAJ SINGH, QUETTA	CNIC # 54400-0428121-5	Abdul Ghafoor	1,177	489	-	1,666	1,177	419	-	1,596
898	Muhammad Imran, P-49, Flat# 34, St# 2, Waqas Chowk, Abid Shaheed Road, Faisa	CNIC # 33105-6776508-7	Sardar Muhammad	1,180	501	-	1,681	1,180	429	-	1,609
899	Sohail-0004, House No. A-79 Baloch Goth Gul	CNIC # 42201-5180376-9	Abdul Jabbar	1,191	166	-	1,357	1,191	142	-	1,333
900	Ubaid-0004, Flat No 812 Bleeze Tower Johar	CNIC # 52204-1063238-5	M.Ibrahim	1,191	-	-	1,191	1,191	153	-	1,344
901	Ishtiaq Ahmed-0023, A-102,Rufi Lake Drive,Block-18	CNIC # 42201-0498720-5	Shafi Ahmed	1,201	835	-	2,036	1,201	358	-	1,559
902	Ishtiaq Ahmed-0023, A-102,Rufi Lake Drive Block-18	CNIC # 42201-0489872-5	Shafi Ahmed	1,201	835	-	2,036	1,201	358	-	1,559
903	Sheikh Mujahid Nazir, H # 107 H-2	CNIC # 35202-0842457-7	Sheikh Nazir Ahmed	1,207	104	-	1,311	1,208	228	-	1,436
904	Anwar-Un-Nabi Khan-0023, K-210,Rufi Lane Drive,Gulistan	CNIC # 42101-1805755-9	Noor-Un-Nabi Khan	1,218	-	-	1,218	1,218	365	-	1,583
905	Anwar-Un-Nabi Khan-0017, Flat# K-210, Rufi Lake Drive,	CNIC # 42101-1805755-9	Noor-Un-Nabi Khan	1,234	110	-	1,344	1,234	94	-	1,328
906	Umer Zulfiquar-0027, G-28/2 4th Gizri Lane Phase 4	CNIC # 42301-0848513-7	Zulfiquar Ali Choudary	1,243	387	-	1,630	1,243	332	-	1,574
907	Syed Muhammad Nafees-0019-01913027, B-4, Bl-15, Gulistan-E-Johar,	CNIC # 42201-8091224-9	S. M. Siddique	1,272	-	-	1,272	1,272	381	-	1,653
908	Nawazish Latif Bhatti-0033, Bedian Road Lidher Po Same, Lahore - Cannt	CNIC # 35201-6485021-9	Muhammad Lateef Bhatti	1,273	593	-	1,866	1,273	507	-	1,781
909	Saif Jahangeer, H # 41/S/9/ 1 R.A.Wa Li Ghalib H # 41/S/9/ 1 R.A.Wa Li Ghalib Market Samanabad Nea	CNIC # 35202-2620091-7	Muhammad Jahangeer	1,161	203	-	1,364	1,319	348	-	1,667
910	Sibtain Raza, H # 76 St # 40 H # 7 6 St # 40 Gulshanabad	CNIC # 37405-0366313-7	Syed Muhammad Raza	1,238	154	-	1,392	1,338	325	-	1,663
911	Mr.Muhammad Ibrahim Khan-0027, R -188/15, F.B Area Karachi	CNIC # 42101-5844032-5	Muhammad Saeed Khan	1,355	-	-	1,355	1,355	135	-	1,490
912	Muhammad Yousaf-0054, 2-B, Street # 8, Haseeb Shahee	CNIC # 35102-5979202-1	Muhammad Alam	1,462	-	-	1,462	1,462	238	-	1,700
913	Shiekh Kamran Ahmed-0027, House # 122 Gulshan-E-Iqbal Block-19 Karachi	CNIC # 42201-5371382-3	Shiekh Nisar Ahmed Khan	1,463	336	-	1,799	1,463	288	-	1,751
914	Rizwan Ilyas-0023, House#375-A,Area Bahadurabad,K	CNIC # 42201-8235443-1	Muhamamd Ilyas	1,477	404	-	1,882	1,477	346	-	1,824
915	Fahad Ayub Merchant-0012-15500662, G 101, Green Belt Residency, B	CNIC # 42301-2851136-1	M Ayub Marchant	1,501	-	-	1,501	1,501	87	-	1,588
916	Anwar Khan-0005, Flat#502 Noorani G Arden Nishter Road .	CNIC # 42301-2252849-3	Sardar Khan	1,565	375	-	1,940	1,565	321	-	1,887
917	Muhammad Riaz, House # 65-Hh House # 65-Hh Area F-4 D.H.A	CNIC # 13503-1461110-7	Ali Farman	1,523	111	-	1,634	1,603	351	-	1,954
918	Rehmatullah-0020-15500953, Plot No. L656 Near Allah Wali	CNIC # 54303-2043664-9	Hameed Ullah	1,608	-	-	1,608	1,608	246	-	1,854
919	Mr. Ahmed Jamil-0047, 13-Eden Avenue Ext. Defence Ro	CNIC # 35201-1490924-9	Muhammad Jamil	1,667	-	-	1,667	1,667	306	-	1,974
920	Pervaiz Sultan Rupani-0014-01985156, B-18, Navy Housing Scheme Blo	CNIC # 502-61-315722	Sultan Ali	1,678	-	-	1,678	1,679	176	-	1,856

(Rupees in '000)

S. No.	Name and address of the borrower	"Name of individuals / partners / directors (with CNIC No.)"	Father's / Husband's Name	Outstanding liabilities at January 1, 2013				Principal written-off	Mark-up written-off	Other financial relief provided	"Total (9+10+11)"
				Principal	Mark-up	Others	Total (5+6+7)				
1	2	3	4	5	6	7	8	9	10	11	12
921	Muhammad Humayun Mirza-0020-0191132, H # Su 25 Lane # 1 Askari Iv M	CNIC # 42201-2287881-1	Anwar Mirza	1,757	-	-	1,757	1,757	129	-	1,885
922	Rafiq Ahmed-0021, H.No.# 130 Phase 1 St#8,D.H.So	CNIC # 42201-5955453-9	Wazir Ali	1,776	250	-	2,026	1,776	214	-	1,990
923	Mr.Shahzad-0027, House# 69 , Block 7/8 Kmchs Ka	CNIC # 42000-7466966-9	Haji Saleh Muhammad	1,789	101	-	1,889	1,789	116	-	1,905
924	Muhammad Asif-0020, Flat # 201 Florida Homes Plot	CNIC # 42201-4125317-3	Haroon	2,013	238	-	2,251	2,013	204	-	2,217
925	Raja Abdul Rahim-0020, 18 Th -C 4 Th Comm Street Dha	CNIC # 42201-7470341-5	Mohammed Arif	2,013	260	-	2,272	2,013	222	-	2,235
926	Muhammad Faisal Karim Dedhi-0027, 48 Sm Saeed Road, Opp. Jamshed	CNIC # 61101-6198155-1	Haji Abdul Karim Dhedhi	2,249	-	-	2,249	2,249	359	-	2,607
927	Muhammad Amin-0020-01911562, Moon Arcade Flat # B 601 Star	CNIC # 42201-6515142-5	Wazir Ali	2,253	76	-	2,330	2,253	481	-	2,735
928	Syed Ali Javed-0027, House 514,Kh-E-Badban Phase,5d	CNIC # 42301-9070269-5	Syed Jaweed Hussain Zaidi	2,524	-	-	2,524	2,524	319	-	2,844
929	Muhammad Muazam Tanveer Noor, House #07, Raiwaind Kalan, Near Ghazi Mosque Lahore	CNIC # 35202-7971540-5	Muhammad Tanveer Noor	772	1,021	37	1,830	772	1,021	37	1,830
930	Sheikh Kashif, House#104, Lala Zar Colony, Street# 3, Shah Kamal Road Lahore	CNIC # 35202-0577567-9	Naseem Akhtar	1,049	1,383	61	2,493	1,049	1,383	61	2,493
931	Muhammad Usman, House#1, Block- Q, Sabza Zar Multan Road Lahore	CNIC # 35202-0577567-9	Ch. Muhammad Siddique	1,013	1,315	71	2,399	1,013	1,315	71	2,399
932	Raja Muhammad Imran, House# 98,Shahtaj Colony Walton Road Lahore Cantt	CNIC # 36302-5621429-5	Nazir Ahmed	478	81	71	629	478	81	71	629
933	Nasir Mehmood, House# 30-A, Asif Block Allama Iqbal Town Lahore	CNIC # 35202-5008134-9	Naseer Ahmed	831	230	168	1,229	831	230	168	1,229
934	Uma Laila Bukhari, Nubahar House Colony House # 79-C, Sahiwal	CNIC # 36502-4337081-8	Syed Amjad Hussain Bukhari	711	345	186	1,242	711	345	186	1,242
935	Muhammad Tabeer, House# 15, St# 5-B, Mohallah Baba Shahnoor Bagbanpura Lahore	CNIC # 35201-1697706-9	Muhammad Latif	352	146	102	600	352	146	102	600
936	Asad Bhatti, House#1466, Street#18, I-10/1, Islamabad	CNIC # 35200-7348029-3	Muhammad Aslam Bhatti	433	83	74	590	433	83	74	590
937	Blue Star Enterprises, S-44, 31/D, Kornagi Ind. Area, Karachi	CNIC # 42301-9789752-3, CNIC# Arshad Meer	Meer Ghulam Muhammad	4,989	260	1,054	6,303	739	260	1,203	2,202
			<b>Total</b>	<b>641,835</b>	<b>165,671</b>	<b>1,863</b>	<b>809,369</b>	<b>651,560</b>	<b>188,608</b>	<b>2,012</b>	<b>842,181</b>

Note: The write-off of loans does not affect the Bank's right to recover the outstanding loans from these customers, except for cases which have been written off as final settlement with the customers.

# ANNEXURE - II

## ISLAMIC BANKING BUSINESS

The bank is operating 140 Islamic banking branches as at December 31, 2013 (December 31, 2012: 110 branches).

	Note	2013	2012
(Rupees in '000)			
<b>ASSETS</b>			
Cash and balances with treasury banks		9,043,361	12,045,119
Balances with and due from financial institutions		15,170,183	8,879,048
Lendings to financial institutions		526,623	-
Investments - net		56,005,446	50,573,509
Islamic Financing and Related Assets		28,088,654	30,667,570
Fixed assets		1,830,632	1,623,716
Other assets		4,532,464	3,987,962
		<u>115,197,363</u>	<u>107,776,924</u>
<b>LIABILITIES</b>			
Bills payable		1,541,559	884,113
Borrowings		2,140,329	2,159,787
Deposits and other accounts			
- Current Accounts		27,047,242	26,352,642
- Saving Accounts		45,050,093	42,297,755
- Term Deposits		17,656,272	10,219,729
- Others		702,463	261,724
Deposits from Financial Institutions - Remunerative deposits		8,226,392	14,267,001
Deposits from Financial Institutions - Non-remunerative deposits		1,136	5,883
Other liabilities		4,361,119	3,246,472
		<u>106,726,605</u>	<u>99,695,106</u>
		<u>8,470,758</u>	<u>8,081,818</u>
<b>NET ASSETS</b>			
<b>REPRESENTED BY</b>			
Islamic banking fund		1,800,000	1,800,000
Exchange equalisation reserve		12,908	11,921
Unappropriated / Unremitted profit		5,522,958	5,203,575
		<u>7,335,866</u>	<u>7,015,496</u>
Surplus on revaluation of assets - net of tax		1,134,892	1,066,322
		<u>8,470,758</u>	<u>8,081,818</u>
<b>Remuneration to Shariah Advisor / Board</b>			
		<u>2,250</u>	<u>2,250</u>
<b>CHARITY FUND</b>			
Opening balance		78,415	43,044
Additions during the year			
Received from customers on delayed payments & others		61,050	65,080
Dividend purification		4	5
Non-shariah compliant income		16,538	4,491
Profit on charity saving account		5,838	3,277
		<u>83,430</u>	<u>72,853</u>
<b>Distribution of charity</b>			
Welfare Works		(4,535)	(10,570)
Health		(3,000)	(16,705)
Education		(8,603)	(10,207)
Payments / Utilization during the year		(16,138)	(37,482)
Closing balance		<u>145,707</u>	<u>78,415</u>

## ANNEXURE - II ISLAMIC BANKING BUSINESS

The bank is operating 140 Islamic banking branches as at December 31, 2013 (December 31, 2012: 110 branches).

		<b>2013</b>	<b>2012</b>
		<b>(Rupees in '000)</b>	
Income / return earned		9,311,925	9,326,370
Income / return expensed		4,921,763	5,105,665
Net income / return before depreciation on asset given on lease		<u>4,390,162</u>	<u>4,220,705</u>
Depreciation on assets given on lease	10.3	1,214,312	1,152,223
Net income / return earned after depreciation		<u>3,175,850</u>	<u>3,068,482</u>
Provisions against islamic financing and related assets - net		199,390	90,307
Provision for diminution in value of investments - net		8,672	23,973
Bad debts written off directly		4,198	7
		<u>212,260</u>	<u>114,287</u>
<b>Net income / return earned after provisions</b>		<u>2,963,590</u>	<u>2,954,195</u>
<b>Other income</b>			
Fee, commission and brokerage income		124,333	121,804
Dividend income		66,532	75,362
Income from dealing in foreign currencies		110,151	76,991
Gain on sale of securities - net		17,549	-
Other income		468,699	423,117
<b>Total other income</b>		<u>787,264</u>	<u>697,274</u>
		<u>3,750,854</u>	<u>3,651,469</u>
<b>Other expenses</b>			
Administrative expenses		2,427,010	2,134,432
Provision against off-balance sheet obligations		4,900	-
Other charges		273	429
<b>Total other expenses</b>		<u>2,432,183</u>	<u>2,134,861</u>
		<u>1,318,671</u>	<u>1,516,608</u>
<b>Profit before taxation</b>			
Unappropriated profit brought forward		5,203,575	3,678,579
Transferred from surplus on revaluation of fixed assets - net of tax		712	8,388
Transfer to reserve		(1,000,000)	-
Profit available for appropriation / unremitted profit		<u>5,203,287</u>	<u>3,686,967</u>

# ANNEXURE - II

## ISLAMIC BANKING BUSINESS

Notes to the Annexure II  
For the year ended December 31, 2013

	Note	2013	2012
(Rupees in '000)			
<b>A-II.1 Islamic Financing and Related Assets</b>			
Murabaha	A-II.1.1	13,564,052	15,815,375
Ijarah	A-II.1.2	5,025,385	5,364,809
Diminishing Musharakah	A-II.1.3	761,481	1,264,429
Musharakah	A-II.1.4	3,268,766	2,694,442
Salam	A-II.1.5	1,582,416	2,095,387
Istisna	A-II.1.6	816,002	545,092
SBP Islamic Export Refinance Scheme	A-II.1.7	2,439,185	2,382,246
Others	A-II.1.8	631,367	505,790
		28,088,654	30,667,570
<b>A-II.1.1 Murabaha</b>			
Financing/Investments/Receivables		11,759,288	14,108,948
Advances		2,042,595	1,837,320
Others (Provisions)		(237,831)	(130,893)
		13,564,052	15,815,375
<b>A-II.1.2 Ijarah</b>			
Financing/Investments/Receivables		412,253	670,535
Advances		49,283	97,585
Assets/Inventories		4,760,623	4,792,119
Others (Provisions)		(196,774)	(195,430)
		5,025,385	5,364,809
<b>A-II.1.3 Diminishing Musharakah</b>			
Financing / Investments / Receivables		888,900	1,196,416
Advances		8,500	140,362
Others (Provisions)		(135,919)	(72,349)
		761,481	1,264,429
<b>A-II.1.4 Musharakah</b>			
Financing / Investments / Receivables		3,204,431	1,205,496
Advances		84,106	1,500,000
Others (Provisions)		(19,771)	(11,054)
		3,268,766	2,694,442

# ANNEXURE - II

## ISLAMIC BANKING BUSINESS

Notes to the Annexure II  
For the year ended December 31, 2013

	Note	2013	2012
(Rupees in '000)			
A-II.1.5	Salam		
	Financing / Investments / Receivables	1,584,516	1,868,697
	Advances	-	230,000
	Others (Provisions)	(2,100)	(3,310)
		<u>1,582,416</u>	<u>2,095,387</u>
A-II.1.6	Istisna		
	Financing / Investments / Receivables	816,002	545,092
		<u>816,002</u>	<u>545,092</u>
A-II.1.7	SBP Islamic Export Refinance Scheme		
	Financing / Investments / Receivables	2,447,785	2,382,246
	Advances	-	-
	Others (Provisions)	(8,600)	-
		<u>2,439,185</u>	<u>2,382,246</u>
A-II.1.8	Others		
	Staff Loans	490,773	447,261
	Advance Against Musharakah Staff	25,394	21,092
	Advance Against Ijara Staff	1,811	1,049
	Overdue Acceptances and FBP	116,530	37,250
	Others (Provisions)	(3,141)	(862)
		<u>631,367</u>	<u>505,790</u>

# ANNEXURE - II

## DISCLOSURES PLS POOL MANAGEMENT- ISLAMIC BANKING GROUP (IBG)

### A-II.2 1.- The pools, their key features and risk and reward characteristics.

The profit and loss sharing between the Rabbul Maal (depositor) and Mudarib (Bank - IBG) is based upon the underlying principles of Mudaraba, where Bank also contributes its equity to general pool of funds, and becomes the capital provider.

Currently IBG is managing following pools:

- 1) General Pool for LCY Depositors
- 2) FCY Pool for Foreign Currency (USD, GBP and EURO) depositors
- 3) FIs Pool for Treasury Purposes
- 4) IERS Pool for Islamic Export Refinance Scheme facilities
- 5) Islamic Banking Afghanistan Operations Pool

All the Mudaraba based Remunerative deposits shall be considered as an investment from Rabbul Maal in the pool, along with IBG's own share of equity, which is also comingled in the pool. The applications of these funds are on Advances, Investments, and Placements for generating profits to be shared among the depositors as per the Weightage system.

The IERS pool is maintained as per the guideline under SBP IERS Scheme.

The assets, liabilities, equities, income and expenses are segregated for each of the pool. No pool investment is intermingled with each other. The risk associated with each pool is thus equally distributed among the pools.



## ANNEXURE - II

### DISCLOSURES PLS POOL MANAGEMENT- ISLAMIC BANKING GROUP (IBG)

#### 2. Avenues/sectors where Mudaraba based deposits have been deployed.

	Note	2013	2012
		(Rupees in '000)	
Agribusiness		535,702	134,514
Automobile and transportation equipment		1,026,938	360,171
Chemical and pharmaceuticals		1,027,105	943,725
Cement		231	186,436
Communication		28,305	50,543
Electronics and electrical appliances		622	39,819
Educational institutes		11,394	295,566
Financial		16,862	35,704
Fertilizers		6,648	255,985
Food and allied products		956,906	1,947,926
Glass and Ceramics		217,761	304,155
Ghee and Edible Oil		194,243	502,062
Housing Societies / Trusts		-	-
Import and Export		173,173	72,460
Iron / Steel		482,473	545,556
Oil and Gas		117,530	366,796
Paper and Board		364,609	382,870
Production and transmission of energy		2,549,831	6,141,541
Real Estate / Construction		114,508	144,741
Retail / wholesale trade		276,583	470,101
Rice processing and trading / wheat		319,542	862,554
Sugar		1,913,999	1,097,870
Shoes and leather garments		656,829	218,468
Sports goods		49,809	147,210
Surgical goods		7,071	9,925
Textile spinning		2,938,544	3,769,422
Textile weaving		1,091,289	688,404
Textile composite		657,814	1,386,297
Welfare institutions		199,894	-
Individuals		6,751,481	5,172,945
Others		6,005,094	4,547,702
Total Gross Advances		28,692,790	31,081,468
Total Gross Investments *		55,742,895	50,684,045
Total Invested Funds		84,435,685	81,765,513

\* Mainly invested in Ijarah Sukuks.

## ANNEXURE - II

### DISCLOSURES PLS POOL MANAGEMENT- ISLAMIC BANKING GROUP (IBG)

3. The major components of Profit distribution and charging of the expenses.

Profit is distributed among the Mudaraba deposits on the basis of underlying principles of weightage mechanism which are announced before the beginning of the concerned period. Only direct attributable expenses such as brokerage, CIB Charges, write off on advances and loss on sale of investments etc are charged to each pool. Expenses of pool(s) do not include general and specific provisioning created against non-performing financings and diminution in the value of investments.

4. The Bank managed the following general and specific pools during the year:

General Remunerative Depositor's Pools	Profit rate and weightage announcement period	Profit rate return earned	Profit sharing ratio		Mudarib share	Profit rate return distributed to remunerative deposits (Savings and fixed)	Percentage of Mudarib share transferred through Hiba	Amount of Mudarib Share transferred through Hiba
			Mudarib Share/Fee	Rabbul Maal Share				

					(Rupees in '000)			
PKR Pool	Monthly	8.97%	38.00%	62.00%	2,169,838	7.37%	53.2%	1,153,472
USD Pool	Monthly	1.58%	45.00%	55.00%	15,675	0.99%	10.1%	1,584.0
GBP Pool	Monthly	0.33%	44.00%	56.00%	241	0.19%	6.7%	16.0
EUR Pool	Monthly	0.56%	44.00%	56.00%	579	0.34%	3.3%	19.0
Foreign Operation Pool (Afghanistan branch)	Bi-Annually	1.18%	50.00%	50.00%	-	0.60%	-	-

Specific pools	Profit rate and weightage announcement period	Profit rate return earned	Profit sharing ratio		Mudarib share	Profit rate return distributed to remunerative deposits (Savings and fixed)	Percentage of Mudarib share transferred through Hiba	Amount of Mudarib Share transferred through Hiba
			Mudarib Share/Fee	Rabbul Maal Share				

					(Rupees in '000)			
Islamic Export Refinance (IERS) Pool	Monthly	10.38%	100.00%		-	8.62%	-	-

## Pattern of Shareholding As at December 31, 2013

Number of Shareholders	Shareholding			Number of Shares Held
	From		To	
1474	1	-	100	56,490
2387	101	-	500	713,450
2264	501	-	1000	1,699,609
5649	1001	-	5000	16,070,158
1509	5001	-	10000	10,700,857
381	10001	-	15000	4,761,950
185	15001	-	20000	3,320,569
137	20001	-	25000	3,147,866
94	25001	-	30000	2,651,801
68	30001	-	35000	2,214,993
35	35001	-	40000	1,351,355
32	40001	-	45000	1,372,016
75	45001	-	50000	3,706,277
25	50001	-	55000	1,316,425
34	55001	-	60000	1,970,096
11	60001	-	65000	689,943
16	65001	-	70000	1,087,590
14	70001	-	75000	1,028,193
5	75001	-	80000	387,675
7	80001	-	85000	586,122
6	85001	-	90000	529,234
7	90001	-	95000	646,213
36	95001	-	100000	3,595,625
4	100001	-	105000	415,218
6	105001	-	110000	655,875
5	110001	-	115000	565,000
6	115001	-	120000	707,202
7	120001	-	125000	866,112
6	125001	-	130000	768,800
1	130001	-	135000	131,500
5	135001	-	140000	694,342
13	145001	-	150000	1,942,078
3	150001	-	155000	458,029
5	155001	-	160000	790,712
1	160001	-	165000	164,459
7	165001	-	170000	1,177,419
2	170001	-	175000	344,481

Number of Shareholders	Shareholding			Number of Shares Held
	From		To	
1	175001	-	180000	176,090
3	180001	-	185000	550,455
2	185001	-	190000	378,878
3	190001	-	195000	578,412
14	195001	-	200000	2,793,626
1	200001	-	205000	202,500
8	205001	-	210000	1,668,931
3	215001	-	220000	659,000
2	220001	-	225000	446,000
2	225001	-	230000	457,812
3	235001	-	240000	711,449
3	245001	-	250000	750,000
4	250001	-	255000	1,011,078
3	255001	-	260000	776,834
4	260001	-	265000	1,048,748
2	270001	-	275000	549,873
3	275001	-	280000	833,125
2	280001	-	285000	566,459
1	285001	-	290000	287,654
1	290001	-	295000	291,875
11	295001	-	300000	3,294,812
2	300001	-	305000	604,500
2	305001	-	310000	616,102
1	310001	-	315000	312,500
2	320001	-	325000	646,000
1	335001	-	340000	337,500
4	345001	-	350000	1,395,933
1	350001	-	355000	352,072
1	355001	-	360000	358,000
1	370001	-	375000	374,695
2	395001	-	400000	799,250
1	405001	-	410000	405,085
1	415001	-	420000	418,664
1	440001	-	445000	441,973
3	445001	-	450000	1,340,816
1	465001	-	470000	467,346
1	470001	-	475000	470,643
4	475001	-	480000	1,907,999
1	480001	-	485000	480,744
7	495001	-	500000	3,500,000
1	500001	-	505000	501,495
2	510001	-	515000	1,028,090
1	540001	-	545000	541,450

Number of Shareholders	Shareholding			Number of Shares Held
	From		To	
2	545001	-	550000	1,100,000
2	555001	-	560000	1,117,174
1	570001	-	575000	572,000
5	595001	-	600000	2,998,145
2	600001	-	605000	1,205,350
1	625001	-	630000	629,887
1	635001	-	640000	640,000
1	665001	-	670000	666,319
1	670001	-	675000	675,000
2	685001	-	690000	1,378,186
1	695001	-	700000	700,000
2	700001	-	705000	1,404,266
1	720001	-	725000	720,837
1	740001	-	745000	741,820
2	745001	-	750000	1,496,187
1	765001	-	770000	768,000
2	795001	-	800000	1,597,300
1	800001	-	805000	800,781
1	820001	-	825000	821,000
1	855001	-	860000	855,500
1	865001	-	870000	870,000
1	875001	-	880000	875,875
1	890001	-	895000	894,000
1	900001	-	905000	904,800
1	910001	-	915000	910,605
1	950001	-	955000	950,318
1	955001	-	960000	959,800
1	965001	-	970000	969,000
2	995001	-	1000000	1,997,500
1	1005001	-	1010000	1,009,500
1	1025001	-	1030000	1,026,736
1	1055001	-	1060000	1,059,000
1	1100001	-	1105000	1,100,563
1	1105001	-	1110000	1,108,500
1	1165001	-	1170000	1,168,500
1	1230001	-	1235000	1,231,500
1	1245001	-	1250000	1,250,000
1	1260001	-	1265000	1,264,240
1	1270001	-	1275000	1,274,199
1	1295001	-	1300000	1,300,000
1	1310001	-	1315000	1,314,861
1	1340001	-	1345000	1,341,000
1	1345001	-	1350000	1,350,000

Number of Shareholders	Shareholding			Number of Shares Held
	From		To	
1	1365001	-	1370000	1,367,747
1	1370001	-	1375000	1,372,500
1	1385001	-	1390000	1,386,500
1	1395001	-	1400000	1,400,000
1	1400001	-	1405000	1,403,122
1	1410001	-	1415000	1,413,000
1	1435001	-	1440000	1,440,000
1	1500001	-	1505000	1,504,145
1	1510001	-	1515000	1,515,000
1	1565001	-	1570000	1,569,172
1	1585001	-	1590000	1,586,000
1	1640001	-	1645000	1,640,300
1	1675001	-	1680000	1,676,688
1	1740001	-	1745000	1,743,000
1	1770001	-	1775000	1,775,000
1	1795001	-	1800000	1,800,000
1	1980001	-	1985000	1,981,000
2	1995001	-	2000000	4,000,000
1	2035001	-	2040000	2,036,500
1	2075001	-	2080000	2,078,000
1	2110001	-	2115000	2,110,200
1	2135001	-	2140000	2,136,507
1	2195001	-	2200000	2,200,000
1	2210001	-	2215000	2,210,500
1	2230001	-	2235000	2,230,078
2	2245001	-	2250000	4,500,000
1	2470001	-	2475000	2,472,000
1	2495001	-	2500000	2,500,000
1	2550001	-	2555000	2,552,947
1	2685001	-	2690000	2,689,000
1	2745001	-	2750000	2,750,000
1	2865001	-	2870000	2,870,000
1	3150001	-	3155000	3,152,894
1	3220001	-	3225000	3,225,000
1	3285001	-	3290000	3,286,000
1	3350001	-	3355000	3,352,360
1	3385001	-	3390000	3,387,603
2	3515001	-	3520000	7,035,347
1	3530001	-	3535000	3,531,369
1	4015001	-	4020000	4,018,500
1	4020001	-	4025000	4,021,538
1	4110001	-	4115000	4,114,500
1	4125001	-	4130000	4,127,409

Number of Shareholders	Shareholding			Number of Shares Held
	From		To	
1	4195001	-	4200000	4,200,000
1	4355001	-	4360000	4,356,359
1	4685001	-	4690000	4,686,000
1	4740001	-	4745000	4,744,000
1	4800001	-	4805000	4,803,000
1	4895001	-	4900000	4,900,000
1	4995001	-	5000000	5,000,000
1	5995001	-	6000000	6,000,000
1	6095001	-	6100000	6,100,000
1	6170001	-	6175000	6,175,000
1	6495001	-	6500000	6,500,000
1	6545001	-	6550000	6,549,613
1	6605001	-	6610000	6,605,147
1	6995001	-	7000000	7,000,000
1	7745001	-	7750000	7,749,000
1	8045001	-	8050000	8,050,000
1	8395001	-	8400000	8,400,000
1	11685001	-	11690000	11,686,000
1	11825001	-	11830000	11,825,818
1	12245001	-	12250000	12,250,000
2	12515001	-	12520000	25,033,788
1	12975001	-	12980000	12,979,740
2	13495001	-	13500000	27,000,000
1	14650001	-	14655000	14,653,068
1	17500001	-	17505000	17,501,603
1	19095001	-	19100000	19,096,875
1	19125001	-	19130000	19,128,259
1	20495001	-	20500000	20,500,000
1	20505001	-	20510000	20,510,000
1	30685001	-	30690000	30,689,567
1	32145001	-	32150000	32,149,947
1	36690001	-	36695000	36,694,424
1	38565001	-	38570000	38,566,171
1	53090001	-	53095000	53,090,599
1	53965001	-	53970000	53,966,250
1	55040001	-	55045000	55,044,258
1	68805001	-	68810000	68,805,322
1	75685001	-	75690000	75,687,166
2	103205001	-	103210000	206,415,966
1	119260001	-	119265000	119,263,433
<b>14783</b>				<b>1,349,156,250</b>

## Categories of Shareholders As at December 31, 2013

S.No.	Shareholder's Category	Number of Shareholders	Number of Shares	Percentage
1	Directors, Chief Executive Officer their Spouse(s) & Minor Children.	7	230,380,595	17.08
2	Associated Companies, Undertakings & Related Parties.	3	53,619,239	3.97
3	NIT & ICP	2	4,128,307	0.31
4	Banks DFI & NBFi.	24	51,357,278	3.81
5	Insurance Companies	18	6,246,246	0.46
6	Modarabas & Mutual Funds	48	101,774,036	7.54
7	Public Sector Companies & Corporations	5	61,313,434	4.54
8	General Public - Local	14,437	115,662,137	8.57
9	General Public - Foreign	26	457,606,788	33.92
10	Foreign Companies	45	170,774,782	12.66
11	Others	168	96,293,408	7.14
		<b>14,783</b>	<b>1,349,156,250</b>	<b>100.00</b>



## Pattern of Shareholding under Code of Corporate Governance As at December 31, 2013

S.No.	Shareholder's Category	Number of Shareholders	Number of Shares Held	Category Wise No. of Shares	Percentage %
<b>1-</b>	<b>Associated Companies, Undertakings and Related Parties</b>	<b>3</b>		<b>53,619,239</b>	<b>3.97</b>
	Dhabi One Investments Services LLC		38,566,171		2.86
	Wincom (Pvt) Limited		14,653,068		1.09
	Alfalsh Insurance Company Limited		400,000		0.03
<b>2-</b>	<b>Mutual Funds</b>	<b>48</b>		<b>105,894,445</b>	<b>7.85</b>
	CDC - Trustee PICIC Growth Fund		13,500,000		1.00
	MC FSL - Trustee JS Growth Fund		11,686,000		0.87
	CDC - Trustee NIT-Equity Market Opportunity Fund		6,549,613		0.49
	CDC - Trustee PICIC Investment Fund		6,500,000		0.48
	CDC - Trustee Hbl - Stock Fund		6,000,000		0.44
	MCBFSL - Trustee JS Value Fund		5,000,000		0.37
	CDC-Trustee NAFA Savings Plus Fund - Mt		4,744,000		0.35
	CDC - Trustee UBL Stock Advantage Fund		4,686,000		0.35
	National Bank of Pakistan-Trustee Department Ni(U)T Fund		4,127,409		0.31
	CDC - Trustee Unit Trust of Pakistan		3,520,000		0.26
	CDC - Trustee NAFA Stock Fund		3,515,347		0.26
	CDC - Trustee AKD Opportunity Fund		3,286,000		0.24
	CDC - Trustee Asian Stocks Fund		3,225,000		0.24
	CDC - Trustee Safeway Mutual Fund		2,870,000		0.21
	CDC - Trustee Pakistan Stock Market Fund		2,689,000		0.20
	CDC - Trustee JS Large Cap. Fund		2,250,000		0.17
	CDC-Trustee NAFA Asset Allocation Fund		2,078,000		0.15
	CDC - Trustee MCB Dynamic Stock Fund		2,036,500		0.15
	CDC - Trustee Atlas Income Fund - Mt		1,981,000		0.15
	CDC - Trustee ABL Stock Fund		1,440,000		0.11
	CDC - Trustee Atlas Stock Market Fund		1,400,000		0.10
	Golden Arrow Selected Stocks Fund Limited		1,386,500		0.10
	CDC - Trustee NAFA Multi Asset Fund		1,372,500		0.10
	CDC-Trustee Pakistan Premier Fund		1,341,000		0.10
	CDC - Trustee HBL Multi - Asset Fund		1,250,000		0.09
	CDC - Trustee PICIC Income Fund - Mt		1,168,500		0.09
	CDC - Trustee PICIC Stock Fund		969,000		0.07
	CDC - Trustee UBL Asset Allocation Fund		894,000		0.07
	CDC - Trustee IGI Stock Fund		870,000		0.06
	MCBFSL-Trustee URSF-Equity Sub Fund		557,700		0.04
	CDC - Trustee Askari Asset Allocation Fund		477,500		0.04
	CDC - Trustee JS Pension Savings Fund - Equity Account		309,000		0.02

S.No.	Shareholder's Category	Number of Shareholders	Number of Shares Held	Category Wise No. of Shares	Percentage %
	Trustee - Pakistan Pension Fund - Equity Sub Fund		281,500		0.02
	CDC - Trustee APF-Equity Sub Fund		250,000		0.02
	CDC - Trustee Askari Equity Fund		219,000		0.02
	CDC - Trustee Lakson Equity Fund		200,000		0.01
	MCBFSL - Trustee NAMCO Balanced Fund - Mt		189,500		0.01
	CDC - Trustee First Capital Mutual Fund		185,000		0.01
	CDC - Trustee AKD Index Tracker Fund		169,305		0.01
	CDC - Trustee Pakistan Capital Market Fund		150,000		0.01
	CDC - Trustee Crosby Dragon Fund		128,000		0.01
	CDC - Trustee Kasb Asset Allocation Fund		124,000		0.01
	CDC - Trustee First Habib Stock Fund		105,000		0.01
	CDC - Trustee PIML Strategic Multi Asset Fund		100,000		0.01
	Trustee - BMA Chundrigar Road Savings Fund - Mt		50,000		0.00
	MC FSL - Trustee JS Kse-30 Index Fund		31,986		0.00
	CDC - Trustee MCB Dynamic Allocation Fund		24,500		0.00
	CDC - Trustee Pak Strategic Alloc. Fund		7,085		0.00
<b>3-</b>	<b>Directors their Spouse(s) and Minor Children</b>	<b>7</b>		<b>230,380,595</b>	<b>17.08</b>
	H.H. Sheikh Hamdan Bin Mubarak Al Nahayan , Chairman		135,357,930		10.03
	Mr. Abdulla Nasser Hawaileel Al Mansoori , Director		88,203,414		6.54
	Mr. Abdulla Khalil Al Mutawa , Director		11,331		0.00
	Mr. Khalid Mana Saeed Al Otaiba , Director		67,457		0.00
	Mr. Ikram Ul Majeed Sehgal , Director		3,352,360		0.25
	Mr. Nadeem Iqbal Sheikh , Director		3,387,603		0.25
	Mr. Atif Aslam Bajwa, Director / CEO		500		0.00
<b>4-</b>	<b>Executives</b>	<b>81</b>		<b>4,663,981</b>	<b>0.35</b>
<b>5-</b>	<b>Public Sector Companies and Corporations</b>	<b>5</b>		<b>61,313,434</b>	<b>4.54</b>
<b>6-</b>	<b>Banks, Development Finance Institutions, Non-Banking Finance Companies, Insurance Companies, Takaful, Modarabas and Pension Funds.</b>	<b>90</b>		<b>139,916,966</b>	<b>10.37</b>
	<b>Shareholders holding 5% or more voting rights / shares</b>				
	<b>Total Paid up Capital</b>		<b>1,349,156,250</b>	<b>Shares</b>	
	<b>5% of the Paid Up Capital</b>		<b>67,457,813</b>	<b>Shares</b>	
				Holding	%
	H.H. Sheikh Nahayan Mabarak Al Nahayan			172,354,032	12.77
	H.H. Sheikh Hamdan Bin Mubarak Al Nahayan , Chairman			135,357,930	10.03
	H.E. Sheikh Suroor Bin Mohammad Al Nahyan			115,033,801	8.53
	Mr. Abdulla Nasser Hawaileel Al Mansoori , Director			88,203,414	6.54
	M/S. Electro Mechanical Company LLC			87,933,581	6.52

## SALE/PURCHASE OF SHARES OF THE BANK BY DIRECTORS/EXECUTIVES/SPOUSES/MINOR CHILDREN DURING THE YEAR 2013

Sr. No.	Name	Date	No. of Shares	
			Purchase	Sale
1	Mr. Abdulla Nasser Hawaileel Al Mansoori, Director	19/08/2013		100,000
		20/08/2013		196,000
		3/9/2013		200,000
		4/9/2013		400,000
		5/9/2013		504,000
		11/9/2013		200,000
		12/9/2013		407,000
		16/09/2013		2,000,000
		17/09/2013		1,163,000
		18/09/2013		800,000
		19/09/2013		1,230,000
		23/09/2013		326,000
		24/09/2013		40,000
		25/09/2013		176,000
		26/09/2013		300,000
27/09/2013		5,500		
		12/11/2013		152,000
		13/11/2013		400,560
2	Ms. Mehreen Ahmed, Group Head, Retail South & New Initiatives	17/12/2013	10,000	
3	Spouse of Mr. Aasim Wajid Jawad, Head of Strategy	22/08/2013	5,000	
4	Mr. Ijaz Muhammad Chaudhry, Area Manager Corporate & Investment Banking Group, Islamabad	7/05/2013	5,000	
		6/05/2013		30,000
		7/05/2013		10,000
		8/5/2013		35,000
5	Mr. Aamir Hameed, Area Manager Sargodha	9/5/2013		20,000
		10/5/2013		25,000
6	Mr. Bulund Akhter Noman, AGM, Investment Banking, Corporate & Investment Banking Group, Karachi	3/06/2013	1,000	
		14/06/2013		1,000
7	Mr. Zafar Iqbal, DGM, Treasury Division	26/07/2013		28,000
		29/07/2013		504,000
8	Mr. Azhar Sajjad Siddiqui, Head - Liabilities & Cross Sell, Retail, North	12/09/2013		50,000

# Branch Network

## KARACHI

### Main Branch

B.A. Building, I.I.Chundrigar Road.  
Phone : (021) 32414030-39  
UAN No. : 111-777-786  
Fax : 32417006

### Cloth Market Branch

Cochinwala Market, Luxmidas Street.  
Phone : (021) 32401621-5  
Fax : 32401627

### Clifton Branch

Plot No. BC-6, Block-9, Clifton,  
Phone : (021) 35833778-82, 35309075-8  
Fax : 35879175

### Shahrah-e-Faisal Branch

Progressive Square,  
11-A Block-6 PECHS.  
Phone : (021) 34313536-38,  
34522441, 34522460  
Fax : 34313539

### Jodia Bazar Branch

Gulzar Manzil, Mohammad Shah Street  
Phone : (021) 32532483-4, 32544816-20  
Fax : 32532485

### Korangi Industrial Area Branch

Aiwan-e-Sanat,  
Plot No.ST-4/2, Sector 23,  
Korangi Industrial Area.  
Phone : (021) 35065701-2  
Fax : 35050653

### M.A.Jinnah Road Branch

Plot No.23/1, Corner  
M.A.Jinnah Road/Abdullah  
Haroon Road.  
Phone : (021) 32750627-28,  
Fax : 32750629

### S.I.T.E. Branch

D-40, Estate Avenue,  
Siemens Chowrangi, S.I.T.E.  
Phone : (021) 32582990-1, 32582116  
Fax : 32582113

## North Karachi Industrial Area Branch

Sector 12-B,  
North Karachi Industrial Area,  
Opp: Police Station Gabol Town.  
Phone : (021) 36962700-7  
Fax : 36986051

### Paper Market Branch

Plot No. S.R.7/23,  
Campbell Street, Paper Market.  
Phone : (021) 32211353-58  
Fax : 32211243

### Gulshan-e-Iqbal Branch

Plot No.SB-15, Block 13-B,  
KDA Scheme No.24,  
University Road, Gulshan-e-Iqbal.  
Phone : (021) 34984937,  
34984824, 34984833  
Fax : 34984971

### Karachi Stock Exchange Branch

18-20, Karachi Stock Exchange Building,  
Stock Exchange Road.  
Phone : (021) 32417515-19  
Fax : 32418353

### North Napier Road Branch

Surv. No. 35 / Sheet No. NP -10  
(Old Surv.No.A26/5), Napier Quarters.  
Phone : (021) 32544021-24, 32540065 & 67  
Fax : 32540066

### Bahadurabad Branch

Prime Arcade, Shop No. 1-3,  
Bahadur Shah Zafar Road, Bahadurabad.  
Phone : (021) 34129677-81, 34128578-81  
Fax : 34129676

### Timber Market Branch

Ground Floor, Sur. No. 15,  
Siddique Wahab Road,  
Lawrence Quarters.  
Phone : (021) 32750635-9  
Fax : 32750632

### Defence Housing Authority Branch

Plot No. C-12-C  
Tauheed Commercial Phase V,  
Defence Housing Authority.  
Phone : (021) 35302639-44  
Fax : 35302637

## PECHS Branch

Shop No. 3, 154-S, Block-2, P.E.C.H.S.  
Phone : (021) 34535861-2, 34538423-24  
Fax : 34314221, 34390090

### Federal 'B' Area Branch

C-28, Block - 13, F. 'B' Area,  
Shahrah-e-Pakistan.  
Phone : (021) 36803041, 36344700, 5 & 6  
Fax : 36803043

### Eidgah Branch

166, M. A. Jinnah Road, Near Light House  
Phone : (021) 32217290-4 Fax : 32217244

### Marriot Road Branch

Survey # 67, Sheet # M.R.1, Opp. Khori Garden  
Murad Khan Road, Marriot Road.  
Phone : (021) 32414138-40 & 32412080  
Fax : 32412082

### Hyderi (North Nazimabad) Branch

Plot # ST-4, Al-Burhan Circle Hyderi,  
Block 'E', North Nazimabad.  
Phone : (021) 36626004, 36626066  
Fax : 36625402

### Gulistan-e-Jauhar Branch

Yasir Plaza, Block 10-A, Scheme 45,  
Main Rashid Minhas Road,  
Gulshan-e-Iqbal,  
Phone : (021) 34815926-7, 34815930  
Fax : 34815924

### Tipu Sultan Road Branch

Plot No. 118-119 Z, DBCHS,  
Shabbirabad, Tipu Sultan Road.  
Phone : (021) 34398457-9  
Fax : 34398456

### DHA Phase-I Branch

114, 9th East Street, Phase-I,  
Defence Housing Authority,  
Main Korangi Road.  
Phone : (021) 35887571-73  
Fax : 35887574

### Hawksbay Road Branch

KB-28, Haji Ishaq Market,  
Main Hawksbay Road,  
Opp. Quaid-e-Azam New Truck Stand  
Phone : (021) 32355871, 32355872-74  
Fax : 32355875

## Shershah Branch

D-283, Main Shershah Road,  
Quality Godown, S.I.T.E.  
Phone : (021) 32585001-4  
Fax : 32585005

### Malir Cantt. Branch

Old Malir Cantonment Library,  
Cantt Bazar, Malir Cantt.  
Phone : (021) 34904601-2  
Fax : 34904603

### Tariq Road Branch

124/A, Block 2, P.E.C.H.S, Main Tariq Road  
Phone : (021) 34386052-5  
Fax : 34386056

### Landhi Branch

Plot No. 29/10/1, Sector 5D, Landhi Township  
Phone : (021) 35034451-3  
Fax : 35030875

### Gulshan Chowrangi Branch

Sani Arcade, Block - 3, Gulshan-e-Iqbal  
Phone : (021) 34978252, 34993792  
Fax : 34985729

### Garden East Branch

Silver Jubilee Centre,  
194/2/1, Britto Road,  
Near Ismailia Jamat Khana, Garden East  
Phone : (021) 32238704, 32238717,  
32238722, 32238605  
Fax : 32225941

### DHA Phase IV, Karachi

Plot No. 80, 10th Commercial Street,  
Phase IV, Defence Housing  
Authority, Karachi  
Phone: (021) 35312832 - 35  
Fax: 35312837

### Gizri

K-4/3, & 4/4-A,  
Ch. Khaleeq uz Zaman Road, Gizri  
Phone: 021-35868991-93  
Fax: 021-35867149

### Sea View

Sahil Promenade, Block 3,  
Scheme 5, Clifton, Karachi  
Phone: 021-35364095-97  
Fax: 021-35371259

**Nazimabad**

Al-Kausar Homes, Plot # 2, Block-III,  
Sub-Block "E", Nazimabad, Karachi  
Phone: (021) 36708980-83  
Fax: (021) 36708978

**Saddar Branch**

Shop # 6, State Life Building # 5,  
Abdullah Haroon Road.  
Phone: (021) 35658714-16  
Fax: (021) 35658717

**Johar Chowrangi Branch**

Plot No. 118-119-C/1, K.D.A. Scheme  
No. 36, Ruffi Shopping Mall Block,  
18 Gulistan e Johar  
Phone : (021) 34638114, 34015966-7  
Fax : 34638115

**Nagan Chowrangi Branch**

Plot # SC-28, Sector 11-H,  
North Karachi, Karachi  
Phone : (021) 36957622-621  
Fax : 36902210

**Jamshed Road Branch**

Ashfaq Plaza, Jamshed Quarters,  
New M.A. Jinnah Road, Karachi  
Phone : (021)-34860794-95  
Fax : 34860793

**Gulshan-e-Hadeed Branch**

A-329 Phase I, Sub-Sector, 8-C/1, Bin  
Qasim  
Phone : (021) 34721406  
Fax : 34721407

**Akbar Road Branch**

Plot # 294, AM-3, Artillery Maidan  
Quarters, Preedy Street, Saddar  
Phone : (021) 32725107,  
32725146, 327 24939  
Fax : 32724928

**Steel Market Branch**

Plot # 8 & 9/D-1, S.R. 1, Liaquat Market,  
Serai Quarters, Opp New Memon Masjid,  
M.A. Jinnah Road  
Phone : (021) 32422679, 627, 774  
Fax : 32422526

**Malir City Branch**

H-11/11, Liaquat Market, Malir Town  
Phone : (021) 34117134-35 Fax : 34117156

**West Wharf Branch**

Sultan Centre, Plot # 11, West Wharf  
Phone : (021) 32205966-67 Fax : 2205794

**Liaquatabad Branch**

Plot No 21, 22 & 23, Commercial Area,  
Block 7, Liaquatabad, Karachi  
Phone : (021) 34911794-7 Fax : 34911793

**Urdu Bazar Branch**

Plot No. RB 10/16-III, A210, Ram Bagh,  
Urdu Bazar, M.A. Jinnah Road, Karachi  
Phone : (021) 32214185-89 Fax : 32214183

**Abul Hasan Ispahani Road Branch**

Sani Corner, Sector-22, KDA Scheme 33,  
Abul Hasan Ispahani Road, Karachi  
Phone : 34974484-6 Fax : 021-34974487

**Hussainabad Branch**

R-471, Block 2, KDA Scheme 16,  
Hussainabad, F.B. Area Karachi  
Phone : (021) 36337646-47 Fax : 36337648

**DHA Phase II Ext.**

Shop No.3 & 4, Plot No. 44-C-  
24th Commercial  
Street, DHA Phase II Extension, Karachi  
Phone : (021) 35312152-54 Fax : 35312155

**Shireen Jinnah Colony**

LS-27 & 28, Shireen Jinnah Colony, Block 1,  
KDA Scheme No. 5, Clifton, Karachi  
Phone : (021) 35877060, 35877058  
Fax : 35877059

**Bombay Bazar Branch**

Plot No. B.R.3/11, Faiza Palace, Bunder  
Quarters, Bombay Bazar, Karachi  
Phone : 021-32437917-19  
Fax : 021-32437481

**Garden West Area Branch**

Amin Center, Plot No. 130/I, Garden  
West, Karachi  
Phone : 021-32231005-7  
Fax : 021-32231003

**Khayaban -e- Shamsheer**

Plot No. 31, Stadium Lane No. 2, DHA  
Phase V, Karachi  
Phone : 021-35248534-6  
Fax : 021-35248537

**Khayaban-e-Muslim Branch**

Plot No. 36-C, Khayaban-e-Muslim,  
Phase VI, DHA, Karachi  
Phone : 021-35843263-65  
Fax : 021-35842073

**Pakistan Chowk Branch**

Zubaida Manzil, Serai Quarters, Kutchery  
Road, Pakistan Chowk, Karachi  
Phone : 021-32215703-5  
Fax : 021-32215706

**Plaza Quarters, Karachi**

Shop No. 7, Plot No. 34, Marston Road,  
Plaza Quarters, Karachi  
Phone : 021-32765415-6, 32765418  
Fax: 021-32765412

**Khayab-e-Rahat**

Plot No. 12-C, Rahat Lane-3  
DHA Phase-VI, Karachi.

**Babar Market (Landhi)**

Shops No. 452 & 453 Main Road,  
Babar Market Landhi # 3, Karachi  
Phone : 021-35013664-5  
Fax : 021-35013661

**Beaumont Plaza**

Showroom NO.5 & S-6, Ground Floor,  
Beaumont Plaza, Beaumont Road,  
Civil Lines Quarters, Karachi  
Phone : 021-35642983-5  
Fax : 021-35642987

**Block F, North Nazimabad**

Shop No, 3, Plot No, SC-13, North Nazimabad,  
Block-F, North Nazimabad, Karachi  
Phone : 021-36724901-3  
Fax : 021-36724904

**Block H, North Nazimabad**

SC-21/A, Block-H, North Nazimabad, Karachi  
Phone : 021-36724500-3  
Fax : 021-36724504

**Kawish Crown Plaza**

Kawish Crown Plaza, Block 7 & 8, Ground  
Floor, Darul Aman Cooperative Housing  
Society, Shahrah-e-Faisal, Karachi  
Phone : 021-3433927-29  
Fax : 021-3433932

**Khalid Bin Waleed Road**

Plot No. 89-K, Block-2, Ali Bhai Arcade, Main  
Khalid Bin Waleed Road, P.E.C.H.S. Society  
Phone : 021-34521906-8  
Fax : 021-34521902

**Sharfabad, Karachi**

Aqila Cornet, Shop NO.1 & 2, Commercial  
Plot No. 12/25, Survey Sheet NO.3S-P/1,  
Block NO.3, Karachi Memon Cooperative  
Housing Society, Karachi  
Phone : 021-34134007-8  
Fax : 021-34134009

**Zaibunnisa Street, Karachi**

Old Survey # F-16, Survey # 7/6,  
Zaibunnisa Street, Saddar, Karachi  
Phone : 021-35143033-38  
Fax : 021-35143038

**Water Pump**

Shop # 5-1,5-2,0-1& 0-2, Plot SB-12,  
Block-14, F.B.AArea, Gulberg Town, Karachi.  
Phone : 021- 36375512-7  
Fax : 021- 36375517

**Gulshan-e-Iqbal, Block 1**

Shop # G-2, Ground Floor, Sirtaj Terrace,  
Block-1, Gulshan-e-Iqbal, Karachi.  
Phone : 021- 34177872-5  
Fax : 021-34177876

**U.P. More - Karachi**

Ground Floor - Plot # R-48 & R-71, Sector  
11-B, North Karachi  
Phone : 021-36943913

**Super Highway Branch - Karachi**

Shop # A-4/B,A-5/A A-5/B, A-6/A,A-6/B &  
Flat # A-15 AL-Azam Plaza, Sector 1/A,  
Scheme # 33, Super Highway - Karachi

**Saba Avenue Branch DHA Karachi**

Plot # 4-C Saba Avenue, Badar Commercial  
Area, Street # 6,Phase V DHA - Karachi  
Phone : 021-35244583-86  
Fax : 021-35244589

**Orangi Town 14F-Branch Orangi Town**

Plot # 400, Street # 1, Sector 14F, Orangi  
Town - Karachi  
Phone : 021-3667615

**Azam Town Mehmoodabad -Karachi**  
Ground Floor, Ploy # R-2889 {Old # 2209}  
Sheet # 2, Street # 8, Azam Town,  
Mehmoodabad - Karachi  
Phone : 021-34313536-8

**Orangi Town # 11 Branch**  
Plot # 672.673, Street # IV, Sector 11  
Pakistan Bazar, Iqbal Market - Orangi Town  
- Karachi  
Phone : 021-36697630-5  
Fax : 021-36697636

**Safoora Chowrangi Branch**  
Johar View, Plot # SB-8, Shop # 1-6, Block  
# 7-KDA Scheme # 36, Gulistan-e-Johar-  
Karachi  
Phone : 021-34160995-98  
Fax : 021-34160999

**Shaheed-e-Millat Branch**  
Showroom No. S 04, Bismillah Blessings  
Block 3, DMCHS  
Phone : 021-34931270-4

**Mauripur Road Branch**  
10 A, Block F, Maripur Road

#### HYDERABAD

**Main Branch Hyderabad**  
Plot No.476/1 & 476/2,  
adjacent to Hotel Faran, Saddar.  
Phone : (022) 2786020-22, 2784242  
Fax : 2786023

**Grain Market Branch**  
Aman Center, Price Ali Road Hirabad  
Phome : (022)-2660611-5  
Fax : 2660620

**Latifabad Branch**  
4/D, Block-D, Unit no. 7, Opposite St.  
Elizabeth Hospital, Main Road,  
Latifabad, Hyderabad  
Tel: 022-3861562-64  
Fax: 022-3861561

**Qasimabad Branch**  
Phase I, Main Qasimabad Road, Near PTCL  
Exchange, Qasimabad, Hyderabad  
Tel: 022-2670592-94  
Fax: 022-2670591

**Matli Branch**  
Survey # 381/15,16, 17 Main Road - Matli

**Dadu Branch**  
Survey # 996/1, Ward A Main Road - Dadu  
Phone : 025-4711515-19  
Fax : 025-4711519

**Umerkot Branch**  
Survey # 76/4, Ward B Umerkot Town -  
Umerkot

**Badin Branch**  
Survey # 30 Ward 4 Deh Sonhar, Main Road  
- Badin

**Autobhan Road Branch - Hyderabad**  
Plot # B-15/5, Railway Employees Cooperative  
Housing Scheme, Autobhan Road - Latifabad  
- Hyderabad

#### SUKKUR

B-2823/B-2851, Frere Road, Sarafa Bazar.  
Phone : (071) 5628175, 5624753, 5624750  
Fax : 5628176

#### NAWABSHAH

Municipal Office Chowk, Katchery Road  
Phone : (0244)330723-25  
Fax : 330729

#### TANDO ADAM

Plot No. A / 06 & 07, Hyderabad  
Road, Tando Adam  
Phone: 0235-576042-44  
Fax: 0235-576043

#### SANGHAR

CS # 124/4 Ward-A, Nawabshah  
Road, Sanghar  
Phone: 0235-542500-01  
Fax: 0235-542503.

#### SHAHDAD PUR

City Survey No. 860-864 Ward A, Station  
Road, Shahdadpur, District Sanghar  
Phone : 0235-842851-54  
Fax: 0235-842855

#### TANDO ALLAHYAR

Survey No. 271/1, Plot No. 2, National  
Highway Road, Tando Allah Yar  
Phone : 022-3891082  
Fax : 022-3891087

#### KHAIRPUR

B-284-A, Katchery Road, Khairpur  
Phone : 0243-552414  
Fax : 0243-552418

#### QUETTA

**M.A. Jinnah Road Branch**  
Property No.2-12(1), M.A.Jinnah Road.  
Phone : (081) 111-777-786, 2841180-83  
Fax : 2827562

**Hazar Gunji Branch**  
Plot No. 332, 333, 334, Truck Stand,  
Hazar Gunji.  
Phone : (081) 2460520, 2460821  
Fax : 2460519

**Shahrah-e-Iqbal Branch**  
Cut Piece Cloth Market, Shahrah-e-Iqbal  
Phone : (081) 2834425, 2834429  
Fax : 2827270

#### Double Road

Arbab Plaza, Double Road, Quetta  
Phone : (081) 2441961-62, 2441663  
Fax : (081) 2441665

#### Model Town Quetta Branch

Plot # 35-B, Model Town, Quetta Cantt.  
Phone (081) 2832130  
Fax : 2827329

#### Liaquat Bazar Branch

Liaquat Bazar, Quetta  
Phone (081) 2838033-34  
Fax : 2838025

#### Sirki Road Quetta

Berach Market Chowk, Sirki Road, Quetta  
Phone (081) 2440137 - 38  
Fax : 2440136

#### Alamdar Road, Quetta

Shop No. 7-28/4 & 7-28/5, Alamdar  
Road, Quetta  
Phone : (081) 2660284  
Fax : (081) 2660287

**Suraj Ganj Bazar, Quetta**  
Shop No. 1-11-12B, Allibhoy Road,  
Suraj Ganj Bazar,  
Phone : (081) 2833464-5  
Fax : (081) 2833468

**Zamzama Road, Quetta Cantt**  
Zamzama Shopping Complex, Zamzama  
Road Quetta Cantt, Quetta  
Phone : 081-2882966-7, 081-2882969  
Fax : 081-2882970

#### CHAMAN

Trunch Road, Chaman, Balochistan.  
Phone : (0826) 613440, 612541  
Fax : 613488

#### GAWADAR

Airport Road, Gawadar  
Phone : (0864) 211796-98  
Fax : 210185

#### JACOBABAD

Quaid-e-Azam Road, Jacobabad  
Phone : 0722-650935-36  
Fax : 0722-650930

#### HUB BRANCH

Shop # 4, S, 6 & 7 Al-Rashid Market  
Main Road, Hub Chowki.  
Phone : 0853-363188-92  
Fax : 0853-363192

**Dukki Branch Balochistan**  
Masjid Road Dukki District Loralai  
Phone : 0824-666405-07  
Fax : 0824-666306

**Dera Jamali Branch - Balochistan**  
Khasra # 85/1, Main Road - Dera Murad  
Jamali - Balochistan  
Phone : 0838-711372-77  
Fax : 0838-711373

**Zhob Branch Boluchistan**  
H/129 Tehsil Road - Zhob  
Phone : 0822-413024-29  
Fax : 0822-413029

#### MIRPURKHAH

Plot # 864/7, Adam Town,  
Main Umerkot Road,  
Phone : (02338) 74466, 74686  
Fax : 75127

## LARKANA

Bunder Road  
Phone : (074) 4055712, 4055812, 4055360  
Fax : 5053962

## LAHORE

### LDA Plaza Branch

PASSCO Building, Kashmir Road.  
Phone : (042) 36306201-05  
Fax : 36301193, 36368905

### Gulberg Branch

125/E-I, Gulberg-III, Main Boulevard.  
Phone : (042) 35877800-8  
Fax : 35754900, 35877807

### Defence Branch

G-9, Commercial Area, Phase-I, LCCHS.  
Phone : (042) 35729722-26  
Fax : 35729727, 35733591

### Circular Road Branch

A-43/A, Opp: Mazar Hazrat Shah  
Mohammad Ghous, Circular Road.  
Phone : (042) 37638256-8  
Fax : 37653384

### Township Branch

47-B/1, Block 10,  
Akbar Chowk, Township.  
Phone : (042) 35152831-6  
Fax : 35113716

### Badami Bagh Branch

29-30 PECO Road, Badami Bagh.  
Phone : (042) 37704961-66  
Fax : 37728636, 37728074

### Allama Iqbal Town Branch

36, College Block, Allam Iqbal Town.  
Phone : (042) 35432961-5  
Fax : 35432960

### Shah Alam Market Branch

2035-D, Hilal-e-Ahmar Health Complex,  
Near Fawara Chowk, Shah Alam Market.  
Phone : (042) 37673401-6  
Fax : 37673409

### Shadman Market Branch

88, Shadman-1  
Phone : (042) 37538116-20  
Fax : 37538129

### Tufail Road Branch

50/3, Tufail Road, Cantt.  
Phone : (042) 36689016-19  
Fax : 36688374

### Lahore Stock Exchange Branch

Basement Level - 2,  
Lahore Stock Exchange Building,  
19, Khayaban-e-Iqbal.  
Phone : (042) 36307461-68  
Fax : 36307460

### Baghbanpura Branch

278-G.T. Road, Baghbanpura, Lahore.  
Phone : (042) 36844006-09  
Fax : 36844010

### Ravi Road Branch

13 Ravi Raod.  
Phone : (042) 37708661-64  
Fax : 37708660

### Liberty Branch

10-C, Commercial Area,  
Liberty Market, Gulberg-III.  
Phone : (042) 35789431-34  
Fax : 35755226

### Raiwind Road Branch

Thoker Niaz Beg, Plot # 4, Raiwind Road.  
Phone : (042) 35314671-5  
Fax : 35314678

### Shahdin Manzil Branch

Shahdin Manzil,  
Faysal Chowk, Mall Road.  
Phone : (042) 36012000-30,  
36300581, 36300586  
Fax : 36300589

### Samanabad - Lahore

Plot # 91 - Main Road, Samanabad, Lahore  
Phone : (042) 37590062-3  
Fax : (042) 37590064

### DHA Extension Branch

Divine Centre, Near Bhatta Chowk,  
New Airport Road, Lahore Cantt  
Phone : (042) 35700301-309  
Fax : 35700213

### Azam Cloth Market Branch

Raheem Centre, Akbar Block,  
Azam Cloth Market  
Phone : (042) 37643851-55  
Fax : 37643860

### Shad Bagh Branch

37, Umer Din Road, Wassanpura  
Phone : (042) 37616252-56  
Fax : 36260295

### Karim Block Allama Iqbal Town, Lahore

502-Ali Plaza, Karim Block Market,  
Allama Iqbal Town, Lahore  
Phone : (042) 35425528, 30, 31  
Fax : (042) 35425529

### Ferozpur Road Branch

18-KM Main Ferozpur Road  
Phone : (042) 35807812-14  
Fax : 35807813

### Shahdara Branch

Main Shaikhupura Road, Shahdara Chowk  
Phone : (042) 37900290  
Fax : 37900291

### Walton Road Branch

E-28/A, Main Walton Road  
Phone : (042) 6627004-7  
Fax : 36687391

### Urdu Bazar Branch

Main Kabir Street  
Phone : (042) 37210644  
Fax : 37210647

### Brandreth Road Branch

91-A, Brandreth Road, Near Australia Building  
Phone : (042) 37674115-18  
Fax : 37637303

### DHA Phase II Branch

65 CCA, Phase-II, DHA  
Phone : (042) 35707581-4  
Fax : 35707580

### Ghari Shahu Branch

99-A, Allama Iqbal Road, Ghari Shahu  
Phone : (042) 36372656, 36371001  
Fax : 36360962

### Model Town, Lahore

13 Bank Square, Central Commercial  
Market, Model Town Lahore  
Phone: (042) 35884670-72  
Fax: 35884675

### Cavalry Ground, Lahore

35 Main Boulevard,  
Officers Housing Scheme,  
Cavalry Ground Lahore  
Phone: (042) 36610531-32, 36610534  
Fax: 36610536

### Chuburji

24-Niaz View Scheme, Rewaz Garden,  
Chuburji, Lahore  
Phone: (042) 37356640-42  
Fax: 3722236

### Main Market Gulberg

32-E-Main Market, Gulberg II, Lahore  
Phone: 042-35786955- 59  
Fax: 042-35786964

### Montgomery Road Branch

65-Montgomery Road, Lahore  
Phone : (042) 36303081-4  
Fax : 36303085

### Jauhar Town Branch

Plot No. 435, Block G-1  
M.A. Johar Town, Lahore  
Phone : (042)- 35281081-5  
Fax : 35291090

### Bedian Road Branch

Phone : (042) 37088164  
Fax : 35742694

### Fortress Stadium Branch

Phone : (042) 36623082-86  
Fax : 36623087

### Wapda Town Branch

Plot No. 189, Block-F, PIA Society,  
Wapda Town Round About  
Phone : (042) 35211574  
Fax : 35211576

### Ichra Branch

112- Ferozepur Road, Ichra, Lahore  
Phone : (042) 37539604-5  
Fax : 37539608

### Bund Road Branch

Main Bund Road,  
Near Gulshan-e-Ravi Chowk, Lahore  
Phone : (042) 37404868-72  
Fax : 37404867

### Zarar Shaheed Road -

Guldasht Town Branch  
Zarar Shaheed Road, Guldasht Town, Lahore  
Phone : (042) 36635969  
Fax : 36635968

**EME Society Branch**

50-A, Mohafiz Town,  
Near EME Society Main Gate, Lahore  
Phone : (042) 37516325  
Fax : 0423-37516327

**Islampura Branch**

30-A, Main Sanda Road, Atif Chowk,  
Islampura, Lahore  
Phone : 042-37117739-40  
Fax : 042-37117738

**Sabzazar Multan Road Branch**

Plot No. 10, 10-A, B & C, Industrial  
Muslim Block, Allama Iqbal Town,  
Multan Road, Lahore.  
Phone : (042) 37804070-79  
Fax : (042) 37804075

**Link Road, Model Town Branch**

Shop No. 2 & 4 to 10, Bridal Centre,  
Link Road, Lahore.  
Phone : (042) 35925801-02  
Fax : (042) 35925804

**Fruit Market Branch**

Plot No. 136, Fruit Market, Ravi  
Link Road, Lahore.  
Phone : (042) 37721966-8  
Fax : (042) 37721959

**Airport Branch**

Northern side of terminal building, under  
Ramp Bridge, Allama Iqbal International  
Airport, Lahore  
Phone : 042-36611447-8  
Fax : 042-36611449

**Bilal Gunj**

Danial Street # 13, Shahjahan Road  
Main Bilal Gunj, Lahore  
Phone : 042-37162722-4  
Fax : 042-37162725

**DHA Phase IV**

Property No, 204-CCA, Block FF,  
DHA, Phase IV, Lahore Cantt,  
Phone : 042-35890916-20  
Fax : 042-35890921

**Mall Road**

Alfred Building, 89 The Mall, Lahore  
Phone : 042-37245626-8  
Fax : 042-37245629

**People Vehra Shahalam-II Branch**

140 People Vehra Shahalam Market, Lahore.  
Phone : 042-37667495-97  
Fax : 042-37667498

**Moon Market Allama Iqbal Town, Lahore**

Property No.5, Block Satluj, Moon Market,  
Allama Iqbal Town, Lahore  
Phone : 042- 37814192-5  
Fax : 042- 37814196

**Bahria Town, Lahore**

904, Canal Bank Road, Opposite Sector-A,  
Bahria Town, Lahore  
Phone : 042-35971384-7  
Fax : 042-35971389

**Hall Road Lahore**

Plot # 45, Khadim Centre, Near Hall Road,  
Main Mall Road, Lahore  
Phone : 042-37365430-33  
Fax : 042-37365434

**Khayaban-e-Iqbal, DHA, Lahore**

69/A-XX, Phase III, Khyaban-e-Iqbal,  
DHA Lahore  
Phone : 042-35693857, 042-35693922,  
042-35694866, 042-35694869  
Fax : 042-35693725

**Khayaban-e-Jinnah Branch - Lahore**

Property # C-189, C-19, Air Line Society,  
Khayaban-e-Jinnah, Johar Town -Lahore  
Phone : 042-35229382-83-85-86  
Fax : 042-35229388

**Z Block - DHA Phase - III Branch - LHR**

Property # 73, Z Block, DHA Phase - III -  
Lahore

**Bata Pur Branch - Lahore**

Property # 797 - Opposite Bata Pakistan Ltd  
- Bata Pur - G.T Road - Lahore  
Phone : 0423-6581001-006  
Fax : 0423-6581007

**ISLAMABAD****Blue Area Branch**

1-B, Awan Arcade, Jinnah Avenue, Blue Area.  
Phone : (051) 2810136-49  
Fax : 2279897

**I-10 Markaz Branch**

4-A, I-10 Markaz  
Phone : (051) 4435804-6  
Fax : 4435807

**F-7 Markaz Branch**

13-U, F-7 Markaz, Jinnah Super  
Market, Islamabad  
Phone : (051) 2653944-49  
Fax : 2653940

**F-11 Markaz Branch**

Plot No.28, Al Karam Centre, F-11  
Markaz, Islamabad  
Phone : (051) 2228127-28  
Fax : (051) 2228129

**Stock Exchange Branch**

Office No. 5, 55-B, Islamabad  
Stock Exchange Tower, Jinnah Avenue  
Phone : (051) 2894071-74  
Fax : 2894075

**F-10 Markaz Branch**

4-D, Urfi Centre, Markaz F-10  
Phone : (051) 2809705-08  
Fax : 2809719

**I-8 Markaz Branch**

Plot No. 34, I-8 Markaz  
Phone : (051) 4862563-6  
Fax : 4862567

**G-9 Markaz, Islamabad**

G-9 Markaz, 39 Paragon Plaza  
Phone: (051) 2253002-3  
Fax: 2854932

**F-8 Markaz, Islamabad**

Shop No. 2 & 3, Al-Babar Centre,  
F-8 Markaz, Islamabad  
Phone: (051) 2818044-6, 2854615  
Fax: 2260270

**Grain Market Branch**

Shop # 40-41, Fruit Market, I-11/4  
Phone : (051) 4438823-5  
Fax : 4438828

**Bhara Kahu Branch**

Main Muree Road, Bhara Kahu  
Phone : (051) 2233635, 2233637-9  
Fax : 2233636

**G-11 Markaz Branch**

Sardar Arcade, G-11 Markaz  
Phone : (051) 2830259, 2830260  
Fax : (051) 2830264

**Tarnol Branch**

Al-Noor Plaza, GT Road, Tarnol,  
Tehsil & District Islamabad  
Phone : (051) 2226621-23  
Fax : (051) 2226626

**COMSATS Institute of Information**

Technology (CIIT) Branch  
Chak Shahzad, Park Road, Islamabad  
Phone: 051-4365103-4

**E-11, Islamabad**

Plot NO.4, Multi Professionals Cooperative  
Housing Society, E-II/3, Islamabad  
Phone : 051-2228942  
Fax : 051-2228976

**G-7, Islamabad**

Marina Heights, Plot No. 109E, G-7, Main  
Jinnah Avenue, Blue Area, Islamabad  
Phone : 051-2806426-9  
Fax : 051-2806425

**PWD, Islamabad**

Plot No. 14-A & 14-B, Main PWD Road,  
PWD Employees Housing Society, Islamabad  
Phone : 051-5170702, 5170701  
Fax : 051-5170703

**G-6 Markaz**

Block No.9, Ground Floor, G-6  
Markaz, Islamabad  
Phone : 051-2603504-7  
Fax : 051-2603508



**G-8 Markaz**

Islamabad Chamber of Commerce  
and Industry Mauve Area, I&T Centre  
Sector G-8/1, Islamabad  
Phone : 051-2289389-7  
Fax : 051-2289385

**DHA Phase II Branch - Islamabad**

DHA Phase II - Branch - Islamabad  
Phone : 051-4918301-5  
Fax : 051-4918305

**Tarlai Kalan Branch**

Ground Floor, Mid Town Tower, Lehter  
Road - Tarlai Kalan - Islamabad

**RAWALPINDI****The Mall Branch**

8, The Mall, Saddar  
Phone : (051) 5700038-40  
Fax : 5700042, 5700029

**Satellite Town Branch**

B/20, North Star Plaza, Satellite  
Town, Murree Road.  
Phone : (051) 4424080-6  
Fax : 4424087

**Jinnah Road Branch**

A-351, Jinnah Road (Old City Saddar  
Road).  
Phone : (051) 5775325-8  
Fax : 5775324

**Rawat**

Ground Floor, Riaz Shah Bukhari Plaza,  
Main  
G. T Road Rawat, Tehsil & Distt. Islamabad  
Phone : (0514) 611906  
Fax : (0514) 611903

**Lalazar Branch**

Tulsa Road, Lalazar  
Phone : (051) 5524904-5  
Fax : 5527814

**Chaklala Branch**

59, Shah Plaza, Commercial Area,  
Chaklala Scheme III  
Phone : (051) 5766003-4  
Fax : 5766005

**College Road Branch**

E/20-26, College Road  
Phone : 051- 5762008, 5762010  
Fax : 5762007

**Peshawar Road Branch**

Plot No. 400/2, Gammon House,  
Peshawar Road, Rawalpindi  
Phone : (051) 5468401-2  
Fax : 5468403

**Airport Road**

7-Fazal Town, Airport Link Road, Rawalpindi  
Phone: (051) 5706022-23  
Fax: 5781483

**Khanna Branch**

Adil Tahir Plaza, Service Road,  
Al-Noor Colony, Sector 3  
Phone: (051) 4479290-3,  
Fax: (051) 4479295

**Chowk Sadiqabad Branch**

Shop # 2-6, Abassi Tower, Muslim Town  
Phone : (051) 4423078-81  
Fax : 4480226

**Kahuta Branch**

Tehseen Plaza, PAF Road  
Phone : (051) 3313625-29  
Fax : 3313630

**Adamjee Road Branch**

Adamjee Road, Saddar, Rawalpindi Cantt.  
Phone : (051) 5563728  
Fax : 5563730

**Tench Bhatta Branch**

Plot # 396/C, Main Bazar,  
Tench Bhatta, Rawalpindi Cantt.  
Phone : (051) 5520475  
Fax : 5520466

**Adyala Road Branch**

Main Adyala Road, Rawalpindi  
Phone : 051-5570078-79  
Fax : 051-5570080

**Baghsardaran Branch**

12 Ghazni Colony, Bagh Sardaran, Rawalpindi  
Phone : 051-5778592-93  
Fax : 051-5778594

**Bohar Bazar**

C 211-215, Bohar Bazar, Rawalpindi  
Phone : 05811-451914, 05811-451910  
Fax : 05811-451926

**Faizabad Branch**

Shakeel Plaza, Faizabad, Rawalpindi  
Phone : 051-4575846-47  
Fax : 051-4575849

**Saidpur Road, Rawalpindi**

Plot No. 378, Opposite Makkah Cloth,  
Saidpur Road, Rawalpindi  
Phone : 051-4418646-48  
Fax : 051-4418649

**Naz Cinema Murree Road, Rawalpindi**

Shop No. 13, Gul-Noor Market,  
Naz Cinema, Murree Road, Rawalpindi  
Phone : 051-4421682-85  
Fax : 051-4421680

**Bahria Town Phase IV**

Plot No. 95, Main Civic Center, Bahria  
Town, Phase IV, Rawalpindi  
Phone : 051-5732408, 051-5732409  
Fax : 051-5732410

**Liaqat Road, Rawalpindi**

B/568, Liaqat Road, Rawalpindi  
Phone : 051-5776162, 051-5776163  
Fax : 051-5776165

**Morgah Branch - Rawalpindi**

ARL Road - Morgah Rawalpindi

**Bahria Town Phase 8 Branch - RWP**

23, Ali Haider Avenue Safari Valley Bahria  
Town Phase 8 - Rawalpindi  
Phone : 051-2544033

**FATEH JANG**

Rawalpindi Road, Fateh Jang,  
Phone : (0572)-210837-38  
Fax : 210839

**TAXILA****Kohistan Complex, G. T. Road**

Phone : (0514) 534012-15  
Fax : 535015

**Faisal Shaheed Road Taxila Branch**

AL-Barkat Plaza - Faisal Shaheed  
Road - Taxila  
Phone : 051-4532029-051-4542029  
Fax : 091-4562029

**Mohra Chowk**

Mouza Lab Thatoo, Mohra Chowk, Hazara  
Road, Tehsil Taxila, Distt. Rawalpindi  
Phone : 0514-590019, 590021-22  
Fax : 0514-590020

**WAH CANTT**

4-1/100, Officers Colony, The Mall.  
Phone : (0514) 539425-28  
Fax : (0514) 511980

**FAISALABAD****Main Branch**

Ground Floor, State Life Building,  
Liaqat Road.  
Phone : (041) 2617436-9  
Fax : (041) 2617432, 2640834

**Peoples Colony Branch**

17-A/2, Sir Fazal Hussain Road, Opp. Radio  
Station, Peoples Colony No. 1, Faisalabad  
Phone : (041) 8722636-39  
Fax : 8722184

**Susan Road Branch**

P-98/22, Main Susan Road, Madina Town  
Phone : (041) 8556673-75  
Fax : 8556679

**Rail Bazar Branch**

Property No. P-81, Rail Bazar  
Phone : (041) 2540801-2  
Fax : 2540803

**Yarn Market Branch**

P-78, Street No. 3  
Yarn Market, Montgomery Bazar  
Phone : (041) 2605806-7  
Fax : 2621487

**Minerva Road Branch**

P-64-B, Menerva Road  
Phone : (041) 2540763- 5  
Fax : 2540759

**Sheikhupura Road, Faisalabad**

P - 352-A, Gulistan Colony II,  
Millat Chowk, Sheikhupura Road,  
Faisalabad  
Phone : 041-8582141- 2  
Fax : 041-8582147

**Babar Chowk Branch**

641-A, Peoples Colony Extension,  
Babar Chowk  
Phone : (041)- 8557421-22  
Fax : 8557424

**Khurrianwala Branch**

Main Bazar, Jhumra Road  
Phone : (041) 4361080-81  
Fax : 4361082

**Samanabad Branch**

P-9, Main Road, Samanabad, Faisalabad  
Phone (041) 2561502-03  
Fax : 2561504

**Samundri Branch**

P-35/36, Grain Market,  
Gojra Road, Samundri  
Phone : (041) 3424356-7  
Fax : (041) 3424355

**Sabzi Mandi Branch**

New Fruit & Vegetable Market,  
Chak No. 245-RB, Near Sidhar Bypass,  
Tehsil Sadar, Faisalabad  
Phone : (041) 2518823-4  
Fax : (041) 2518825

**Bhowana Bazar**

P-141, Main Gole Bhowana Bazar,  
Faisalabad.  
Phone : (041) 2627357  
Fax : (041) 2540706

**Factory Area**

Property NO.3, Main Road, Factor,v  
Area, Faisalabad  
Phone : 041-2603523  
Fax : 041-2603525

**Karkhana Bazar**

P-120, Karkhana Bazar, Faisalabad  
Phone : 041-2602613-14  
Fax : 041-2602615

**Mamu Kanjan**

Luqman Chowk, Bank Bazar, Lakar Mandi,  
Mamu Kanjan, Distt. Faisalabad  
Phone : 041-3431583  
Fax : 041-3431585

**Jhumra Road, Mansoorabad, Faisalabad**

21-Main Jhumra Road Railway Gate,  
Mansoorabad Faisalabad  
Phone : 041-8556273  
Fax : 041-8556274

**Ghulam Mohammadabad**

19 B, Saddar Bazaar  
Phone : 041-2694622  
Fax : 041-2694624

**PESHAWAR****Peshawar Main Branch**

6-B, Islamia Road Peshawar Cantt  
Phone : (091) 5287051-7  
Fax : 5287058

**Peshawar City Branch**

Shoba Chowk, Park Inn Hotel Building,  
Khyber Bazar, Peshawar City.  
Phone : (091) 2590023-26  
Fax : 2551380

**Hayatabad Karkhano**

Shop No. B-29 & 30, J.B. Plaza,  
Karkhano Market, Hayatabad, Jamrud Road,  
Phone : (091) 5822902-7  
Fax : 5822908

**G.T. Road Branch**

1045-1046, Hashtnagri & Industries  
Opp: Sarhad Chamber of Commerce, G.T.  
Road  
Phone : 091-2593002-6  
Fax : 2593001

**Peepal Mandi Branch**

Ashraf China Trade Center Peepal  
Mandi, Peshawar  
Phone : (091) 2564911-4  
Fax : (091)-2564910

**Jamrud Road, Peshawar**

Phase III Chowk, Jamrud Road  
Phone : (091) 5710753-7  
Fax : 5710758

**Bakhshi Pul Branch**

Bakhshi Pul Charsada Road,  
Tehsil & District Peshawar  
Phone : (091) 2582304-6  
Fax : 2582307

**University Road, Peshawar**

Ground Floor, Bangash Plaza,  
University Road, Peshawar  
Phone : 091-5843708-09  
Fax: 091-5843710

**Temargarha**

Balambat Road, Main Bazar,  
Temargarha, Lower Dir  
Phone : 0945-825344 Fax: 0945-825346

**Dalazak Road**

Plot No,S, Opposite Parda Bagh,  
Dalazak Road, Peshawar  
Phone : 091-5244583  
Fax : 091-5244582

**Dabgari Branch - Peshawar**

Al-Mushtaq Plaza,Ramdas Road - Dabgari -  
Peshawar  
Phone : 091-2590250-53  
Fax : 091-2591025

**ATTOCK****Opposite Session Chowk, Attock Cantt.**

Phone : (057) 2701557-58  
Fax : (057) 2700248

**Waisa**

Sadaat Market, Hazro Gondal Road, Main  
Bazar, Waisa, Tehsil Hazro, District Attock  
Phone : (0572) 662413-15-16  
Fax : (0572) 662417

**Qutba, District Attock**

Alfalaha Centre, Main G.T. Road,  
Qutba, Kamra, Tehsil, Hazro, District Attock  
Phone : (057) 2640794-95  
Fax : (057) 2640796

**GHOURGHUSHTI**

Timber Market, Main Mandi Road,  
Ghourghushti, Tehsil Hazro  
Phone : (057) 2872918-19  
Fax : 2872916

**KAMRA**

Attock Road, Kamra  
Phone : (057)-9317423-25  
Fax : 9317420

**HANGU**

Saif-ur-Rehman Market, Opp:  
DCO Bungalow, Kohat Road, Main Bazar  
Phone : (0925) 624641, 621008  
Fax : 624644

**MULTAN****Abdali Road Branch**

62-A, Abdali Road, Multan Cantt.  
Phone : (061) 4546792-6  
Fax : 4781506

**Vehari Road Branch**

618/B, Vehari Road, Near Grain Market  
Phone : (061) 6244492-95  
Fax : 6244496

**Hussain Agahi Branch**

Hussain Agahi Road  
Phone : (061) 4577242, 457725  
Fax : 4577232

**Chowk Shaheedan Branch**

Akbar Road, Chowk Shaheedan  
Phone : (061) 4588611, 4588807  
Fax : 4579024

**Shahrukn-e-Alam Branch**

230-A & 251-A, Main Road, Shahrukn-e-Alam  
Phone : (061)-6784201-2  
Fax : 6784205

**Bosan Road Branch**

262-B, Gulgasht Colony, Bosan Road  
Phone : (061) 6210364-5  
Fax : 6210363

**Lodhran Branch**

27-2, Ward # 6, Main Multan Road  
Phone : (0608) 361700-363001-2  
Fax : 363005

**Quaid-e-Azam Road Branch**

Plot No. 1009/I, Quaid-e-Azam  
Road, Multan Cantt.  
Phone : 061-4504281-4  
Fax : 061-4504289-90

**Garden Town**

Plot No. 95-XXV, Main Sher Shah  
Road, Garden Town, Multan  
Phone : 061-6536174-75  
Fax : 061-6536173

**Shujaabad**

Property no. 363/A Opposite Grain Market  
Railway Road, Shujabad, District Multan  
Phone : 061-4396122  
Fax : 061-4396121

**SIALKOT****40/A, Paris Road.**

Phone : (052) 4591741, 4591442  
Fax : 4591742, 4593210

**Sambrial Branch**

G.T. Road, Sambrial, District Sialkot  
Phone : (052) 6522801-2  
Fax : 6522803

**Shahabpura Branch**

Malik Plaza, Shahabpura Road, Sialkot  
Phone : 052-3242671-79  
Fax : 052-3242680

**Kashmir Road**

Plot No. 417, Main Kashmir Road, Near  
Gulistan Cinema, Kotli Behram, Sialkot  
Phone : 052-4296103, 052-4296106-109  
Fax : 052-4296105

**RAHIM YAR KHAN**

12-A, Model Town, Shahi Road.  
Phone : (068) 5879880-1, 5885970  
Fax : 5879882

**GUJRANWALA**

Opposite Iqbal High School, G.T.  
Road, Gujranwala  
Phone : (055) 3859931-3, 3847031-33  
Fax : 3856471, 3255295

**Satellite Town Branch**

40-A Satellite Town  
Phone : (055) 3730396-99 Fax : 3251423

**Rail Bazar**

Empress Building, 39- Circular Road,  
Near Daal/Rail Bazar, Gujranwala  
Phone : 055-4231760, 055-4232914,  
055-4232915  
Fax : 055-4231780

**Nowshera Virkan**

Nokhar Road, Nowshera Virkan,  
Distt. Gujranwala  
Phone : 055-6760701  
Fax : 055-6760702

**Sheikhupura Road**

Plot Nos. 11, 12, 13, Revenue Estate of Mian  
Sansi, Sheikhupura Road, Gujranwala  
Phone : 055-4254630, 4254640  
Fax : 055-4233470

**SAHIWAL**

183-Sarwar Shaheed Road.  
Phone : (040) 4467691-95  
Fax : 4467696

**Farid Town Branch**

Property No. 386-H, Farid Town, Sahiwal.  
Phone : (040) 4553580-83  
Fax : (040) 4553584

**SARGODHA****91-C/2 University Road, Sargodha**

Phone : (048) 3724138-9 Fax : 3724193

**Satellite Town Branch**

302-A, Satellite Town, Sargodha  
Phone : 048-3226647  
Fax : 048-3226648

**Eid Gah Road**

Block # 19, Eid Gah Road, Sargodha  
Phone : 048-3710270-71  
Fax : 048-3710272

**CHAK NO. 111 SB**

Pull III, Main Faisalabad Road,  
District Sargodha  
Phone : (048) 3791158, 3792066  
Fax : 3791169

**GUJRAT**

G.T.S. Chowk, G.T. Road, Gujrat  
Phone : (053) 3530069-3530219  
Fax : 3530319

**Kutchery Bazar Branch**

Kutchery Road, Opp. Sabzi Market, Gujrat  
Phone : 053-3517995-98  
Fax : 053-3517999

**East Circular Road**

B-13/1395 & 1409, East Circular  
Road, Gujrat  
Phone : 053-3515267-68  
Fax : 053-3515269

**MARDAN**

Plot No. 11, Survey No. 128,  
The Mall, Mardan Cantt.  
Phone : (0937) 873631-3  
Fax : 873733

**Nowshera Road Mardan Branch**

Nowshera Road - Opposite Railway Station,  
Near FBR Office - Mardan City - Mardan  
Phone : 0937-875944-46  
Fax : 0937-875047

**BAHAWALPUR**

Opposite BVH, Circular Road.  
Phone : (062) 2889922-5  
Fax : 2889874

**CHINIOT**

1-A, Shahrah-e-Quaid-e-Azam  
Phone : (047) 6337704-5  
Fax : 6337706

**DASKA**

Al- Adeel Plaza, Gujranwala Road  
Phone : (052) 6616834-35  
Fax : 6619650

**HAFIZABAD**

Sagar Road, Hafizabad  
Phone : (0547) 540801-3, 540808  
Fax : 540804

**Jalalpur Bhattian Branch**

Mouza Jalalpur Bhattian, Tehsil Pindi  
Bhattian, District, Hafizabad  
Phone : (0547) 501275-6  
Fax : 501282

**CHICHAWATNI**

1-Railway Road, Rai House,  
Chichawatni District Sahiwal  
Phone : (0405) 487802-6  
Fax : 487807

**ARIFWALA**

47/D, Zain Palace, Gaboola Road  
Phone : (0457) 835711-12-13  
Fax : 835717

**PAKPATTAN**

159 - Main College Road  
Phone : (0457) 376020-27  
Fax : 376024

**DERA GHAZI KHAN**

Jampur Road, Dera Ghazi Khan  
Phone : (064) 2468201-6  
Fax : 2468104

**MINGORA, SWAT**

Khasra No.95, Makan Bagh,  
Saidu Sharif Road, Opposite PTCL Office.  
Phone : (0946) 726745-6, 726740-4  
Fax : 726747

**JHELUM**

Bungalow No.67, Kazam Kamal Road.  
Phone : (0544) 610162, 610172, 610182  
Fax : 610050

**Jada Jhelum Branch**

Main Muhammad Amin Plaza Property # B-  
XIV-382, Jada Chowk G.T.Rd.Jhelum  
Phone : 0544-623410-0544-623420  
Fax : 0544-623440

**MIAN CHANNU**

Ghazi Morr, G.T. Road.  
Phone : (065) 2665301-3  
Fax : 2665484

**SHEIKHUPURA**

Main Lahore-Sargodha Road.  
Phone : (056) 3614977-9  
Fax : 3787974, 3614976

**DERA ISMAIL KHAN**

Plot # 3666-B, Kashmir Chowk,  
North Circular Road,  
Phone : (0966) 720609, 720610  
Fax : 720607

**Tank Adda**

Kohinoor Super Shopping Centre, Block-  
K,  
Circular Road, Dera Ismail Khan  
Phone : 0966-720917

**OKARA**

Plot No. 25-28, M. A. Jinnah Road  
Phone : (0442) 550419-22  
Fax : 550423

**ABBOTTABAD**

191, Supply Bazar, Main Mansehra Road.  
Phone : (0992) 344723-6  
Fax : 344728

**Abbottabad City**

Shop No. C-15. Cantt Bazar,  
Opposite GPO, Abbottabad  
Phone : 0992-337161-3  
Fax: 0992-337166

**JHANG**

9-D, Yousuf Shah Road, Jhang Saddar.  
Phone : (047) 7624701-3  
Fax : 7624704

**Mouza Shumali Shorkot Branch**

Main Jhang Multan Road, Shorkot,  
District Jhang.  
Phone : (047) 5312018  
Fax : (047) 5312016

**TOBA TEK SINGH**

105-Farooq Road, Mohallah Jamia Masjid.  
Phone : (0462) 517838-9  
Fax : 517841

**BUREWALA**

95-C, Al-Aziz Market, College Road.  
Phone : (067) 3771901-4  
Fax : 3771905

**KOHAT**

Bannur Road, Kohat Cantt.  
Phone : (0922) 522791-93-96  
Fax : 522797

**Main Bazar Branch**

T-40 & T-41, Muslim Plaza, Main  
Bazar, Kohat  
Phone : 0922-522007-08  
Fax : 0922-522009

**SADIQABAD**

28-29 D, Allama Iqbal Road.  
Phone : (068) 5802501-3  
Fax : 5802704

**MANDI BAHAUDDIN**

Kutchery Road, Mandi Bahauddin  
Phone : (0546) 520921-23  
Fax : 507886

**LALA MUSA**

G.T. Road, Near Ghala Mandi  
Phone : (053) 7518368, 7518370, 7518780  
Fax : 7518070

**AHMEDPUR EAST BRANCH**

Kutchery Road, Near MEPCO Office  
Phone : (062) 2275504-6  
Fax : 2275503

**DAHARKI**

Zafar Bazar, Daharki  
Phone : (0723) 642868 643549, 641217  
Fax : 644040

**GHOTKI**

1-13, Station Road  
Phone : (0723) 680112-14  
Fax : 680118

**SGM Sugar Mills**

17 Km, Jarwah Road, Wallo Mahar  
Phone : 0723-687131

**HAROONABAD**

15-C/16-C, Ghalla Mandi  
Phone : (063) 2256401-4  
Fax : 2256458

**HASILPUR**

17-D, Baldia Road, Hasilpur  
Phone : (062) 2448078, 2448075  
Fax : 2441071

**KHARIAN**

1, Rizwan Plaza, Main G.T. Road  
Phone : (053) 7536241-42  
Fax : 7536245

**GILGIT**

Shahrah-e-Quaid-e-Azam,  
Near Radio Station, Jutial, Gilgit  
Phone : (05811) 51904-07  
Fax : 51903

**NLI Market, Gilgit**

Ghulam Haider Block, NLI Market, Gilgit  
Phone : 05811-451914, 05811-451910  
Fax : 05811-451926

**CHAKWAL**

City Trade Centre, Tehsil Chowk,  
Rawalpindi Raod  
Phone : (0543) 555206-210  
Fax : 555220

**Talagang Road Branch - Chakwal**

Talagang Road - Chakwal

**BHALWAL**

451, Liaqat Shaheed Road, Bhalwal  
Phone : (048) 6644863 - 6644364  
Fax : 6642647

**KASUR**

Shop No. 8-12, Adjecent to Mazar  
Hazrat Baba Bulley Shah, Rail Road  
Phone : (0492) 765218-9  
Fax : 770890

**Mustafabad**

Main Ferozpur Road, Mustafabad,  
Lalyani, District Kasur  
Phone : 049-2450113-15  
Fax : 049-2451071

**Pattoki Branch**

Allama Iqbal Road, District Kasur  
Phone : (049) 4421071-3  
Fax : 4421075

**MANSEHRA**

Punjab Chowk, Shahrah-e-Resham  
Phone : (0997) 303591, 303592  
Fax : 300567

**Oghi Branch**

Main Bazar, District Mansehra  
Phone: (0997) 321949  
Fax: (0997) 321357

**Mansehra City Branch**

Rakaposhi Plaza, Mezzanine Floor - Main  
Abbottabad Road - Mansehra  
Phone : 0997-308170-175  
Fax : 0997 - 308176

**BANNU**

Gowshala Road, Fatima Khel  
Phone : (0928) 614634-36  
Fax : 614099

**CHITRAL**

D.C. Office Road,  
Opposite Mountain Inn Hotel,  
Attalique Bazar  
Phone : (0943) 414396, 414367  
Fax : 412988

**HAZRO**

273-M, Main Hattian Road  
Phone : (057) 2313771-2  
Fax : 2313773

**KOTLA**

Bhimber Road, Kotla Arab Ali Khan,  
Tehsil Kharian, Distt. Gujrat  
Phone : (0537) 586892, 586915, 586435  
Fax : 586337

**MIRPUR, AZAD JAMMU & KASHMIR**

114, Sector F-1, Kotli Road, Mirpur,  
Azad Jammu & Kashmir  
Phone : (05827) 436834-7  
Fax : 436838

**KALLAR SYEDAN**

Ghousia Shopping Centre, Choa Road,  
Kallar Syedan  
Phone : (051) 3572106, 3570763  
Fax : 3570227

**GUJAR KHAN**

58-D & 59-C, Akbar Kiani Shopping Mall,  
G.T. Road, Gujar Khan  
Phone : 051- 3515704-707  
Fax : 051- 3515703

**GOJRA**

P -85, Block III, Bohar Wali Gali, Gojra  
Phone : 046-3517675-7  
Fax : 046- 3517878

**Gojra District Mandi Bahauddin**

Gojra, Tehsil Malakwal, District  
Mandi Bahauddin  
Phone : 0546-588620-21  
Fax : 0546-588622

**MURIDKE**

G.T. Road, Muridke  
Phone : (042) 7983173-75  
Fax : (042) 7983172

**JARANWALA**

P -813, Street No. 3,  
Nia Bazar, Jaranwala  
Phone : (041) 4319003-4  
Fax : (041) 4319005

**Husein Sugar Mills**

Husein Sugar Mills Ltd., Lahore  
Road, Jaranwala  
Phone : 041-4312033  
Fax : 041-4312034

**BAHAWALNAGAR**

Shop # 6, Ghallah Mandi, Bahawalnagar  
(063) 2272005-7 (063) 2277437

**MUZAFFARGARH**

Mauza Taliri, Multan Road,  
Distt. Muzaffargarh  
(0662) 428920-23 (0662) 428931

**KHANPUR**

Kutchery Road, Model Town, Khanpur  
(068)5577502- 3, 5577617, 5577627  
(068) 5577805

**HARIPUR**

Main Shahrah-e-Hazara, G.T. Road, Haripur  
Phone : (0995) 627451-2  
Fax : (0995) 627831

**Haripur City**

Ground Floor, Hamza Plaza  
Main Bazar, Near  
Old Committee Chowk, Haripur City  
Phone : 0995-614314-6  
Fax : 0995-614317

**DINGA**

Thana Road, Dinga, Distt. Gujrat  
Phone : (053) 7404844-46  
Fax : (053) 7404840

**WAZIRABAD**

Sialkot Road, Wazirabad, Distt. Gujranwala  
Phone : (055) 6609460,  
6609470, 6609480  
Fax : (055) 6609450

**JAUHARABAD**

Plot # 2, Block # 2, Jauharabad,  
District Khushab  
Phone: (0454) 723760  
Fax: (0454) 723758

**Mandi Quaidabad Branch**

Plot # 156/1, Block-D,  
Railway Road, District Khushab  
Phone : (0454) 880056-58  
Fax : 880057

**MANDI FAIZABAD**

Main Jaranwala Road, Mandi Faizabad  
Phone: (056) 2881032, 2201600  
Fax: (056) 2882086

**Nankana Sahib Branch**

53-Grain Market  
Phone : (056) 2877574-5  
Fax : 2877577

**MIANWALI**

Watta Khel Chowk, Sargodha  
Road, Mianwali  
Phone : (0459) 237794-6,  
Fax : 237791

**BHERA**

Property No. 12/302, Mohalla Ali Bhutta  
Phone : (048) 6692162-3,  
Fax : 6692161

**TALAGANG**

Taqi Plaza,  
Chakwal Road, Talagang  
Phone : (0543) 410791-4  
Fax : (0543) 411030

**MURREE**

Sharjah Center, Mall Road,  
Phone : (051)-3413210-2  
Fax : 3413149

**DINA**

Mahfooz Plaza, G T Road, District Jhelum  
Phone : (0544)-632723-4  
Fax : 632557

**KHANEWAL**

Cinema Road, Chak # 89-10/R,  
District Khanewal  
Phone : (065) 2555701-4,  
Fax : 2555710

**JINNAH COLONY, JAHANIA**

Main By Pass Road,  
Tehsil Jahania, District Khanewal  
Phone (065) 2211901-4  
Fax : 2211906

**PIR MAHAL**

Mohallah Kasurabad,  
Rajana Road, Pir Mahal  
Phone : (046)-3366430-31 & 3366381  
Fax : 3366382

**DEPALPUR**

Kutchery Road, Depalpur  
Phone : (044)-4542223-25  
Fax : 4542220

**NAROWAL**

496/A, Circular Road  
Phone : (0542) 413300-9  
Fax : 413310

**LORALAI**

1062-1063, Zhob Road  
Phone : (0824) 660852-5  
Fax : 660851

**BHAKKAR**

Plot # 458, Dagar Gharbi, Jhang Road  
Phone : (0453) 516068-70  
Fax : 516071

**SKARDU**

Hussaini Chowk  
Phone : (05831) 54700-703  
Fax : 54704

**TURBAT**

Main Road, Turbat  
Phone : (0852) 411556-58  
Fax : 411417

**BATTAGRAM**

Opposite D.H.Q. Hospital,  
Shahrah-e- Resham  
Phone : (0997) 310222  
Fax : 310377

**Taj Chowk Mingora Branch - Swat**  
Taj Chowk, Old Post Office Road - Mingora  
Swat

Phone : 0946-725291-3  
Fax : 0946-725294

**CHISHTIAN**

29-B, Ghallah Mandi, Chishtian,  
District Bahawalnagar  
Phone : 063-2509145-6  
Fax : 063-2509455

**SHAKARGARH**

Ayub Market, Railway Road,  
Shakargarh, District Norwal  
Phone : 0542-453001-09  
Fax : 0542-453010

**CHENAB NAGAR - RABWAH**

P-4, Block 14, Gole Bazar,  
Chenab Nagar, Rabwah, District Chiniot  
Phone : 047-6214470-1  
Fax : 047-6214475

**HAVELIAN**

Tanoli Plaza, Ameer Muawya  
Chowk, Havelian  
Bazar, Havelian, District Abbottabad  
Phone : 0992-812006-8  
Fax : 0992-812009

**KAMOKE**

G.T. Road, Kamoke, District Gujranwala  
Phone : 055-6815791-2 055-6815796  
Fax : 055-6815790

**KOTLI, AJ&K**

Aashiq Hussain Plaza, Ground Floor,  
Bank Road,  
Kotli, Azad Jammu & Kashmir  
Phone : (05826) 448393-94  
Fax : (05826) 448395

**PISHIN**

Bund Road, Pishin  
Phone : 0826-420744-5  
Fax : 0826-420748

**SWABI**

Swabi Bazar, Mardan Swabi Road,  
Maneri Payan, Swabi  
Phone : 0938-223811-3  
Fax : 0938-223814

**CHOA SAIDAN SHAH**

Rab Nawaz House, Chakwal Road,  
Choa Saidan Shah, District Chakwal  
Phone : 0543-580862-64  
Fax : 0543-580865

**PHALIA**

Hailan Road, Phalia, Tehsil Phalia,  
District Mandi Bahauddin  
Phone: 0546-566051  
Fax: 0546-566054

**CHARSADDA**

Tangi Charsadda Road, Opposite Ghafoor  
Market, Charsadda Bazar, Charsadda  
Phone: 091-6510013-14, 6511007  
Fax: 091-6512002

**CHILLAS**

DC Chowk, Chillas, District Diamer  
Gilgit-Baltistan  
Phone: 05812-450475-76  
Fax: 05812-450477

**JAMPUR**

Opposite TMO Office, Rajanpur Road,  
Jampur, District Rajanpur  
Phone: 0604-567136-38  
Fax: 0604-567135

**LAYYAH**

Chubara Road, Near Layyah Minor, Layyah  
Phone: 0606-413525-27  
Fax: 0606-410010

**MUZAFFARABAD**

Tanga Stand, Muzaffarabad, AJK  
Phone: 05822-920982-4  
Fax: 05822-920985

**NOWSHERA**

Taj Building, G.T. Road, Nowshera  
Phone: 0923-611697  
Fax: 0923-611425

**GABOOLA**

Rana Ghulam Qadir Market, Main Bazar,  
Gaboola, Tehsil Arifwala, District Pakpattan  
Phone: 0457-851130-32  
Fax: 0457-851129

**RENALA KHURD**

Plot No. 8, Welcome Road,  
Renala Khurd, District Okara  
Phone: 044-2636340, 2636350  
Fax: 044-2636360

**SIBI**

M.A. Jinnah Road, Sibi  
Phone: 0833-500206, 500208  
Fax: 0833-500209

**YAZMAN**

Chak No. 56-DB, Main Bahawalpur Road,  
Yazman, District Bahawalpur  
Phone: 062-2703021-22  
Fax: 062-2703024

**BATKHELA**

Main Bazar, Batkhela, Malakand  
Phone : 0932-412403  
Fax : 0932-412404

**GAGGO MANDI**

Opposite Grain Market, Sheikh Fazal  
Road, Gaggo Mandi  
Phone : 067-3501313-7  
Fax : 067-3501318

**GHAZI**

Tarbela Road, Mouza Ghazi, Ghazi,  
District Haripur  
Phone : 0995-660945-49  
Fax : 0995-660950

**HAVELI LAKHA**

Property # 95, Pakpattan Road, Haveli  
Lakha, Tehsil Depalpur, District Okara  
Phone : 044-4775805-7  
Fax : 044-4775808

**Hunza Nagar**

SM Karim Market, Ali Abad, District  
Hunza Nagar  
Phone : 05813-455528-29  
Fax : 05813-455530

**KANDHKOT**

Survey No. 176-2, shahi Bazar, Main  
Road, Kandhkot  
Phone : 0722-573177-78  
Fax : 0722-573179

**MIRPUR MATHELO**

Plot # C, Sindhu Green City, Near Clock  
Tower, G,T, Road, Mirpur Mathelo  
Phone : 0723-652041-43  
Fax : 0723-652044

**MORO**

1740, Ward 13, Main Road, Moro  
Phone : 0242-410511-16  
Fax : 0242-410516

**RAJANPUR**

Katchery Road, Near DHQ Hospital,  
Rajanpur  
Phone : 0604-688018-20  
Fax : 0604-688017

**SHINKIARI**

Main Shinkari Bazar, Sharah-e-Rashim,  
Shinkari, District Manshera  
Phone : 0997-532161-3  
Fax : 0997-532164

**FAROOQABAD**

Mohalla Kashmirian, Farooqabad,  
District Sheikhpura  
Phone : 056-3875441-5  
Fax : 056-3875446

**RAILWAY ROAD, SHEIKHPURA**

Railway Road, Grain Market, Sheikhpura.  
Phone : 056-3612072  
Fax : 042-3612074

**ALI PUR**

Plot # W/R 1018, Opposite AC House,  
Multan Road, Ali Pur, District Muzaffargarh  
Phone : 066-2700230-33  
Fax : 066-2700231

**FORT ABBAS**

Plot # 44-C Grain Market, Fort Abbas  
Phone : 063-2510106  
Fax : 063-2510607

**MUSLIM BAGH**

Khasra No.1750, Station Road Muslim  
Bagh District Qilla Saifullah, Balochistan  
Phone : 0823-669431-36  
Fax : 0823-669433

**SILLANWALI**

Committee Road, Sillanwali, District  
Sargodha  
Phone : 048-6531795/048-6531895  
Fax : 048-6532895

**MALAKWAL**

Property # B-II 966, Main Market, Tehsil  
Malakwal, District Mandi Bahauddin  
Phone : 0546-582940/0546-582944  
Fax : 0546-582942

**Besham**

Aftab Market Main Shahrah-e-Karakorum  
Beshan Bazar - District Shangla  
Phone : 0996-400703-706  
Fax : 0996-400707

**Liaquat Pur**

Plot # 135, Near Ghanta Char Chowk, Rest  
House Road - Liaquat Pur  
Phone : 068-5693473  
Fax : 068-5693474

**Ghakuch**

Main Chitral Road-Near DC Chowk, Ghakuch  
- Tehsil Puniyal - District Ghizer  
Phone : 05814-451551-2  
Fax : 05814-451553

**Shahpur**

Sargodha Khushab Road - Shahpur, Tehsil  
Shahpur - District Sargodha

**Zafarwal**

Naeem Gujjar Market, Near Bus Stand,  
Narowal Road - Zafarwal - District Narowal  
Phone : 0542-538912-18  
Fax : 0542-538919

**Allahabad**

Main Kasur Depalpur Road - Theeng More,  
Allahabad, Tehsil Chunian - District Kasur  
Phone : 049 - 4752442-5  
Fax : 049-4752446

**Ferozewala**

Saeed Chowk, Saggian Bypass Road - Tehsil  
Ferozewala-District Sheikhpura  
Phone : 0423-7163951-5  
Fax : 0423-7163958

**Buner**

Khasra # 2957 & 2958 - Mardan Road - Swari  
Bazar - Buner  
Phone : 0939-555614-15  
Fax : 0939-555652

**Mirpur**

Valley Plaza Plot # 118-A/2 Sector A/4, Main  
Allama Iqbal Road Mirpur AJK  
Phone : 058274-36835,37 & 39  
Fax : 058274-36840

**Mandi Sadiq Gunj**

Plot # 23 Mandi Sadiq Gunj Branch - District  
Bahawalnagar  
Phone : 063-2780104  
Fax : 063-2780105

**Daultala**

Main Market, Daultala, Tehsil Gujar Khan -  
District Rawalpindi  
Phone : 051-3597772-3  
Fax : 051-3597767

**Chak Khasa**

Chak Khasa - Tehsil & District - Jhelum  
Phone : 0544 - 734480  
Fax : 0544-734490

**Sarai Naurang**

Sahibzada Kabir Market, D.I.Khan Road - Sarai  
Naurang-District Lakki Marwat  
Phone : 0969-352063-4  
Fax : 0969-3520605

**Kot momin**

Muzamabad Road - Kotmomin, Tehsil  
Kotmomin District - Sargodha  
Phone : 048-6682012  
Fax : 048-6682013

**ISLAMIC BANKING BRANCHES****Uni-Tower, Karachi**

213 - Uni-Towers, I.I.Chundrigar Road.  
Phone : (021) 32472295-8 Fax : 32472141

**Shahrah-e-Faisal, Karachi**

Ground Floor, Fortune Center,  
Shahrah-e-Faisal.  
Phone : (021) 34315271-4 Fax : 34313581

**Jodia Bazar**

Plot No. 112, Durya Lal Street,  
Jodia Bazar, Karachi  
Phone : (021) 32446542- 5  
Fax : (021) 32430492

**Gulistan-e-Jauhar**

Pakistan Tulip Valley Plot No. SB-1,  
Block # 1, Gulistan-e-Jouhar  
Phone : (021) 34661355-7  
Fax : (021) 34661359

**Korangi Industrial Area**

Shop No. 1, Plot # 27/28, Sector-16  
Korangi Industrial Area, Karachi  
Phone : (021) 35061661-4  
Fax : (021) 35067031

**Gulshan-e-Iqbal**

Plot # 40-B, Block#13-A, KDA Scheme  
No. 24, Gulshan-e-Iqbal, Karachi  
Phone : (021) 34144650- 52  
Fax : (021) 34144653

**North Nazimabad, Karachi**

D-3, Block A, North Nazimabad  
Phone : (021) 36633133 & 36633177  
Fax : 36633135

**DHA Branch, Karachi**

23-C, Main Khayabane-e-Ittehad,  
Phase II Extension, DHA, Karachi  
Phone : (021) 35313873-80  
Fax : 35313872

**Dhorajee, Karachi**

Plot # 35/127 Block 7 & 8  
C.P. Berar Cooperative Housing Society  
Phone : (021) 34860321-2  
Fax : 34860320

**Port Qasim, Karachi**

Plot # W-2/1/1, to W-2/1/3,  
North Western Industrial Town  
Phone : (021) 34750439,  
34154118, 34750445  
Fax : 34750438

**F.B. Area, Karachi**

Ground Floor, Shamim Apartments,  
Block 10  
Phone : (021) 36362194, 36362197  
Fax : 36362226

**SITE II, Karachi**

Plot # B-24/A, SITE II (Super  
Highway Phase I)  
Phone : (021) 36881246-7  
Fax : 36881249

**Orangi Town, Karachi**

Plot # LS32, 33 & 43, Sector 11,  
Near Round About # 5, Orangi  
Town, Karachi  
Phone : (021) 36662271-72  
Fax : 36662264

**North Karachi**

Shop # 3-11 Sarah View Phase II Sector  
11-B, North Karachi, Karachi  
Phone : (021) 36964648-49  
Fax : 36964739

**Nazimabad Branch**

Ground Floor, Plot # 25, Row # 1, Sub  
Block A, Block #1, Nazimabad, Karachi  
Phone: 021-36727802  
Fax: 021-36619538

**Saddar Branch**

Plot # 292 & 266, Fort Mansion, Artillery  
Maidan Quarters, Regal Chowk,  
Saddar, Karachi  
Phone: 021-35639081  
Fax: 021-35639086

**Clifton - Karachi**

Plot # D-69 Block 7, KDA Scheme  
No.5 Kehkashan Clifton, Khi.  
Phone : (021) 35869271  
Fax : 021-35869270

**Shershah Branch**

D-175, Modern Godown, Shershah,  
SITE, Karachi  
Phone : 021-32588312  
Fax : 021-32588314

**Allama Iqbal Road, Karachi**

Ayesha Pride, Plot No. 76-S, Allama Iqbal  
Road, Block-2, P.E.C.H.S. Karachi  
Phone : 021-34300743  
Fax : 021-34300745

**Bahadurabad, Karachi**

Plot No. 7, Block 3, Main Bahadurabad  
Chowrangi, Karachi Cooperative  
Housing Society, Karachi  
Phone : 021-34923914  
Fax : 021-34923915

**Bokhari Commercial, Karachi**

Plot No. 36-C, Bokhari Commercial  
Lane-13, Phase VI, DHA, Karachi  
Phone : 021-35250404-6  
Fax : 021-35250403

**DHA Phase II, Karachi**

Plot No. 3C & 4C, Commercial Area- A,  
DHA Phase -II Karachi  
Phone : 021-35881944-7  
Fax : 021-35881943

**Gulshan Chowrangi, Karachi**

Plot No. C-15/1, block -3, Gulshan-e-Iqbal,  
Karachi  
Phone : 021-34994794-6  
Fax : 021-34994775

**Hill Park, Karachi**

Plot No. 68/Z, Zonal Commercial Area,  
Jinnah Co-operative Housing Society,  
Block 7-8, Karachi  
Phone : 021-34300571, 34300573-74  
Fax : 021-34300575

**Paper Market, Karachi**

Shop No. 14-17, Plot No. S.R.9/15, Taj Mahal,  
Serai Quarters, Paper Market, Karachi  
Phone : 021-32600743  
Fax : 021-32600745

**Shadab, Karachi**

Plot No. BS-7, Block 12, KDA Sceme  
No. 16, F.B. Area, Karachi  
Phone : 021-36360517  
Fax : 021-36360519

**Zamzama DHA Phase V, Karachi**

19-E/II, 2nd Zamzama Commercial Lane  
Phase V, DHA Karachi  
Phone : 021-35878051-4  
Fax : 021-35878055

**Malir**

Plot No. CM 10 & 11, Gulshan-e-Rafi,  
Survey No. 279, Malir, Karachi  
Phone : 021-34491427-9  
Fax : 021-34491431

**Buffer Zone Branch - Karachi**

Shop # 1&2 Ammar Heights SB-3{ST-3} &  
Shop # 1, Nadeem Apartments SB-1{SB-3/4}  
Sector 15/A-S. Buffer Zone, North Karachi  
Township - Karachi  
Phone : 021-36940711-13  
Fax : 021-36940714

**Soldier Bazar Branch - Karachi**

Shop # 8 & 9 Sania Arcade, Plot # 2/189 -  
Britto Road - jamshad Quarters, Soldier Bazar  
- Garden East - Karachi  
Phone : 021-32293252-4  
Fax : 021 - 32293255

**Sohrab Goth Branch - Karachi**

Shop # 21 & 22 Highway Trade Centre Plot #  
1-B/3. Sector 1-A, Scheme # 33 -Karachi

**Yaseenabad Branch - Karachi**

Shop # 3, 4 & 5, SB-8, Federal B Area -  
Yaseenabad - Karachi  
Phone : 021-36823860  
Fax : 021-36823862

**Gulistan-e-Johar Block-3 Branch**

Shop # 1 & 2, Plot # SB-15, Block-3-A, Gulistan-  
e-Johar - Karachi  
Phone : 021-34161695  
Fax : 021-34161692

**KDA Officers Society Branch-KHI**

Shop # 18 & 19 Commercial Area, Block-A,  
KDA Officers Society - Near National Stadium  
- Karachi  
Phone : 021 - 34830715  
Fax : 021 - 34830714

**West Wharf - Branch - Karachi**

T-12/B, Plot # 19, West Wharf - Karachi  
Phone : 021-32315744

**S I T E Branch - Karachi**

Shop # 11 & 12, Plot E/38, Estate Avenue,  
SITE - Karachi  
Phone : 0334-3727390

**Main Branch, Lahore**

66-Main Boulevard, Gulberg.  
Phone : (042) 35781841-55  
Fax : 35781875, 35781856

**McLeod Road, Lahore**

Abid Plaza, 13, McLeod Road.  
Phone : (042) 37211631-5  
Fax : 37211640

**New Garden Town, Lahore**

Awami Complex Block # 1, New  
Garden Town.  
Phone : (042) 35846374-85  
Fax : 35846386

**Y Block, Lahore**

93-Y, Commercial Area, Phase III,  
Defence Housing Authority.  
Phone : (042) 35746191-5  
Fax : 35746190

**Johar Town, Lahore**

69-R-1, M.A. Johar Town.  
Phone : (042) 35313401-05  
Fax : 35313406

**Zarrar Shaheed Road**

1500-F, Dubai Chowk, Zarrar Shaheed  
Road, Lahore Cantt., Lahore  
Phone : (042) 36613855-62  
Fax : (042) 36673224

**Gulshan-e-Ravi**

Block F, Main Road, Gulshan-e-Ravi Lahore  
Phone : (042) 37404811-20  
Fax : (042) 37404821

**Qurtaba Chowk**

Rehman Chambers, Qurtaba Chowk,  
Mozang Chungi, Lahore  
Phone : (042) 37114612-16  
Fax : (042) 37114618

**Mughalpura Branch**

Opposite Ialpul, Jehangir Raod, Mughalpura  
Phone: (042) 36524701-09,  
Fax: (042) 36524710



**Multan Road, Lahore**

Opposite Benz Factory,  
Main Multan Road, Lahore  
Phone : (042) 37490041-5  
Fax : 37490046

**Wahdat Road, Lahore**

14-Main Wahdat Road, Lahore  
Phone (042) 37502811-15,  
Fax : 37502820

**Chung Branch, Lahore**

Chung Stop, Main Multan Road,  
Phone : (042) 37499215-19  
Fax : 37499220

**Kot Abdul Malik, Lahore**

Kot Abdul Malik, Main Lahore,  
Sheikhupura Road,  
Phone : (042) 37902536, 37902539  
Fax : 37902540

**Shah Alam, Lahore**

139-Main Circular Road, Chowk Shah Alam  
Phone (042) 37374081-5  
Fax : 37374086

**Azam Cloth Market Branch**

Property No. F-1185, Karachi Block,  
Near Masjid Farooq-e-Azam,  
Azam Cloth Market, Lahore  
Phone : 042-37662845-8  
Fax : 042-37651672

**College Road Township Branch**

39- Civic Centre, College Road,  
Township, Lahore  
Phone : 042-35125080  
Fax : 042-35125081

**Daroghawala Branch**

Plot No.327, G.T. Road, Daroghawala,  
Lahore.  
Phone : 042-36533491-4  
Fax : 042-36533495

**Kahna Nau Branch**

23 - Km Ferozpur Road, Kahna  
Nau, Lahore  
Phone : 042-35271601-02  
Fax : 042-35271603

**Misri Shah Branch**

455-Main Shad Bagh Road, Misri  
Shah Lahore.  
Phone : 042-37612821-5  
Fax : 042-37612826

**DHA Phase VI, Lahore**

115 -J, Main Boulevard Phase VI,  
DHA Lahore  
Phone : 042-38351491-4  
Fax : 042-38351498

**DHA Main Boulevard, Lahore**

Property No, E-167, Iqbal Park, Beside Main  
Gate DHA Main Boulevard, DHA  
Lahore Cantt  
Phone : 042-35735302-05  
Fax : 042-35735306

**Model Town Branch**

7K, Commercial Market Model Town Lahore  
Phone : 042-35916901-8  
Fax : 042-35916906

**Ferozpur Road, Lahore**

387-E, Main Ferozpur Road, Near  
Ghazi Chowk, Lahore  
Phone : 042-35822571-3  
Fax : 042-35822576

**Izmir Town Branch - Lahore**

A-2, Commercial Area, Izmir Town - Lahore  
Phone : 042-35979613 - 042 - 35979643  
Fax : 042-3597912

**Brandreth Road Branch - Lahore**

Property # SE-9R-43/8 Rehman Gali # 2,  
Brandreth Road - Lahore  
Phone : 042-37660379-81 & 82  
Fax : 042-37660383

**Kashmiri Bazar Branch - Lahore**

Property # 1052 - 1053 - Kashmir Bazar -  
Rang Mahal - Lahore  
Phone : 042-37634518-22  
Fax : 042-37634517

**Raiwind City Branch - Lahore**

641 - Railway Road Main Bazar - Raiwind City  
District - Lahore

**K Block DHA - Lahore**

Property No. 15, Block K DHA Phase I  
Phone : 042-37634518-22  
Fax : 042-37634517

**Jinnah Avenue, Islamabad**

74-E, Ajaib Plaza, Jinnah Avenue,  
Blue Area.  
Phone : (051) 2879580-3  
Fax : 2879589

**G-10 Markaz, Islamabad**

20-A, Sardar Plaza, G-10 Markaz  
Phone : (0511)-2819101-05 Fax : 2819100

**I-9 Markaz, Islamabad**

Plot # 3-J, Sector I-9, Markaz Islamabad  
Phone (051) 4858562-64 Fax : 4858560

**Bahria Town Branch**

Plot No. 9, River View Road, Mini River  
View, Commercial Mall, Phase VII, Bahria  
Town, Islamabad  
Phone : 051-5707131-2  
Fax : 051-5707130

**DHA Phase II, Branch**

Street No. JBW East, Sector A,  
Plaza One, DHA Phase II, Islamabad  
Phone : 051-4493714  
Fax : 051-4493715

**E-II, Branch**

Plot No. 1 & 2, Main Double Road,  
Federation of Employees Cooperative  
Housing Society,  
Sector E-11, Islamabad  
Phone : 051-2515491

**G-13, Islamabad**

Plot No. 8-A, Bazar # 1, Sector G-13/1,  
Islamabad  
Phone : 051-2306820-21  
Fax : 051-2306823

**F-8, Islamabad**

Shop # 4-6, Kalim Plaza, F-8  
Markaz, Islamabad  
Phone : 051-2817310-5  
Fax : 051-2817317

**F-10 Markaz Branch - Islamabad**

Plot # 4-D Urfi Centre {Lower Ground}  
F - 10 Markaz - Islamabad  
Phone : 051-2114125-30  
Fax : 051-2114131

**Cantt. Rawalpindi**

125-D, Murree Road, Rawalpindi  
Phone : (051) 5795184-88  
Fax : 5795189

**Satellite Town, Rawalpindi**

400-B, Block B, Commerical Market,  
Satellite Town  
Phone : (051)4452048-9  
Fax : 4452050

**Khayaban-e-Sir Syed Branch**

Saggio Centre, Plot No. 5-B, Sector II,  
Site II, Main Double Road, Khayaban-e-Sir  
Syed, Rawalpindi  
Phone : 051-4834630  
Fax : 051-4834629

**Hamilton Road, Rawalpindi**

Shop # AA/730-732, Hamilton Road,  
Rawalpindi  
Phone : 051-5776002-4  
Fax : 051-5776006

**Kalma Chowk, Rawalpindi**

Plot No. 58, Kalma Chowk, Dhamial Road,  
Rawalpindi  
Phone : 051-5684603-05  
Fax : 051-5684519

**Committee Chowk, Rawalpindi**

Plot No.28, Mall of Pindi, Committee  
Chowk, Rawalpindi  
Phone : 051-5782070-5  
Fax : 051-5782076

**Afshan Colony, Rawalpindi**

Plot # 261, Main Range Road,  
Afshan Colony, Rawalpindi  
Phone : 051-5160336-42  
Fax : 051-5160343

**Kutchery Bazar Faisalabad**

P - 36, Kutchery Bazar.  
Phone : (041) 2603021-5  
Fax : 2603028

**Canal Road Branch, Faisalabad**

Square # 14, Chak # 204-RB,  
Canal Road, Faisalabad  
Phone : (041) 8522113-4  
Fax : 8522116

**Satyana Branch, Faisalabad**

597-B, Satyana Road, Faisalabad  
Phone : (041) 8559361-64  
Fax : 8559635

**Medical College Road, Faisalabad**

1-Ramana, Opp: Punjab Medical College,  
Jail Road.  
Phone : (041) 8581602-04  
Fax : 8581582

**Gulberg Road, Branch**

310, Block-A, Gulberg Road,  
Opposite National Hospital, Faisalabad  
Phone : 041-2605645-50  
Fax : 041-2605644

**Jaranwala Road, Faisalabad**

Property No. 636, Main Jaranwala Road,  
Adjacent to National Silk Mills Ltd.  
Faisalabad  
Phone : 041-8559712-14  
Fax : 041-8559821

**Sargodha Road, Faisalabad**

Property No, 387, Main Sargodha Road,  
Ali  
Town, Opposite Sitara Textile Mills,  
Faisalabad  
Phone : 041-8786271-77  
Fax : 041-8786278

**IBB-Circular Road Branch-Faisalabad**

Ground Floor Property # 149,Al-Farid  
Tower, Outside Kharkhana Bazar, Circular  
Road - Faisalabad  
Phone :041-2643011-17  
Fax : 041-2643016

Jhang Road Branch  
P-215-A, Firdous Colony  
Phone : 041-2554502-3  
Fax : 041-2554504

**Sargodha**

Opp. Jamia Masjid Hamid Ali Shah,  
Block-5, Liaquat Road, Sargodha  
Phone : (048) 3726804-7  
Fax : 3726808

**Faisal Arcade G.T. Road, Gujranwala**

Phone : (055) 4557301-05  
Fax : 4557310

**Model Town, Gujranwala**

Al-Fazzan Plaza, 393-A, Main Market,  
Model Town, Gujranwala  
Phone : 055-3856126-30  
Fax : 055-3856131

**2, Bosan Road, Multan**

262-B, Gulgosht Colony  
Phone : (061) 750941-5  
Fax : 750885

**Dera Adda Chowk, Multan**

Plot No. 54, Azmat Wasti Road, Dera  
Adda Chowk, Multan  
Phone : 061-4540060-65  
Fax : 061-4540066

**Vehari Chowk - Multan Branch**

Shop #54-59 & 71-76 Ground Floor-Al-Makkah  
Commercial Centre, Chungi # 14, Near Vehari  
Chowk - Multan  
Phone : 061-6780164-68  
Fax : 061-6780169

**T-Chowk Shah Rukn-e-Alam - Multan**

Plot # F/20, T-Chowk, Shah Rukn-e-Alam  
Colony - Multan  
Phone : 061-6780157-60  
Fax : 061-6780161

**Jamrud Road, Peshawar**

Phone : (091) 5701385-89  
Fax : 5701392

**Hayatabad, Peshawar**

Ground Floor, Commercial Complex,  
Block 2, Phase V, Hayatabad, Peshawar  
Phone : 091-5828136, 5828138-40  
Fax : 091-5828137

**Gulbahar, Peshawar**

Plot No. 6, Hussainabad Colony, Main  
Gulbahar Road, Peshawar  
Phone : 091-2591523-6  
Fax : 091-2591522

**Arbab Road Saddar Branch - Peshawar**

Shop # 33-A, Near PIA Building, Arbab Road  
Saddar - Peshawar  
Phone : 091-5271074-77  
Fax : 091-5254178

**Sialkot**

Ali Building, Khadim Ali Road, Sialkot  
Phone : (052) 3241302- 5  
Fax : 3241306

**Sialkot Cantt**

Property No. 17, Aziz shaheed Road,  
sialkot Cantt.  
Phone : 052-4294173,052-4294175  
Fax : 052-4294176

**Rahim Yar Khan**

Shop No. 24-25, Grain Market  
Phone : (068) 5885331, 5885803-5  
Fax : (068) 5885668

**Dera Ismail Khan**

East Circular Road, Toopanwala Gate  
Dera Ismail Khan  
Phone : (0966) 710141-2  
Fax : 710139

**Quetta Branch**

Shop # 1&2, Plot # 7, Shahbaz Town  
Phase 4, 35-B Model Town  
Phone : (081) 2838932, 2832130  
Fax : 2899012

**Masjid Road Branch**

Plot No. 396, 397 & 398, Masjid Road, Quetta  
Phone : 081-2866548  
Fax : 081-2866552

**Satellite Town Quetta**

Shop No. 3-5, opposite Hassan Plaza, New  
Adda Chowrangi, Satellite Town, Quetta.  
Phone : 081-2448684-5  
Fax : 081-2448680

**Hyderabad Branch**

Propert No. 80, Saddar Bazar,  
Hyderabad Cantt  
Phone L (022) 2730867-72  
Fax : 2730873

**Abbottabad Branch**

27-A, Supply Bazar, Mansehra Road  
Phone : (0992) 344723-6  
Fax : 344736

**Gujrat Branch**

Zaib Plaza, Rehman Shaheed Road  
Phone : (053) 3609501-3  
Fax : 3517499

**Dhudial Branch**

Dhudial Chowk, Village & Post Office,  
Dhudial, Tehsil and District Chakwal  
Phone : (0543) 590676  
Fax : 590673

**Pindi Ghaib Branch**

Banora Chowk, District Attock  
Phone : (057) 2350123-8  
Fax : 2350120

**Hasan Abdal Branch**

Hamdan Building,  
G.T. Road, Hasan Abdal, District Attock  
Phone : 0572-523335-37  
Fax : 0572-523394

**Bewal Branch**

Samote Road, Village Dhera Kanayal Bewal,  
Tehsil Gujrat Khan  
Fax : 051-3361269

**Jalalpur Jattan Branch**

Kashmir Nagar, Circular Road,  
Jalalpur Jattan,  
District Gujrat  
Fax : 053-3431745

**Khushab Branch**

Shaheryar Market, Near New Bus Stand,  
Mianwali Road, Khushab  
Phone : 0454-711200-711722  
Fax : 0454-711736

**Sangla Hill Branch**

Fawara Chowk, Circular Road, Sangla Hill,  
District Nankana Sahib  
Fax : 0563-701052

**Sarai Alamgir Branch**

Al- Saeed Shopping Centre, G.T. Road,  
Sarai Alamgir, District Gujrat  
Fax : 0544-654586

**Kamalia Branch**

Mohallah Mehtianwala, Niazabad,  
Kamalia District Toba Tek Singh  
Fax : 046-3413277

**Mailsi Branch**

Colony Road, Mailsi, District Vehari  
Fax : 067-3750031

**Mumtazabad Branch**

Vehari Road, Near Ghausia Chowk,  
Mumtazabad Multan  
Fax : 061-6242002

**Vehari Branch**

Plot No. 11, Block E, Karkhana  
Bazar, Vehari  
Fax : 067-3360918

**Bahawalpur Branch**

12-B, Model Town-B, Bahawalpur  
Phone : 0622-889913-15  
Fax : 0622-889918

**Kabirwala Branch**

Khanewal Road, Kabirwala, Distict  
Khanewal  
Phone : 065-2400401-03  
Fax : 065-2400408

**Kot Addu Branch**

G.T. Road, Kot Addu, District Muzaffargarh  
Phone : 066-2240176-77  
Fax : 066-2240173

**Shahkot Branch**

Circular Road, Shahkot, District  
Nankana Sahib  
Phone : 056-3711431-32  
Fax : 056-3711437

**Sukkur Branch**

Plot No. B-1055, Near Jamia Masjid,  
Bunder Road, Sukkur  
Phone : 071-5620972-3  
Fax : 071-5620974

**Mission Chowk, Branch**

Shop No. 6-1/36 & 6-1/37, Mission  
Chowk, Quetta  
Phone : (081) 2833639  
Fax : (081) 2833619

**Sadiqabad Branch**

Chak No. 10/NP, Main KLP Road,  
Sadiqabad,  
District Rahim Yar Khan.  
Phone : (068) 5706016, 5706017  
Fax : (068) 5800014

**Jhelum**

Saeed Plaza, Civil Lines, Jhelum  
Phone : 0544-622406-9  
Fax: 0544-520075

**Civil Lines Jhang**

Property No. 738, Civil Lines, Nawaz  
Square, Jhang  
Phone : 047-7630032-37  
Fax : 047-7630038

**Grain Market, Okara**

Baba Farid Complex, B-Block, Grain  
Market, Okara  
Phone : 044-2511101-02  
Fax : 044-2511104

**Manshera**

Opposite DHQ Hospital, Abbotabad  
Road Mansehra  
Phone : 0997-307746-50  
Fax : 0997-307751

**Sharakpur**

Main Circular Road, Sharakpur,  
Tehsil Ferozwala, Distt. Sheikhpura  
Phone : 056-2591791-95  
Fax : 056-2591796

**Latifabad, Hyderabad**

Plot No. 1, Block-C, Civic Centre, Unit  
No. 7, Latifabad, Hyderabad.  
Phone : 022-3813925  
Fax : 022-3813928

**Dera Ghazi Khan - Branch**

Plot # 45, 46 & 47, Block # 2, Kutchery Road,  
Dera Ghazi Khan

**Makan Bagh Chowk Mingora**

Basement & Ground Floor Zahoor Plaza  
Makan Bagh Chowk-Mingora - Swat  
Phone : 0332-5503331

**Mirpurkhas Branch**

Plot # P-57 - Ram Nagar - Mirpurkhas  
Phone : 0333-2643654

**Hub Branch**

Shop # 32,33 & 34 Haji Arif Shopping Mall,  
Moza Pathra, Tehsil Hub, District Balochistan  
Phone : 0300-2908976

**OVERSEAS BRANCH****BANGLADESH****DHAKA****Dhaka Branch**

5-Rajuk Avenue, Motijheel C.A.  
Phone : (008802) 7168821-05  
Fax : 9557413

**Gulshan Branch**

168, Gulshan Avenue, Gulshan North,  
Dhaka 1212, Bangladesh  
Phone : 0088 02 8861848, 8861704  
Fax : 8850714

**Uttara, Dhaka- Bangladesh**

House 4, Garib E Newaz Avenue,  
Sector 11, Uttara Dhaka-1230  
Phone: 88 02 8991619, 8991736  
Fax: 88 02 8991908

**Mirpur, Dhaka- Bangladesh**

Lakewood Avenue, Plot 1, Avenue 1,  
Block D, Section 11 Mirpur, Dhaka-1216  
Phone: 88 02 9028451, 9028452  
Fax: 88 02 9028453

**CHITTAGONG****Agrabad Branch**

57, Agrabad, Chittagong, Bangladesh  
Phone : (0088) 171-888727

**SYLHET****Sylhet Branch**

Marchant Tower 582 East Mirza Bazar  
Phone: (00880821) 2830679  
Fax: (00880821) 2830677

**Dhanmondi Branch, Bangladesh**

81/A- Satmasjid Road,  
Dhanmondi, Phone : (00880)  
0161-001477

**AFGHANISTAN****KABUL**

Kabul Branch  
410, Chahrahi-e-Sadarat, Shar-e-Nau  
Phone : (009375) 2004105-10  
Fax : 2002142

**UN Compound Branch**

UN Compound, Jalal Abad  
Road, Kabul, Afghanistan

**HERAT**

Herat Branch  
Ground Floor, Chamber of Commerce &  
Industries, Heart Blood Bank Street  
Phone : (0093-40) 230705-07  
Fax : 230704

**KINGDOM OF BAHRAIN****MANAMA (OBU)**

Suit No. 1302, Level 17,  
Bahrain Financial Harbour, Tower West  
P.O. Box # 1375  
Phone: (00973) 17203100  
Fax: (00973) 17224300

# Form of Proxy

Folio/CDC Account No.

I/We \_\_\_\_\_ being member(s) of \_\_\_\_\_  
of \_\_\_\_\_ being member(s) of \_\_\_\_\_  
BANK ALFALAH LIMITED ("the Bank"), holding \_\_\_\_\_ ordinary  
shares, hereby appoint \_\_\_\_\_  
of \_\_\_\_\_ or failing  
him/her \_\_\_\_\_,  
of \_\_\_\_\_, who is also a  
member of the Bank, as my/our proxy to vote for me/ us, and on my/our behalf at the 22nd Annual General  
Meeting of the Bank to be held on 28th March 2014 and at any adjournment thereof.

As witness my/our hand this \_\_\_\_\_ day of \_\_\_\_\_, 2014

Witness:

\_\_\_\_\_  
Name: \_\_\_\_\_  
\_\_\_\_\_  
CNIC/Passport No: \_\_\_\_\_  
\_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
(Member's signature on  
Rs. 5/- Revenue Stamp)

1. A member entitled to attend, and vote at the Meeting is entitled to appoint another member as a proxy to attend, speak and vote on his/her behalf. A corporation being a member may appoint as its proxy any of its official or any other person whether a member of the Bank or otherwise.
2. An instrument of proxy and a Power of Attorney or other authority (if any) under which it is signed, or notarized copy of such Power of Attorney must be valid and deposited at the Share Registrar of the Bank, M/s. F. D. Registrar Services (SMC-Pvt) Limited, Room No. 1705, 17th Floor, Saima Trade Tower 'A', I.I. Chundrigar Road, Karachi, not less than 48 hours before the time of the Meeting.
3. In case of proxy for an individual beneficial owner of CDC, attested copy of beneficial owner's Computerized National Identity Card, Account and Participant's ID numbers must be deposited alongwith the form of proxy with the Share Registrar. The proxy must produce his/her original identity card at the time of the Meeting. In case of proxy for corporate members, he/she should bring the usual documents required for such purpose.