



# **Habib Metropolitan Bank**

(Subsidiary of Habib Bank AG Zurich)

## **CONSOLIDATED ACCOUNTS**

## AUDITORS' REPORT TO THE MEMBERS

FOR THE YEAR ENDED 31 DECEMBER 2011

We have audited the annexed consolidated financial statements comprising consolidated statement of financial position of Habib Metropolitan Bank Limited at 31 December 2011 and the related consolidated profit and loss account, consolidated statement of comprehensive income, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof, for the year then ended. These consolidated financial statements include unaudited certified returns from the branches, except for 15 branches, which have been audited by us.

These consolidated financial statements are responsibility of the Bank's management. Our responsibility is to express our opinion on these consolidated financial statements based on our audit.

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

In our opinion, the consolidated financial statements present fairly the financial position of Habib Metropolitan Bank Limited as at 31 December 2011 and the results of its operation, its cash flows and changes in equity for the year then ended in accordance with the approved accounting standards as applicable in Pakistan.

**KPMG Taseer Hadi & Co**  
Chartered Accountants  
Aryn Pirani

Karachi: February 27, 2012

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS AT 31 DECEMBER 2011

	Note	2011	2010
		Rupees in '000	
<b>ASSETS</b>			
Cash and balances with treasury banks	8	14,233,690	13,923,393
Balances with other banks	9	3,551,591	3,123,094
Lendings to financial institutions	10	2,361,754	3,190,399
Investments	11	147,459,163	100,849,146
Advances	12	109,656,714	119,827,636
Operating fixed assets	13	3,230,658	3,387,452
Deferred tax assets	14	2,020,511	1,869,087
Other assets	15	5,686,576	5,960,674
		288,200,657	252,130,881
<b>LIABILITIES</b>			
Bills payable	16	3,733,794	2,572,954
Borrowings	17	66,641,226	62,529,729
Deposits and other accounts	18	185,281,216	160,314,211
Sub-ordinated loans		-	-
Liabilities against assets subject to finance lease		-	-
Deferred tax liabilities		-	-
Other liabilities	19	7,963,052	6,403,670
		263,619,288	231,820,564
<b>NET ASSETS</b>			
		24,581,369	20,310,317
<b>REPRESENTED BY</b>			
Share capital	20	10,478,315	8,731,929
Reserves		8,807,718	8,151,443
Unappropriated profit		4,960,068	4,073,530
		24,246,101	20,956,902
Surplus / (Deficit) on revaluation of assets - net of tax	21	335,268	(646,585)
		24,581,369	20,310,317
<b>CONTINGENCIES AND COMMITMENTS</b>			
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The annexed notes 1 to 44 and annexures I & II form an integral part of these consolidated financial statements.

**KASSIM PAREKH**  
Chairman

**SIRAJUDDIN AZIZ**  
President &  
Chief Executive Officer

**BASHIR ALI MOHAMMAD**  
Director

**MOHAMEDALI R. HABIB**  
Director

**CONSOLIDATED PROFIT & LOSS ACCOUNT**

FOR THE YEAR ENDED 31 DECEMBER 2011

	Note	2011	2010
		Rupees in '000	
<b>Mark-up / return / interest earned</b>	24	27,263,385	23,381,800
<b>Mark-up / return / interest expensed</b>	25	(19,536,154)	(16,407,604)
Net mark-up / interest Income		7,727,231	6,974,196
Provision against non-performing loans and advances	12.5	2,659,962	2,937,763
Provision for diminution in the value of investments	11.3	94,640	103,785
Bad debts written off directly	12.7.1	–	–
		(2,754,602)	(3,041,548)
Net mark-up / interest income after provisions		4,972,629	3,932,648
<b>Non mark-up / interest income</b>			
Fee, commission and brokerage income		1,769,112	1,599,799
Dividend income		1,187,718	559,546
Income from dealing in foreign currencies		1,647,536	1,775,133
Gain on sale/redemption of securities	26	353,063	245,455
Unrealized gain / (loss) on revaluation of investments classified as held-for-trading		–	–
Other income	27	242,034	250,048
Total non mark-up / interest income		5,199,463	4,429,981
		10,172,092	8,362,629
<b>Non mark-up / interest expenses</b>			
Administrative expenses	28	4,949,323	4,199,115
Other provisions / write offs	15.1 & 19.1	275,000	38,922
Other charges	29	302,963	97,002
Total non mark-up / interest expenses		(5,527,286)	(4,335,039)
		4,644,806	4,027,590
Extraordinary / unusual items		–	–
<b>Profit before taxation</b>		4,644,806	4,027,590
Taxation – Current		(2,198,395)	(1,908,066)
– Prior years		134,471	(6,016)
– Deferred		708,317	695,861
	30	(1,355,607)	(1,218,221)
<b>Profit after taxation</b>		3,289,199	2,809,369
Unappropriated profit brought forward		4,073,530	3,784,926
Profit available for appropriation		7,362,729	6,594,295
			(Restated)
<b>Basic and diluted earnings per share (Rupees)</b>	31	3.14	2.68

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Director

**MOHAMEDALI R. HABIB**  
Director

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED 31 DECEMBER 2011

	Note	2011	2010
		Rupees in '000	
Profit after taxation for the year		3,289,199	2,809,369
Other comprehensive income		—	—
<b>Comprehensive income transferred to equity</b>		<u>3,289,199</u>	<u>2,809,369</u>
<b>Components of comprehensive income not reflected in equity</b>			
Surplus /(deficit) on revaluation of investments		1,538,745	(845,421)
Deferred tax on revaluation of investments	14.1	(556,892)	347,756
		981,853	(497,665)
Total comprehensive income		<u>4,271,052</u>	<u>2,311,704</u>

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Director

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Director

**CONSOLIDATED CASH FLOW STATEMENT**

FOR THE YEAR ENDED 31 DECEMBER 2011

	Note	2011	2010
		Rupees in '000	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Profit before taxation		4,644,806	4,027,590
Less: Dividend income		1,187,718	559,546
		3,457,088	3,468,044
<b>Adjustments</b>			
Depreciation	13.2	404,589	324,202
Provision against non-performing loans and advances	12.5	2,659,962	2,937,763
Provision against off-balance sheet obligations	19.1	-	38,922
Provision against other assets	15.1	275,000	-
Provision for diminution in the value of investments-net	11.3	82,790	28,910
Net (gain) on sale of fixed assets	27	(8,183)	(5,404)
		3,414,158	3,324,393
		6,871,246	6,792,437
<b>(Increase) / decrease in operating assets</b>			
Lendings to financial institutions		828,645	(3,040,399)
Advances		7,510,961	(20,472,267)
Other assets		(902)	(1,943,445)
		8,338,704	(25,456,111)
<b>Increase / (decrease) in operating liabilities</b>			
Bills payable		1,160,840	(538,513)
Borrowings		3,424,648	(5,229,374)
Deposits and other accounts		24,967,005	18,128,716
Other liabilities (excluding current taxation)		1,444,710	1,341,246
		30,997,203	13,702,075
		46,207,153	(4,961,599)
Income tax paid		(1,948,190)	(1,817,615)
		44,258,963	(6,779,214)
<b>Net cash flows from operating activities</b>			
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Net investments in available-for-sale securities		(46,204,063)	10,705,753
Net investments in held-to-maturity securities		1,050,000	(1,050,000)
Dividend received		1,187,718	559,546
Investments in operating fixed assets		(259,505)	(1,250,644)
Proceeds from sale of fixed assets		19,894	10,371
		(44,205,956)	8,975,026
<b>Net cash flows from investing activities</b>			
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividend paid		(1,062)	(750,651)
		(1,062)	(750,651)
<b>Net cash flows from financing activities</b>			
<b>Increase in cash and cash equivalents</b>			
Cash and cash equivalents at the beginning of the year		15,391,358	14,124,969
Effect of exchange rate changes on cash and cash equivalents		286,504	107,732
<b>Cash and cash equivalents at the end of the year</b>	32	15,729,807	15,677,862

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Chief Executive Officer**BASHIR ALI MOHAMMAD**  
Director**MOHAMEDALI R. HABIB**  
Director

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31 DECEMBER 2011

	Share Capital	Reserves			Revenue Reserve	Un-appropriated Profit	Total
		Share Premium	Statutory Reserve	Special Reserve			
Rupees in '000							
Balance as at 1 January 2010	7,527,525	2,550,985	3,296,489	240,361	1,500,000	3,784,926	18,900,286
<b>Changes in equity for the year ended 31 December 2010</b>							
Total comprehensive income for the year ended 31 December 2010 – profit for the year	-	-	-	-	-	2,809,369	2,809,369
<b>Transactions with owners recorded directly in equity</b>							
- Issue of bonus shares in the ratio of 16 shares for every 100 shares held for the year ended 31 December 2009	1,204,404	-	-	-	-	(1,204,404)	-
- Cash dividend (Re. 1 per share) for the year ended 31 December 2009	-	-	-	-	-	(752,753)	(752,753)
	1,204,404	-	-	-	-	(1,957,157)	(752,753)
Transfer to statutory reserve	-	-	563,608	-	-	(563,608)	-
Balance as at 31 December 2010	8,731,929	2,550,985	3,860,097	240,361	1,500,000	4,073,530	20,956,902
<b>Changes in equity for the year ended 31 December 2011</b>							
Total comprehensive income for the year ended 31 December 2011 – profit for the year	-	-	-	-	-	3,289,199	3,289,199
<b>Transactions with owners recorded directly in equity</b>							
- Issue of bonus shares in the ratio of 20 shares for every 100 shares held for the year ended 31 December 2010	1,746,386	-	-	-	-	(1,746,386)	-
Transfer to statutory reserve	-	-	656,275	-	-	(656,275)	-
<b>Balance as at 31 December 2011</b>	<b>10,478,315</b>	<b>2,550,985</b>	<b>4,516,372</b>	<b>240,361</b>	<b>1,500,000</b>	<b>4,960,068</b>	<b>24,246,101</b>

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Director

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2011

### 1. STATUS AND NATURE OF BUSINESS

- 1.1** The Group comprises of Habib Metropolitan Bank Limited (holding company) and Habib Metropolitan Financial Services Limited (wholly owned subsidiary company). The Group is engaged in providing Commercial Banking and Brokerage Services.
- 1.2** Habib Metropolitan Bank Limited (the Bank) was incorporated in Pakistan on 3 August 1992 as a public limited company, under the Companies Ordinance, 1984 and is engaged in commercial banking and related services. Its shares are listed on all the three stock exchanges in Pakistan. The Bank operates 138 (2010: 135) branches including 4 (2010: 4) Islamic banking branches and 25 (2010: 8) sub branches in Pakistan. The Bank is a subsidiary of Habib Bank AG Zurich - Switzerland (the holding company) which is incorporated in Switzerland. The registered office of the Bank is situated at Spencer's Building, I. I. Chundrigar Road, Karachi.
- 1.3** Habib Metropolitan Financial Services Limited (the Company) was incorporated in Pakistan on 28 September 2007 as a public limited company under the Companies Ordinance, 1984. The Company is a wholly owned subsidiary of Habib Metropolitan Bank Limited (the holding company). The registered office of the Company is located at 1st Floor, GPC 2, Block 5, Kheকাশan Clifton, Karachi. The Company is a corporate member of the Karachi Stock Exchange (Guarantee) Limited and engaged in equity brokerage services.

### 2. BASIS OF PRESENTATION

- 2.1** These consolidated financial statements comprise the financial statements of the Bank and its subsidiary company. The financial statements of the subsidiary company have been prepared for the same reporting year as the bank using consistent accounting policies. The assets, liabilities, income and expenses of the subsidiary company have been consolidated on a line by line basis. Intra-group balances and transactions have been eliminated for the purpose of consolidation.
- 2.2** In accordance with the directives of the Federal Government regarding shifting of the banking system to Islamic modes, the SBP has issued various circulars from time to time. Permissible forms of trade-related modes of financing include purchase of goods by the Bank from their customers and immediate resale to them at appropriate mark-up in price on a deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these consolidated financial statements as such but are restricted to the amount of facility actually utilized and the appropriate portion of mark-up thereon.
- 2.3** Basis of measurement

These consolidated financial statements have been prepared under the historical cost convention except that certain investments are stated at market value and derivative financial instruments are carried at fair values as disclosed in notes 5.3 and 5.6 respectively.

### 3. STATEMENT OF COMPLIANCE

- 3.1** These consolidated financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and Islamic Financial Accounting Standard (IFAS) issued by the Institute of Chartered Accountants of Pakistan (ICAP) as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984 and Banking Companies Ordinance, 1962 and the directives issued by the State Bank of Pakistan. In case the requirements differ, the provisions of and directives issued under the Companies Ordinance, 1984 and Banking Companies Ordinance, 1962 and the directives issued by SBP shall prevail.



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

#### **4. CRITICAL ACCOUNTING JUDGEMENTS AND KEY SOURCES OF ESTIMATION UNCERTAINTY**

The preparation of financial statements in conformity with the approved accounting standards requires the use of certain critical accounting estimates. It also requires the management to exercise its judgment in the process of applying the Group's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. The areas where various assumptions and estimates are significant to the Group's financial statements or where judgment was exercised in application of accounting policies are as follows:

##### **i) Classification of investments**

- In classifying investments as "held-for-trading", the Group has determined securities which are acquired with the intention to trade by taking advantage of short term market / interest rate movements and are to be sold within 90 days.
- In classifying investments as "held-to-maturity", the Group follows the guidance provided in SBP circulars on classifying non-derivative financial assets with fixed or determinable payments and fixed maturity. In making this judgment, the Group evaluates its intention and ability to hold such investments to maturity.
- The investments which are not classified as held for trading or held to maturity are classified as available for sale.

##### **ii) Provision against non performing loans and advances and debt securities classified as investments**

The Group reviews its loan portfolio and debt securities classified as investments to assess amount of non-performing loans and advances and debt securities and provision required there-against. While assessing this requirement various factors including the delinquency in the account, financial position of the borrower and the forced sale value of the securities, etc. as per the requirement of the Prudential Regulations are considered. For portfolio impairment provision on consumer advances, the Bank follows the general provision requirement set out in Prudential Regulations. In addition the Bank also maintain a general provision against its loan portfolio discussed in note 5.4.

##### **iii) Valuation and impairment of available for sale equity investments**

The Group determines that available-for-sale equity investments are impaired when there has been a significant or prolonged decline in the fair value below its cost. This determination of what is significant or prolonged requires judgment. In making this judgment, the Group evaluates among other factors, the normal volatility in share price. In addition, impairment may be appropriate when there is evidence of deterioration in the financial health of the investee, industry and sector performance, changes in technology and operational and financing cash flows.

**iv) Impairment of non-financial assets (excluding deferred tax asset)**

Non financial assets are subject to impairment review if there are events or changes in circumstances that indicate that the carrying amount may not be recoverable. If any such indication exists, the Group estimates the recoverable amount of the asset and the impairment loss, if any. The recoverable amount of an asset is the higher of its fair value less costs to sell and its value in use. Value in use is the present value of future cash flows from the asset discounted at a rate that reflects market interest rates adjusted for risks specific to the asset. If the recoverable amount of an intangible or tangible asset is less than its carrying value, an impairment loss is recognised immediately in the profit and loss account and the carrying value of the asset reduced by the amount of the loss. A reversal of an impairment loss on intangible assets is recognized as it arises provided the increased carrying value does not exceed that which it would have been had no impairment loss been recognized.

**v) Income taxes**

In making the estimates for income taxes currently payable by the Group, the management looks, at the current income tax laws and the decisions of appellate authorities on certain issues in the past. In making the provision for deferred taxes, estimates of the Group's future taxable profits are taken into account.

**vi) Fixed assets, depreciation and amortisation**

In making estimates of the depreciation / amortisation method, the management uses method which reflects the pattern in which economic benefits are expected to be consumed by the Group. The method applied is reviewed at each financial year end and if there is a change in the expected pattern of consumption of the future economic benefits embodied in the assets, the method would be changed to reflect the change in pattern. Such change is accounted for as change in accounting estimates in accordance with International Accounting Standard - 8, "Accounting Policies, Changes in Accounting Estimates and Errors".

**vii) Defined benefits plan**

Liability is determined on the basis of actuarial advice using the Projected Unit Credit Method, as more fully disclosed in note 34 to these consolidated financial statements.

**viii) Compensated Absences**

The bank uses actuarial valuation for the determination of its compensated absences liability. This method makes certain assumptions, which may change, there by effecting the profit and loss account of future period.

**5. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies adopted in the preparation of these consolidated financial statements are the same as those applied in the preparation of these consolidated financial statements of the Group for the year ended 31 December 2010.

**5.1 Cash and cash equivalents**

For the purpose of cash flow statement, cash and cash equivalents include cash and balances with treasury banks and balances with other banks less overdrawn nostro and local bank accounts.

**5.2 Lendings to / borrowings from financial institutions**

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## 5.2 Lendings to / borrowings from financial institutions

The Group enters into transactions of borrowing (re-purchase) from and lending (reverse re-purchase) to financial institutions, at contracted rates for a specified period of time. These are recorded as under:

### Sale under repurchase obligation

Securities sold with a simultaneous commitment to repurchase at a specified future date (repos) continue to be recognised in the balance sheet and are measured in accordance with accounting policies for investments and counter party liability is included in borrowing from financial institutions. The difference between sale and repurchase price is amortised as an expense over the term of the repo agreement.

### Purchase under resale obligation

Securities purchased with a corresponding commitment to resell at a specified future date (reverse repos) are not recognised in the balance sheet and instead amounts paid under these arrangements are included in lendings to financial institutions. The difference between purchase and resale price is accrued as income over the term of the agreement.

Other borrowings including borrowings from SBP are recorded at the proceeds received. Mark up on such borrowing is charged to the profit and loss account on a time proportion basis.

## 5.3 Investments

### 5.3.1 Investments are classified as follows:

#### Held-for-trading

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

#### Held-to-maturity

These are securities with fixed or determinable payments and fixed maturities that are held with the positive intention and ability to hold till maturity.

#### Available-for-sale

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

### 5.3.2 Investments (other than held-for-trading) include transaction costs associated with the investments. In case of held for trading investments transaction costs are expensed in the profit and loss account.

In accordance with the requirements of the State Bank of Pakistan, quoted securities, other than those classified as held to maturity and investment in a subsidiary, are carried at market value. Investments classified as held to maturity are carried at amortized cost whereas investment in a subsidiary is carried at cost less impairment losses, if any.

Unrealized surplus / (deficit) arising on the revaluation of the Group's held for trading investment portfolio is taken to the profit and loss account. Surplus / (deficit) arising on revaluation of quoted securities classified as available for sale is kept in a separate account shown in the balance sheet below equity. Surplus / (deficit) arising on these securities is taken to the profit and loss account when actually realised upon disposal or when the investment is considered to be impaired.

Unquoted equity securities are valued at the lower of cost and break-up value. Subsequent decreases in the carrying value are charged to profit and loss account. 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. Investments in other unquoted securities are valued at cost less impairment losses, if any.

Provision for diminution in the value of securities (other than bonds and term finance certificates) is made after considering objective evidence of impairment, if any, in their value. Provision for diminution in value of bonds and term finance certificates are made in accordance with the requirements of Prudential Regulations issued by State Bank of Pakistan.

All "regular way" purchases and sales of investments are recognized on the trade date, i.e., the date that the Group commits to purchase or sell the asset. Regular way purchases or sales are purchases or sales of investments that require delivery of assets within the time frame generally established by regulation or convention in the market place.

#### **5.4 Advances (including net investment in finance lease and ijarah arrangements)**

##### **Loans and advances**

Loans and advances and net investments in finance lease are stated net of provision for loan losses against non-performing advances. Provision for loan losses is made in accordance with the Prudential Regulations issued by the SBP and is charged to profit and loss account. The Bank also maintains general provision in addition to the requirements of the Prudential Regulations on the basis of management's assessment of credit risk characteristics and general banking risk such as nature of credit, collateral type, industry sector and other relevant factors. Murabaha receivables are stated at gross amount receivable less deferred income and provisions, if any.

##### **Finance lease receivables**

Leases, where the Bank transfers substantially all the risks and rewards incidental to ownership of an asset to the lessee are classified as finance lease. A receivable is recognised at an amount equal to the present value of the minimum lease payments including guaranteed residual value, if any. Finance lease receivables are included in advances to the customers.

##### **Ijarah**

In accordance with the requirements of Islamic Financial Accounting Standard (IFAS) No. 2 for the accounting and financial reporting of "Ijarah", ijarah arrangements by the Islamic Banking branches are accounted for as 'Assets held under Ijarah' and are stated at cost less accumulated depreciation, residual value and impairment losses, if any. Accordingly assets subject to ijarahs have been reflected in note 12 to these consolidated financial statements under "Advances". Rental income on these ijarahs is recognised in the Group's profit and loss account on a time proportion basis, while depreciation is calculated on ijarah assets on a straight line basis over the period of ijarah from the date of delivery of respective assets to mustajir (lessee) up to the date of maturity / termination of ijarah agreement and is charged to the profit and loss account. The classification and provisioning of Ijarah assets is done in line with the requirements laid down in the prudential regulations

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and are recognised in the profit and loss account.

Advances are written off when there are no realistic prospects of recovery.

## **5.5 Fixed assets**

### **Tangible - owned (operating)**

These are stated at cost less accumulated depreciation and accumulated impairment losses, if any, except for freehold land which are stated at cost less accumulated impairment losses, if any.

Depreciation is calculated on a straight-line basis over the estimated useful life of the asset at the rates specified in note 13.2. Depreciation on additions during the year is calculated from the date of addition. In case of disposals during the year, the depreciation is charged up till the date of disposal. Depreciation on Ijarah assets referred to in note 12.10 is calculated on a straight line basis over the period of Ijarah from the date of delivery of respective assets to the mustajir (lessee) up to the date of maturity / termination of Ijarah agreed.

Subsequent cost are included in the asset's carrying amount only when it is probable that future economic benefits associated with the item will flow to the Bank and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the profit and loss account.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is recognized in the profit and loss account in the year the asset is derecognized.

The residual values, useful lives and depreciation methods are reviewed and changes, if any, are treated as change in accounting estimates, at each balance sheet date.

Gain and loss on disposal of assets is included in income currently.

### **Intangible**

These are stated at cost less accumulated amortization and impairment, if any. The cost of intangible assets are amortized from the month when the assets are available for intended use, using the straight line method, whereby the cost of the intangible asset is amortised over its estimated useful life, except for the membership card of Karachi Stock Exchange held by Habib Metropolitan Financial Services, which are stated at cost less impairment losses, if any.

The useful lives and amortisation method is reviewed and adjusted, if appropriate, at each balance sheet date.

### **Capital work-in-progress**

These are stated at cost less impairment losses, if any.

## **5.6 Derivative financial instruments**

Derivative financial instruments are initially recognised at their fair value on the date on which the derivative contract is entered into and are subsequently remeasured at fair value. All derivative financial instruments are carried as asset when fair value is positive and liabilities when fair value is negative. Any change in the value of derivative financial instruments

is taken to the profit and loss account.

## 5.7 Provisions

Provision against identified non-funded losses is recognized when intimated and reasonable certainty exists for the Group to settle the obligation. The loss is charged to the profit and loss account net of expected recovery and is classified under other liabilities.

Other provisions are recognised when the Bank has a legal or constructive obligation as a result of past events and 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 balance sheet date and are adjusted to reflect the current best estimate.

## 5.8 Taxation

Income tax expense comprises current and deferred tax. Income tax expense is recognized in the profit and loss account except to the extent that it relates to the items recognized directly in equity, in which case it is recognized in equity.

### Current

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

### Deferred

Deferred tax is recognised using the balance sheet liability method on all major temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and amount used for taxation purposes. Deferred tax is measured at the tax rate that are expected to be applied on the temporary differences when they reverse, based on the tax rates that have been enacted or substantially enacted at the reporting date.

A deferred tax asset is recognised only to the extent that it is probable that the future taxable profit will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

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

## 5.9 Employees' benefits

### 5.9.1 Retirement benefits

#### Defined benefit plan

The Bank operates an approved funded gratuity scheme for all its permanent employees. Retirement benefits are payable to the members of the scheme on the completion of prescribed qualifying period of service under the scheme. Contribution is made in accordance with the actuarial recommendation. The actuarial valuation is carried out annually as at the balance sheet date using "Projected Unit Credit Method". Actuarial gains and losses arising

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from experience adjustments and changes in actuarial assumptions in excess of the greater of 10% of the value of plan assets or 10% of the defined benefit obligation at the end of the last reporting year are recognised in income over the employees' expected average remaining working lives.

Past service cost resulting from changes to defined benefit plan to the extent the benefits are already vested is recognized immediately in the profit and loss account and remaining unrecognized past service cost is recognized as an expense on a straight line basis over the average period until the benefits become vested.

### **Defined contribution plan**

The Bank operates a recognised provident fund scheme for all its regular employees, which is administered by the Board of Trustees. Contributions are made by the Bank and its employees, to the fund at the rate of 10% of basic salary.

### **5.9.2 Compensated absences**

A provision is made for estimated liability for annual leaves as a result of services rendered by the employees against unavailed leaves, as per term of service contract, up to balance sheet date.

In the current year, an actuarial valuation under the 'Projected Unit Credit Method' has been carried out by the Bank for the determination of the liability for compensated absences. The effect of the change in method of the estimation of liability did not have a material effect.

### **5.10 Revenue recognition**

Revenue is recognized to the extent that the economic benefits will flow to the Group and the revenue can be reliably measured. These are recognized as follows:

#### **a) Advances and investments**

Mark-up / return on regular loans / advances and debt securities investments is recognized on a time proportion basis that take into account the effective yield on the asset. Where debt securities are purchased at premium or discount, the same is amortized through the profit and loss account using the effective interest rate method.

Interest or mark-up recoverable on classified loans and advances and investments is recognized on receipt basis. Interest / return / mark-up on classified rescheduled / restructured loans and advances and investments is recognized as permitted by the regulations of the State Bank of Pakistan.

Dividend income is recognised when the Group's right to receive the dividend is established.

Gains and losses on sale of investments are recognized in the profit and loss account.

Income on bills discounted are recognised over the period of the bill.

#### **b) Lease financing / Ijarah contracts**

Financing method is used in accounting for income from lease financing. Under this method, the unearned 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 lease. Unrealised income on classified leases is recognized on receipt basis.

Rental income on ijarahs executed by the Islamic Banking branches and accounted for under IFAS 2 (refer note 5.4) is recognised in the profit and loss account on a time proportion basis.

Gains / losses on termination of lease contracts and other lease income are recognized when realized.

**c) Fees, brokerage and commission**

Fees, commission and brokerage except income from letters of guarantee is accounted for on receipt basis. Income from letter of guarantee is recognised on an accrual basis over the period of the guarantee. Brokerage commission income on transaction of securities is recognised upon rendering of services.

**5.11 Off setting**

Financial assets and financial liabilities are set off and the net amount is reported in the financial statements when there is a legally enforceable right to set off and the Group intends to either settle on a net basis, or to realize the assets and to settle the liabilities simultaneously.

**5.12 Foreign currencies**

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

Commitments for outstanding forward foreign exchange contracts disclosed in these financial statements are translated 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 rates of exchange ruling on the balance sheet date.

**5.13 Segment reporting**

A segment is a distinguishable component of the Group that is engaged 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 Group's primary format of reporting is based on the following business segments.

**Business segments**

**a) Trading and sales**

This segment undertakes the Bank's treasury, money market and capital market activities.

**b) Retail banking**

Retail banking provides services to small borrowers i.e. consumers, small and medium enterprises (SMEs) and borrowers' agriculture sector. It includes loans, deposits and other transactions with retail customers.



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### **c) Commercial banking**

This includes loans, deposits and other transactions with corporate customers.

### **Geographical segments**

The Group conducts all its operations in Pakistan.

#### **5.14 Dividend distribution and appropriations**

Bonus and cash dividend and other appropriations (except for the appropriations required by law), declared / approved subsequent to balance sheet date are considered as non-adjusting event and are not recorded in consolidated financial statements of the current year. These are recognized in the period in which these are declared / approved.

#### **5.15 Earnings per share**

The Group presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Group by the weighted average number of ordinary shares outstanding during the period. 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.

#### **5.16 Impairment of assets (other than loans and advances and investments)**

At each balance sheet date, the Group reviews the carrying amount of its assets (other than deferred tax asset) to determine whether there is an indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of relevant asset is estimated. Recoverable amount is the greater of the net selling price and value in use. If the recoverable amount of an asset is estimated to be less than its carrying amount, the carrying amount of the assets is reduced to its recoverable amount. The resulting impairment loss is recognized as an expense immediately. An impairment loss is reversed if the reversal can be objectively related to an event occurring after the impairment loss was recognised.

Details of the basis of determination of impairment against loans and advances and investments have been discussed in their respective notes.

#### **5.17 Financial instruments**

All financial assets and liabilities are recognized at the time when the Group becomes a party to the contractual provisions of the instrument. Financial assets are derecognized when the Group loses control of the contractual rights that comprise the financial assets. Financial liabilities are derecognized when they are extinguished i.e. when the obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on derecognition of the financial assets and financial liabilities is taken to income directly. Financial assets carried on the balance sheet include cash and bank balances, lendings to financial institutions, investments, advances and certain receivables. Financial liabilities include borrowings, deposits, bills payable and other payables. The particular recognition methods adopted for significant financial assets and financial liabilities are disclosed in the individual policy statements associated with them.

#### **5.18 Murabaha**

Murabaha transactions are reflected as receivable at the invoiced amount. Actual sale and purchase are not reflected as the goods are purchased by the customer as agent of the Bank and all documents relating to purchase belongs to the

customer. However, the profit on that sale revenue not due for payment is deferred by recording a credit to the "Deferred Murabaha Income" account. Funds disbursed under Murabaha arrangements for purchase of goods are recorded as 'Advance against Murabaha'.

### 5.19 Diminishing Musharika

In Diminishing Musharika based financing, the Bank enters into a Musharika based on shirkat-ul-milk for financing an agreed share of fixed asset (e.g. house, land, plant or machinery) with its customers and enters into period profit payment agreement for the utilization of the Group's Musharika share by the customer.

## 6. STANDARDS, INTERPRETATIONS AND AMENDMENTS TO PUBLISHED APPROVED ACCOUNTING STANDARDS THAT ARE NOT YET EFFECTIVE

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 January 2012:

- Amendments to IAS 12 – deferred tax on investment property (effective for annual periods beginning on or after 1 January 2012). The 2010 amendment provides an exception to the measurement principle in respect of investment property measured using the fair value model in accordance with IAS 40 Investment Property. The measurement of deferred tax assets and liabilities, in this limited circumstance, is based on a rebuttable presumption that the carrying amount of the investment property will be recovered entirely through sale. The presumption can be rebutted only if the investment property is depreciable and held within a business model whose objective is to consume substantially all of the asset's economic benefits over the life of the asset. However, this change will not impact the Group as SBP vide BSD Circular No. 10 dated 26 August 2002 has deferred the applicability of IAS 40 for Banking Companies.
- IAS 27 Separate Financial Statements (2011) - (effective for annual periods beginning on or after 1 January 2013). IAS 27 (2011) supersedes IAS 27 (2008). Three new standards IFRS 10 - Consolidated Financial Statements, IFRS 11- Joint Arrangements and IFRS 12- Disclosure of Interest in Other Entities dealing with IAS 27 would be applicable effective 1 January 2013. IAS 27 (2011) carries forward the existing accounting and disclosure requirements for separate financial statements, with some minor clarifications. The amendments may impact the consolidated financial statements of the Group which has not yet been quantified.
- IAS 28 Investments in Associates and Joint Ventures (2011) - (effective for annual periods beginning on or after 1 January 2013). IAS 28 (2011) supersedes IAS 28 (2008). IAS 28 (2011) makes the amendments to apply IFRS 5 to an investment, or a portion of an investment, in an associate or a joint venture that meets the criteria to be classified as held for sale; and on cessation of significant influence or joint control, even if an investment in an associate becomes an investment in a joint venture. The amendments may impact the consolidated financial statements of the Group which has not yet been quantified.
- IAS 19 Employee Benefits (amended 2011) - (effective for annual periods beginning on or after 1 January 2013). The amended IAS 19 includes the amendments that require actuarial gains and losses to be recognised immediately in other comprehensive income; this change will remove the corridor method and eliminate the ability for entities to recognise all changes in the defined benefit obligation and in plan assets in profit or loss, which currently is allowed under IAS 19; and that the expected return on plan assets recognised in profit or loss is calculated based on the rate used to discount the defined benefit obligation. The amendments may impact the financial statements of the Group which has not yet been quantified.
- Presentation of Items of Other Comprehensive Income (Amendments to IAS 1) - (effective for annual periods beginning on or after 1 July 2012). The amendments require that an entity present separately the items of other comprehensive income that would be reclassified to profit or loss in the future if certain conditions are met from those that would never be reclassified to profit or loss. The amendments do not address which items are presented in other comprehensive income or which items need to be reclassified. The requirements of other IFRSs continue to apply in this regard. The amendments may impact the consolidated financial statements of the Group which has not yet been quantified.
- Disclosures – Transfers of Financial Assets (Amendments to IFRS 7) - (effective for annual periods beginning on or after

1 July 2011). The amendments introduce new disclosure requirements about transfers of financial assets, including disclosures for financial assets that are not derecognised in their entirety; and financial assets that are derecognised in their entirety but for which the entity retains continuing involvement. According to a notification of SECP dated 28 April 2008, IFRS 7 "Financial Instruments Disclosures" has not been made applicable for Group.

- Offsetting Financial Assets and Financial Liabilities (Amendments to IAS 32) – (effective for annual periods beginning on or after 1 January 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.
- Offsetting Financial Assets and Financial Liabilities (Amendments to IFRS 7) – (effective for annual periods beginning on or after 1 January 2013). The amendments to IFRS 7 contain new disclosure requirements for financial assets and liabilities that are offset in the statement of financial position or subject to master netting agreement or similar arrangement. According to a notification of SECP dated 28 April 2008, IFRS 7 "Financial Instruments Disclosures" has not been made applicable for Group.

## 7. FUNCTIONAL AND PRESENTATION CURRENCY

These consolidated financial statements are presented in Pakistani Rupees, which is Group's functional currency. Except as indicated, financial information presented in Pakistani Rupees has been rounded to nearest thousand.

8. CASH AND BALANCES WITH TREASURY BANKS	Note	2011	2010
		Rupees in '000	
<b>In hand</b>			
Local currency		1,954,207	1,929,455
Foreign currencies		494,953	937,771
		<u>2,449,160</u>	<u>2,867,226</u>
<b>With State Bank of Pakistan in</b>			
Local currency current accounts	8.1	7,948,424	7,796,785
Foreign currency current account	8.2	100,427	74,706
Foreign currency deposit accounts			
– cash reserve accounts	8.3	931,388	779,722
– special cash reserve accounts	8.4	2,716,810	2,307,567
		<u>11,697,049</u>	<u>10,958,780</u>
<b>With National Bank of Pakistan in</b>			
Local currency current accounts		77,549	91,705
<b>National Prize Bonds</b>		9,932	5,682
		<u>14,233,690</u>	<u>13,923,393</u>

**8.1** These accounts are maintained to comply with the statutory cash reserve requirements and include cash reserve account of Rs. 783,119 thousand (2010: Rs. 647,054 thousand) in respect of the Islamic Banking branches of the Bank.

**8.2** Represents US Dollar collection / settlement account with the SBP.

**8.3** Represents cash reserve maintained with SBP against foreign currency deposits and include amount of Rs. 22,936 thousand (2010: Rs. 17,556 thousand) in respect of the Islamic Banking branches of the Bank.

**8.4** Represents special cash reserve maintained with SBP against foreign currency deposits and include amount of Rs. 27,433 thousand (2010: Rs. 21,067 thousand) in respect of the Islamic Banking branches of the Bank.

	Note	2011	2010
Rupees in '000			
<b>9. BALANCES WITH OTHER BANKS</b>			
<b>In Pakistan</b>			
On current accounts		309,526	414,336
On deposit accounts	9.1	16,491	17,205
		<u>326,017</u>	<u>431,541</u>
<b>Outside Pakistan</b>			
On current accounts	9.2	976,932	978,819
On deposit accounts	9.3	2,248,642	1,712,734
		<u>3,225,574</u>	<u>2,691,553</u>
		<u>3,551,591</u>	<u>3,123,094</u>

**9.1** This carry mark-up rate of 5.00% (2010: 5.00%) per annum.

**9.2** Include balances in current accounts of Rs. 197,044 thousand (2010: Rs. 163,577 thousand) with branches of the holding company.

**9.3** This carry mark-up rate of 0.08% (2010: 0.15%) per annum.

## 10. LENDINGS TO FINANCIAL INSTITUTIONS

Call money lendings	10.2	1,000,000	2,100,000
Repurchase agreement lendings (Reverse repo)	10.3	1,361,754	640,399
Letter of placements	10.4	-	450,000
		<u>2,361,754</u>	<u>3,190,399</u>

### 10.1 Particulars of lendings

In local currency		<u>2,361,754</u>	<u>3,190,399</u>
		<u>2,361,754</u>	<u>3,190,399</u>

**10.2** This carry mark-up rate 12.00% (2010: ranging between 13.35% to 14.00%) per annum and matured on 20 January 2012.

**10.3** Securities held as collateral against lending to financial institutions (Reverse repo).

	Note	2011			2010		
		Held by Bank	Further given as collateral	Total	Held by Bank	Further given as collateral	Total
(Rupees in '000)							
Market treasury bills	10.3.2	<u>1,361,754</u>	<u>-</u>	<u>1,361,754</u>	<u>640,399</u>	<u>-</u>	<u>640,399</u>

**10.3.1** This lending carry mark-up rate of 11.95% (2010: 13.90%) per annum and will mature on 03 January 2012.

**10.3.2** Market value of securities held as collateral against lendings to financial institutions as at 31 December 2011 amounted to Rs. 1,362.573 million (2010: Rs. 640.767 million).

**10.4** This represents clean placement with a Non-Banking Financial Institution, carrying mark-up rates Nil (2010: ranging between 13.90% to 14.00%) per annum.

## 11. INVESTMENTS

### 11.1 Investments by types

	Note	2011			2010		
		Held by Bank	Given as collateral	Total	Held by Bank	Given as collateral	Total
(Rupees in'000)							
<b>Available-for-sale securities</b>							
Market treasury bills	11.7	56,979,771	35,529,021	92,508,792	20,327,803	24,133,119	44,460,922
Pakistan investment bonds	11.5	17,859,019	4,056,656	21,915,675	12,475,620	8,955,800	21,431,420
Ordinary shares of listed companies		649,318	–	649,318	274,300	–	274,300
Ordinary shares of unlisted companies		123,101	–	123,101	123,101	–	123,101
Preference shares of listed company		40,000	–	40,000	40,000	–	40,000
Listed term finance certificates		2,049,093	–	2,049,093	2,282,470	–	2,282,470
Unlisted term finance certificates		248,097	–	248,097	4,060,056	–	4,060,056
Sukuk certificates and bonds		16,920,026	–	16,920,026	18,192,348	–	18,192,348
Open end mutual funds		12,790,730	–	12,790,730	10,197,832	–	10,197,832
Close end mutual funds		88,680	–	88,680	67,000	–	67,000
		<u>107,747,835</u>	<u>39,585,677</u>	<u>147,333,512</u>	<u>68,040,530</u>	<u>33,088,919</u>	<u>101,129,449</u>
<b>Held-to-maturity securities</b>							
Certificate of Investments	11.6	–	–	–	1,050,000	–	1,050,000
		<u>107,747,835</u>	<u>39,585,677</u>	<u>147,333,512</u>	<u>69,090,530</u>	<u>33,088,919</u>	<u>102,179,449</u>
<b>Investments at cost</b>							
Provision for diminution in the value of investments	11.3	(338,722)	–	(338,722)	(255,932)	–	(255,932)
		<u>107,409,113</u>	<u>39,585,677</u>	<u>146,994,790</u>	<u>68,834,598</u>	<u>33,088,919</u>	<u>101,923,517</u>
<b>Investments net of provision</b>							
Surplus / (deficit) on revaluation of available-for-sale securities - net	21	726,443	(262,070)	464,373	(726,742)	(347,629)	(1,074,371)
		<u>108,135,556</u>	<u>39,323,607</u>	<u>147,459,163</u>	<u>68,107,856</u>	<u>32,741,290</u>	<u>100,849,146</u>

	Note	2011	2010
		Rupees in '000	
<b>11.2 Investments by segments</b>			
<b>Federal government securities</b>			
- Market treasury bills		92,508,792	44,460,922
- Pakistan investment bonds		21,915,675	21,431,420
- GOP ijarah sukuk		15,022,723	16,024,896
		129,447,190	81,917,238
<b>Fully paid up ordinary shares</b>			
- Listed companies		649,318	274,300
- Unlisted companies		123,101	123,101
		772,419	397,401
<b>Fully paid up preference shares</b>			
- Listed company		40,000	40,000
<b>Term finance certificates, sukuk certificates and bonds</b>			
- Listed term finance certificates		2,049,093	2,282,470
- Unlisted term finance certificates		248,097	4,060,056
- Sukuk certificates / bonds		1,897,303	2,167,452
		4,194,493	8,509,978
<b>Mutual funds</b>			
- Open end		12,790,730	10,197,832
- Close end		88,680	67,000
		12,879,410	10,264,832
<b>Certificates of investments</b>			
		-	1,050,000
<b>Investments at cost</b>		147,333,512	102,179,449
<b>Provision for diminution in the value of investments</b>	11.3	(338,722)	(255,932)
<b>Investments - net of provisions</b>		146,994,790	101,923,517
<b>Surplus/(deficit) on revaluation of available-for-sale securities – net</b>	21	464,373	(1,074,371)
<b>Investments after revaluation of available-for-sale securities</b>		147,459,163	100,849,146

	2011	2010
	Rupees in '000	
<b>11.3 Particulars of provision for diminution in the value of investments</b>		
– Opening balance	255,932	227,022
– Charge for the year	94,640	103,785
– Reversal of provision upon disposal of investments	(11,850)	(74,875)
– Closing balance	<u>338,722</u>	<u>255,932</u>

#### 11.3.1 Particulars of provision in respect of type and segment

##### Available-for-sale securities

##### Fully paid-up ordinary shares

Listed companies	41,702	15,423
Unlisted companies	66,366	38,356

##### Fully paid-up preference shares

Listed company	33,200	32,800
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##### Term finance certificates, sukuk certificates and bonds

Listed term finance certificates	98,923	69,896
Unlisted term finance certificates	23,688	23,611
Sukuk certificates / bonds	35,705	28,803

##### Mutual funds

Open end	–	7,905
Close end	39,138	39,138
	<u>338,722</u>	<u>255,932</u>

**11.4** Information relating to investments in federal government securities, ordinary and preference shares of listed and unlisted companies, open and close end mutual funds, listed and unlisted term finance certificates and sukuk certificates / bonds required to be disclosed as part of the financial statements under the SBP's BSD Circular No. 4, dated 17 February 2006, is given in Annexure "I" and is an integral part of these consolidated financial statements.

**11.5** These carry markup rates ranging from 8.00% to 12.00% per annum and will mature upto 18 August 2021. These includes Rs. 158.500 million as at 31 December 2011 (2010: Rs. 158.500 million) pledged with State Bank of Pakistan and National Bank of Pakistan against TT/DD discounting facilities and demand loan facilities.

**11.6** These carry markup rates Nil (2010: ranging between 13.90% to 13.95% per annum).

**11.7** These carry markup rates ranging from 11.70% to 13.91% per annum and will mature upto 01 November 2012.

	Note	2011	2010
		Rupees in '000	
<b>12. ADVANCES</b>			
Loans, cash credits, running finances, etc.			
In Pakistan		98,115,904	100,914,709
Net investment in finance lease / ijarah financing			
In Pakistan	12.2	561,970	906,984
Net assets in ijarah under IFAS 2	12.10	825,452	901,886
Bills discounted and purchased (excluding market treasury bills)			
Payable in Pakistan		5,489,601	6,344,275
Payable outside Pakistan		14,686,721	18,282,153
		20,176,322	24,626,428
Advances – gross		119,679,648	127,350,007
Provision against non-performing advances			
- specific		(9,928,671)	(7,463,452)
- general		(94,263)	(58,919)
	12.5	(10,022,934)	(7,522,371)
Advances – net of provisions		109,656,714	119,827,636
<b>12.1 Particulars of advances – gross</b>			
<b>12.1.1</b> In local currency		100,554,335	107,434,187
In foreign currencies		19,125,313	19,915,820
		119,679,648	127,350,007
<b>12.1.2</b> Short term (for upto one year)		107,712,438	109,318,646
Long term (for over one year)		11,967,210	18,031,361
		119,679,648	127,350,007

**12.2 Net investment in finance lease / ijarah financing**

	2011				2010			
	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	186,952	342,566	1,389	530,907	263,870	637,168	2,901	903,939
Residual value	38,030	83,192	562	121,784	12,068	114,768	579	127,415
Minimum lease payments	224,982	425,758	1,951	652,691	275,938	751,936	3,480	1,031,354
Financial charges for future periods	(44,245)	(46,167)	(309)	(90,721)	(22,790)	(101,020)	(560)	(124,370)
Present value of minimum lease payments	180,737	379,591	1,642	561,970	253,148	650,916	2,920	906,984



**12.3** Advances include Rs. 15,427,848 thousand (2010 : Rs. 10,961,145 thousand) which have been placed under non-performing status as detailed below:

Category of classification	2011			2010		
	Classified advances	Provision required	Provision held	Classified advances	Provision required	Provision held
	Rupees in '000					
Substandard	435,122	84,115	84,115	348,017	73,725	73,725
Doubtful	2,081,269	583,816	583,816	2,417,408	836,356	836,356
Loss	12,911,457	9,260,740	9,260,740	8,195,720	6,553,371	6,553,371
	<u>15,427,848</u>	<u>9,928,671</u>	<u>9,928,671</u>	<u>10,961,145</u>	<u>7,463,452</u>	<u>7,463,452</u>

#### 12.4 Consideration of forced sales value (FSV) for the purposes of provisioning against non-performing loans

In accordance with BSD Circular No. 1 dated 21 October 2011 issued by the State Bank of Pakistan, during the year the Bank has further availed the benefit of FSV against the non-performing advances (excluding consumer housing finance portfolio). Had this benefit of FSV not been taken by the Bank, the specific provision against non-performing advances would have been higher by Rs. 2,047.969 million (2010: Rs. 676.72 million) and profit after taxation for the year ended 31 December 2011 would have been lower by approximately Rs. 1,331.180 million (2010: Rs. 439.868 million). As of 31 December 2011, had the benefit of FSVs not taken by the Bank, the specific provision against non-performing advances would have been higher by Rs. 4,028.188 million (2010: Rs. 1,980.219 million) and accumulated profit would have been lower by Rs. 2,618.322 million (2010: Rs. 1,287.142 million). This amount of Rs. 2,618.322 million is not available for the distribution of cash and stock dividend to the shareholders.

#### 12.5 Particulars of provision against non-performing advances:

	Note	2011			2010		
		Specific	General	Total	Specific	General	Total
		Rupees in '000					
Opening balance		7,463,452	58,919	7,522,371	4,204,731	424,745	4,629,476
Charge for the year		3,840,767	35,344	3,876,111	3,826,217	-	3,826,217
Reversals		(1,216,149)	-	(1,216,149)	(522,628)	(365,826)	(888,454)
Net charge for the year		2,624,618	35,344	2,659,962	3,303,589	(365,826)	2,937,763
Amount written off	12.7	(159,399)	-	(159,399)	(44,868)	-	(44,868)
Closing balance	12.6	<u>9,928,671</u>	<u>94,263</u>	<u>10,022,934</u>	<u>7,463,452</u>	<u>58,919</u>	<u>7,522,371</u>

**12.5.1** General provision includes provision of Rs. 19.610 million (2010: Rs. 22.117 million) made against consumer portfolio in accordance with the Prudential Regulations issued by SBP at 1.5% of fully secured and at 5% of the unsecured consumer portfolio. For the remaining balance of general provision refer note 5.4.

**12.6 Particulars of provision against non-performing advances:**

	2011			2010		
	Specific	General	Total	Specific	General	Total
	Rupees in '000					
In local currency	9,507,672	94,263	9,601,935	7,161,149	58,919	7,220,068
In foreign currencies	420,999	–	420,999	302,303	–	302,303
	<u>9,928,671</u>	<u>94,263</u>	<u>10,022,934</u>	<u>7,463,452</u>	<u>58,919</u>	<u>7,522,371</u>

**12.7 Particulars of write-offs:**

	2011	2010
	Rupees in '000	
<b>12.7.1</b> Against provisions	159,399	44,868
Directly charged to profit and loss account	–	–
	<u>159,399</u>	<u>44,868</u>
<b>12.7.2</b> Write-offs of Rs. 500,000/- and above	158,139	44,023
Write-offs of below Rs. 500,000/-	1,260	845
	<u>159,399</u>	<u>44,868</u>

**12.8 Details of loan write-offs 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 written-off loans or any other financial relief of Rs. 500,000 or above allowed to the persons during the year ended 31 December 2011 is enclosed as Annexure II.

**12.9 Particulars of loans and advances to directors, associated companies, subsidiary 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 year	690,534	620,908
Loans granted during the year	407,313	323,171
Repayments	<u>(287,958)</u>	<u>(253,545)</u>
Balance at end of year	<u>809,889</u>	<u>690,534</u>
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 year	2,198,466	1,740,927
Loans granted during the year	63,913,349	30,558,362
Repayments	<u>(64,334,863)</u>	<u>(30,100,823)</u>
Balance at end of year	<u>1,776,952</u>	<u>2,198,466</u>

**12.10** Net book value of investments in ijarah under IFAS - 2 is net of depreciation of Rs. 489.496 million (2010: Rs. 219.988 million).

	Note	2011	2010
Rupees in '000			
<b>13. OPERATING FIXED ASSETS</b>			
Capital work-in-progress	13.1	107,949	550,779
Property and equipment	13.2	3,087,959	2,801,923
Intangible assets	13.3	34,750	34,750
		<u>3,230,658</u>	<u>3,387,452</u>
<b>13.1 Capital work-in-progress</b>			
Civil works	13.1.1	105,169	85,797
Equipments		2,780	13,732
Advances against purchase of properties for own use		–	451,250
		<u>107,949</u>	<u>550,779</u>

**13.1.1** This represents renovations carried out at the branches.

### 13.2 Property and equipment

	Cost			Depreciation			Book Value	Rate of depreciation %
	As at 01 January 2011	Additions/(deletions)	As at 31 December 2011	As at 01 January 2011	Charge for the year/(deletions)	As at 31 December 2011	As at 31 December 2011	
Rupees in '000								
Freehold land	22,690	–	22,690	–	–	–	22,690	–
Leasehold land	50,688	–	50,688	–	2,430	2,430	48,258	1.49 & 1.51
Buildings / office premises	2,355,143	271,952	2,627,095	435,770	88,754	524,524	2,102,571	4
Furniture, fixtures, office and computer equipment	710,997	189,610 (27,521)	873,086	361,883	161,918 (26,592)	497,209	375,877	15 & 25
Vehicles	13,060	13,970 (12,791)	14,239	6,736	4,020 (2,009)	8,747	5,492	20
Leasehold improvements	765,349	226,804 –	992,153	311,615	147,467	459,082	533,071	20
<b>2011</b>	<b>3,917,927</b>	<b>702,336 (40,312)</b>	<b>4,579,951</b>	<b>1,116,004</b>	<b>404,589 (28,601)</b>	<b>1,491,992</b>	<b>3,087,959</b>	
Rupees in '000								
	Cost			Depreciation			Book Value	Rate of depreciation %
	As at 01 January 2010	Additions/(deletions)	As at 31 December 2010	As at 01 January 2010	Charge for the year/(deletions)	As at 31 December 2010	As at 31 December 2010	
Rupees in '000								
Freehold land	22,690	–	22,690	–	–	–	22,690	–
Leasehold land	50,688	–	50,688	–	–	–	50,688	–
Buildings / office premises	1,952,173	402,970	2,355,143	364,186	71,584	435,770	1,919,373	4
Furniture, fixtures, office and computer equipment	555,736	171,107 (15,846)	710,997	244,109	131,982 (14,208)	361,883	349,114	15 & 25
Vehicles	9,997	7,215 (4,152)	13,060	5,686	1,874 (824)	6,736	6,324	20
Leasehold improvements	558,596	207,246 (493)	765,349	193,345	118,762 (492)	311,615	453,734	20
<b>2010</b>	<b>3,149,880</b>	<b>788,538 (20,491)</b>	<b>3,917,927</b>	<b>807,326</b>	<b>324,202 (15,524)</b>	<b>1,116,004</b>	<b>2,801,923</b>	

**13.2.1** The cost of fully depreciated assets still in use is Rs. 241.939 million (2010: Rs.138.241 million).

**13.2.2** Details of fixed assets deleted with original cost or book value in excess of Rs. 1,000 thousand or Rs. 250 thousand respectively, whichever is lower are as follows:

Particulars	Cost	Book Value	Sale Proceed	Mode of disposal	Particulars of purchaser
	Rupees in '000				
Office Equipment	375	357	375	Best available quotation	Mr. Babar Ishaq
Vehicles	1,228	1,222	1,332	As per Bank policy	Mr. Ali Nuzhat Abedi (Bank's employee)
Vehicles	1,141	1,134	1,273	As per Bank policy	Ms. Arzoo Mahmood (Bank's employee)
Vehicles	1,026	1,019	1,170	As per Bank policy	Mr. Momin Zia (Bank's employee)
Vehicles	1,026	1,019	1,170	As per Bank policy	Mr. Farjad Jafri (Bank's employee)
Vehicles	992	991	1,170	As per Bank policy	Mr. M. Hanif (Bank's employee)
Vehicles	825	824	825	As per Bank policy	Mr. Haroon Ahmed (Bank's ex - employee)
Vehicles	796	793	1,001	As per Bank policy	Mr. S. Shakeel Ahmed (Bank's employee)
Vehicles	791	790	898	As per Bank policy	Mr. Abdullah A. Sattar (Bank's employee)
Vehicles	791	788	898	As per Bank policy	Mr. Abbas Raza (Bank's employee)
Vehicles	777	772	1,000	As per Bank policy	Mr. Ashfaq Ahmed (Bank's employee)
Vehicles	588	585	711	As per Bank policy	Mr. Rizwan Cochinwala (Bank's employee)
Vehicles	462	456	594	As per Bank policy	Mr. Ashraf Mandvia (Bank's employee)
Vehicles	284	281	487	As per Bank policy	Mr. Azhar Shamim (Bank's employee)
	<u>11,102</u>	<u>11,031</u>	<u>12,904</u>		

### 13.3 Intangible assets

**13.3.1** This represents the membership card of Karachi Stock Exchange.

**13.3.2** The cost of fully amortised intangible assets (computer software) still in use is Rs. 27,875 thousand (2010: Rs. 27,875 thousand).

	Note	2011	2010
		Rupees in '000	
<b>14. DEFERRED TAX ASSETS</b>			
Deferred tax debits arising in respect of:			
-		-	427,787
-		90,043	65,760
-	30.3	2,549,617	1,818,804
-		472	759
		<u>2,640,132</u>	<u>2,313,110</u>
Deferred tax credits arising due to:			
-		(129,105)	-
-		(490,516)	(444,023)
		<u>(619,621)</u>	<u>(444,023)</u>
<b>Net deferred tax asset recognised by the Bank</b>		<u>2,020,511</u>	<u>1,869,087</u>

## 14.1 Reconciliation of deferred tax

	Balance as at 01 January 2010	Recognised in profit & loss account	Recognised in equity	Balance as at 31 December 2010	Recognised in profit & loss account	Recognised in equity	Balance as at 31 December 2011
Rupees in '000							
<b>Deferred debits arising in respect of</b>							
Deficit on revaluation of investments	80,031	–	347,756	427,787	–	(427,787)	–
Provision against diminution in value of investments	43,827	21,933	–	65,760	24,283	–	90,043
Provision against non-performing advances (including off-balance sheet obligation) - note 30.3	1,060,149	758,655	–	1,818,804	730,813	–	2,549,617
Pre operation expenses of the subsidiary	759	–	–	759	(286)	–	472
	<u>1,184,766</u>	<u>780,588</u>	<u>347,756</u>	<u>2,313,110</u>	<u>754,810</u>	<u>(427,787)</u>	<u>2,640,132</u>
<b>Deferred credits arising due to</b>							
Surplus on revaluation of investments	–	–	–	–	–	(129,105)	(129,105)
Accelerated tax depreciation	(359,301)	(84,727)	–	(444,023)	(46,493)	–	(490,516)
	<u>(359,301)</u>	<u>(84,727)</u>	<u>–</u>	<u>(444,023)</u>	<u>(46,493)</u>	<u>(129,105)</u>	<u>(619,621)</u>
	<u>825,465</u>	<u>695,861</u>	<u>347,756</u>	<u>1,869,087</u>	<u>708,317</u>	<u>(556,892)</u>	<u>2,020,511</u>

	Note	2011	2010
		Rupees in '000	
<b>15. OTHER ASSETS</b>			
Income / mark-up accrued in local currency		3,220,615	3,689,121
Income / mark-up accrued in foreign currencies		57,556	22,122
Advances, deposits, advance rent and other prepayments		328,291	288,503
Branch adjustment account		66	-
Unrealized gain on forward foreign exchange contracts		1,017,920	1,360,030
Receivable from the SBP against encashment of government securities		109,229	30,617
Stationery and stamps on hand		33,428	31,287
Advance payments against ijarah		9,702	196,073
Advance payments against diminishing musharaka		5,093	82,135
Advance payments against murabaha		719,882	207,991
Dividend receivable / encashment of sukuk certificates		142,842	8,485
Others		316,952	44,310
		5,961,576	5,960,674
Less: Provision against other assets	15.1	(275,000)	-
		5,686,576	5,960,674
<b>15.1 Provision held against other assets</b>			
Opening balance		-	-
Charge for the year		275,000	-
Closing balance		275,000	-
<b>16. BILLS PAYABLE</b>			
In Pakistan		3,733,794	2,572,954
		3,733,794	2,572,954
<b>17. BORROWINGS</b>			
In Pakistan		64,608,324	61,172,031
Outside Pakistan		2,032,902	1,357,698
		66,641,226	62,529,729
<b>17.1 Particulars of borrowings in respect of currencies</b>			
In local currency		64,518,378	61,172,031
In foreign currencies		2,122,848	1,357,698
		66,641,226	62,529,729

	Note	2011	2010
		Rupees in '000	
<b>17.2 Details of borrowings</b>			
<b>Secured</b>			
Borrowings from the State Bank of Pakistan			
– under export refinance scheme		20,573,018	25,710,819
– under long term financing - export oriented projects		701,047	1,300,872
– under long term financing facility - locally manufactured plant and machinery		1,908,929	1,418,938
	17.2.1	<u>23,182,994</u>	<u>28,430,629</u>
Repurchase agreement borrowings	17.2.2	<u>39,270,858</u>	<u>32,630,475</u>
		<u>62,453,852</u>	<u>61,061,104</u>
<b>Unsecured</b>			
Call borrowings	17.2.3	2,041,954	100,000
Overdrawn nostro accounts		2,032,902	1,357,698
Overdrawn local bank accounts		22,572	10,927
Other short term borrowing	17.2.4	89,946	–
		<u>4,187,374</u>	<u>1,468,625</u>
		<u>66,641,226</u>	<u>62,529,729</u>

**17.2.1** These carrying mark-up rates ranging between 4.00% to 11.00% (2010: 4.00% to 9.50%) per annum which is payable quarterly or upon maturity of loans, whichever is earlier.

**17.2.2** These have been borrowed from financial institutions and are secured against federal government securities and carry mark-up rates ranging between 11.65% to 11.75% (2010: 12.70% to 13.00%) per annum, with maturities upto 23 January 2012.

**17.2.3** This is an unsecured borrowing from a financial institution, carrying mark-up rates ranging between 11.30% to 13.15% (2010: 12.60%) per annum with maturities upto 29 March 2012.

**17.2.4** This is an unsecured borrowing from financial institution in foreign currency, carrying mark-up at the rate of 2.00% (2010: Nil) per annum and will mature on 10 December 2012.

	Note	2011	2010
		Rupees in '000	
<b>18. DEPOSITS AND OTHER ACCOUNTS</b>			
<b>Customers</b>			
Fixed deposits		82,159,532	69,954,427
Savings deposits		44,166,722	38,873,120
Current accounts (non-remunerative)		45,008,091	37,316,518
Others		2,200,862	1,818,566
		173,535,207	147,962,631
<b>Financial institutions</b>			
Remunerative deposits		11,470,881	11,975,440
Non-remunerative deposits		275,128	376,140
		11,746,009	12,351,580
		185,281,216	160,314,211
<b>18.1 Particulars of deposits</b>			
In local currency		166,783,866	144,632,822
In foreign currencies		18,497,350	15,681,389
		185,281,216	160,314,211
<b>19. OTHER LIABILITIES</b>			
Mark-up / return / interest payable in local currency		4,259,190	3,720,511
Mark-up / return / interest payable in foreign currencies		39,507	23,081
Unearned commission and income on bills discounted		85,355	119,288
Accrued expenses	19.2	433,673	259,512
Current taxation (provisions less payments)		542,548	426,814
Provision against off-balance sheet obligations	19.1	38,922	38,922
Unclaimed dividend		2,088	3,150
Unrealized loss on forward foreign exchange contracts		1,009,558	628,822
Branch adjustment account		-	181
Workers' welfare fund	29.2	270,293	123,008
Excise duty payable		9,595	26,368
Locker deposits		373,854	313,297
Advance against diminishing musharaka		46,948	37,067
Advance rental for ijarah		4,824	17,743
Security deposits against leases/ ijarah		346,367	437,229
Sundry creditors		144,220	67,395
Withholding tax /duties		121,281	13,217
Others		234,829	148,065
		7,963,052	6,403,670
<b>19.1 Provision against off-balance sheet obligations</b>			
Opening balance		38,922	-
Charge for the year		-	38,922
Closing balance		38,922	38,922
<b>19.2</b>	This includes liability in respect of employees compensated absences amounting to Rs. 90.525 million (2010: Rs. 88.849 million).		



## 20. SHARE CAPITAL

### 20.1 Authorised capital

2011	2010		2011	2010
Number of shares			Rupees in '000	
<u>1,200,000,000</u>	<u>1,200,000,000</u>	Ordinary shares of Rs. 10/- each	<u>12,000,000</u>	<u>12,000,000</u>

### 20.2 Issued, subscribed and paid-up capital

		Ordinary shares of Rs. 10/- each		
30,000,000	30,000,000	- issued for cash	300,000	300,000
92,500,000	92,500,000	- issued upon amalgamation	925,000	925,000
925,331,480	750,692,900	- issued as bonus shares	9,253,315	7,506,929
<u>1,047,831,480</u>	<u>873,192,900</u>		<u>10,478,315</u>	<u>8,731,929</u>

**20.3** As of the balance sheet date, Habib Bank AG Zurich – Switzerland (the holding company) held 534,394 thousand (2010: 445,328 thousand) ordinary shares of Rs.10/- each (51% holding).

## 21. SURPLUS / (DEFICIT) ON REVALUATION OF ASSETS - NET OF TAX

### Available-for-sale securities

#### Federal Government Securities

Market Treasury Bills	324,173	(132,003)
Pakistan Investment Bonds	(32,953)	(1,140,910)
GOP Ijarah Sukuk	66,457	73,714

#### Fully paid-up ordinary shares

Listed shares	26,833	(775)
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#### Term Finance Certificates, Sukuk Certificates and Bonds

Listed	(17,787)	(46,592)
Unlisted	-	(4,915)
Sukuk Certificates / Bonds	(9,219)	(30,806)

#### Mutual Funds

Open end	83,821	189,476
Close end	23,048	18,440

	<u>464,373</u>	<u>(1,074,371)</u>
Related deferred tax (liability) / asset - net	(129,105)	427,786
	<u>335,268</u>	<u>(646,585)</u>

	2011	2010
	Rupees in '000	
<b>22. CONTINGENCIES AND COMMITMENTS</b>		
<b>22.1 Direct credit substitutes</b>		
Bank guarantees of indebtedness in favour of:		
– Banking companies and other financial institutions	<u>71,012</u>	<u>238,522</u>
<b>22.2 Transaction-related contingent liabilities</b>		
Includes performance bonds, bid bonds, advance payment guarantees and shipping guarantees favouring:		
i) Government	10,115,047	9,351,603
ii) Banking companies and other financial institutions	51,928	261,415
iii) Others	3,168,794	3,711,022
	<u>13,335,769</u>	<u>13,324,040</u>
<b>22.3 Trade-related contingent liabilities</b>		
Letters of credit	<u>50,815,273</u>	<u>49,231,412</u>
Acceptances	<u>12,360,730</u>	<u>10,313,588</u>
<b>22.4 Commitments in respect of forward exchange contracts</b>		
Purchase	<u>54,377,083</u>	<u>55,991,653</u>
Sale	<u>62,519,824</u>	<u>68,631,860</u>
<b>22.5 Commitments in respect of operating leases</b>		
Not later than one year	37,204	59,698
Later than one year and not later than five years	24,346	30,291
	<u>61,550</u>	<u>89,989</u>
The Group has entered into non-cancellable lease agreements with a Modaraba which has been duly approved by the Religious Board as ijarah transactions. The monthly rental instalments are spread over a period of 72 months. When a lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognized as an expense in the period in which termination takes place.		
<b>22.6 Commitments for the acquisition of operating fixed assets</b>	<u>9,105</u>	<u>62,154</u>
<b>22.7 Claims against bank not acknowledged as debt</b>	<u>2,424,410</u>	<u>2,229,910</u>
<b>22.8 Commitments in respect of forward lendings</b>		
The Group makes commitments to extend credit in the normal course of its business, but none of these commitments are irrevocable and do not attract any penalty if the facility is unilaterally withdrawn.		

	2011	2010
	Rupees in '000	
<b>22.9 Commitments in respect of syndicate financing</b>	-	253,691
<b>22.10 Commitments in respect of investment in sukuk certificates and term finance certificates</b>	-	48,572

### 23. DERIVATIVE FINANCIAL INSTRUMENT

The Group deals in derivative financial instruments namely forward foreign exchange contracts and foreign currency swaps with the principal view of hedging the risks arising from its trade business.

As per the Group's policy, these contracts are reported on their fair value at the balance sheet date. The gains and losses from revaluation of these contracts are included under "income from dealing in foreign currencies". Unrealized gains and losses on these contracts are recorded on the balance sheet under "other assets / other liabilities".

These products are offered to the Group's customers to protect from unfavourable movements in foreign currencies. The Group edges such exposures in the inter-bank foreign exchange market.

These positions are reviewed on a regular basis by the Bank's Asset and Liability Committee (ALCO).

### 24. MARK-UP / RETURN / INTEREST EARNED

On loans and advances to:		
Customers	12,908,642	11,811,187
Financial institutions	21,534	36,534
	<u>12,930,176</u>	<u>11,847,721</u>
On investments in:		
Available-for-sale securities	13,535,198	10,725,848
Held-to-maturity securities	106,937	97,011
	13,642,135	10,822,859
On deposits with financial institutions	193,663	551,173
On securities purchased under resale agreements	497,411	160,047
	<u>27,263,385</u>	<u>23,381,800</u>

### 25. MARK-UP / RETURN / INTEREST EXPENSED

Deposits and other accounts	12,591,460	10,812,762
Securities sold under repurchase agreements	4,084,273	3,292,775
Short term borrowings	2,633,204	2,115,233
Long term borrowings	227,217	186,834
	<u>19,536,154</u>	<u>16,407,604</u>

	Note	2011	2010
		Rupees in '000	
<b>26. GAIN ON SALE / REDEMPTION OF SECURITIES – NET</b>			
<b>Federal Government Securities</b>			
Market treasury bills		106,374	(2,450)
Pakistan investment bonds		(33,490)	–
<b>Fully paid-up ordinary shares</b>			
Listed companies		19,796	63,965
<b>Sukuk Certificates</b>			
		8,331	1,188
<b>Mutual Funds</b>			
Open-end and close-end		252,052	182,752
		<u>353,063</u>	<u>245,455</u>
<b>27. OTHER INCOME</b>			
Rent on properties		25,611	18,354
Net gain on sale of fixed assets		8,183	5,404
Recovery of expenses from customers	27.1	124,284	120,893
Others	27.2	83,956	105,397
		<u>242,034</u>	<u>250,048</u>

**27.1** Includes courier, telex, postage and other charges recovered from customers.

**27.2** Includes income from various general banking services such as limit processing charges, limit renewal charges, same day clearing, cheque return charges and rent of lockers etc.

	Note	2011	2010
		Rupees in '000	
<b>28. ADMINISTRATIVE EXPENSES</b>			
Salaries, allowances etc.		2,258,849	1,899,528
Contract staff		109,383	97,229
Charge for defined benefit plan	34.4	68,068	58,708
Contribution to defined contribution plan		88,195	72,883
Non-executive directors' fees, allowances and other expenses		5,080	6,120
Brokerage and commission		82,036	70,486
Rent, taxes, insurance, electricity etc.		641,080	550,995
Legal and professional charges		101,371	54,575
Communication		145,159	135,048
Repairs and maintenance		172,208	126,054
Rentals of operating leases		65,061	87,205
Stationery and printing		86,548	67,593
Management fee		161,950	141,175
Advertisement and publicity		33,998	47,168
Donations	28.1	34,096	35,855
Auditors' remuneration	28.2	5,679	3,095
Depreciation	13.2	404,589	324,202
Security charges		91,394	70,360
Travelling and conveyance		43,368	41,207
Computer software maintenance		55,906	53,528
Motor car running		48,043	42,043
Cartage, handling and freight charges		42,270	35,630
Ijarah payments		1,728	3,844
Others		203,264	174,584
		<u>4,949,323</u>	<u>4,199,115</u>

**28.1** None of the directors, executives and their spouses had any interest in the donations disbursed during the year except for donations paid to Habib University Foundation, Habib Medical Trust, Habib Poor Fund, Mohamedali Habib Welfare Trust and Shaukat Khanum Memorial Trust. Donations paid in excess of Rs. 100,000 to a single party during the year are as follows:

	2011	2010
	Rupees in '000	
<b>DONEE</b>		
The Citizens Foundation	7,932	8,200
Habib University Foundation	2,500	1,000
Mohamedali Habib Welfare Trust	2,500	1,000
Al-Asad Welfare Trust	1,500	600
Habib Medical Trust	1,460	960
Bait-ul-Sukoon	1,200	–
Memon Health and Education Foundation	1,200	–
Sindh Institute of Urology and Transplantation (SIUT)	1,000	750
Al-Sayyeda Benevolent Trust	960	960
Habib Poor Fund	960	960
RahmatBai Habib Food & Clothing Trust	960	960
RahmatBai Habib Widows & Orphan Trust	960	960

<b>DONEE</b>	2011	2010
	Rupees in '000	
Abbas-e-Alamdar Hostel	685	860
Pakistan Memon Educational & Welfare Society	600	600
Thardeep Rural Development Programme	500	–
Abdul Sattar Edhi Foundation	500	500
Caravan of Life (Pak) Trust	500	–
M.B.J. Health Association	500	–
Memon Educational Board	500	500
Pakistan Memon Women Educational Society	500	500
Zehra Homes	500	480
Dhoraji Association	375	375
Marie Adelaide Leprosy Centre	280	250
Al-Umeed Rehabilitation Association	250	250
Anjuman Behbood-e-Samat-e-Atfal	250	250
Bantva Memon Jamat	250	250
Bantva Memon Rahat Committee	250	250
Dar-ul- Sukun	250	100
Fatimiyah Education Network (KPSIAJ)	250	250
Pak Medical and Welfare Trust	250	250
Patients' Aid Foundation	250	75
Patients' Welfare Association	250	100
Poor Patients Aid Society Civil Hospital Karachi	250	100
Rotary Club of Karachi Continental	250	250
Shaukat Khanum Memorial Trust	250	250
SOS Childrens Village of Pakistan	250	250
The Kidney Centre	250	250
The Layton Rahmatulla Benevolent Trust	250	250
Ahmed Abdullah Foundation (MA Ayesha Memorial Centre)	200	200
IDA Rieu Poor Welfare Association	200	100
Kashmir Education Foundation	200	200
Bantva Anjuman Himayat-e-Islam	150	150
Responsible Business Initiative	123	–
Academy of Quaranic Studies	120	120
Raast Welfare Society	–	6,000
Aziz Tabba Foundation	–	1,200
Bait-ul-Sukoon Cancer Hospital	–	1,000
Young President Organisation	–	500
Hussaini Foundation	–	500
The Institute of Business Administration (I.B.A.)	–	500
Developments in Literacy	–	250
The Medical Aid Foundation	–	200
Marie Adelaide Leprosy Centre	–	200
Combined Military Hospital (CMH)	–	200
Special Olympics Pakistan	–	200
Sada Welfare Foundation	–	175
	<u>33,315</u>	<u>35,235</u>

	Note	2011	2010
		Rupees in '000	
<b>28.2 Auditors' remuneration</b>			
Audit fee		1,584	1,430
Review of half-yearly financial statements		542	482
Certification and agreed upon procedures engagements		2,875	742
Out-of-pocket expenses		678	441
		<u>5,679</u>	<u>3,095</u>

## 29. OTHER CHARGES

Penalties imposed by the SBP	29.1	155,678	216
Workers' welfare fund	29.2	147,285	96,786
		<u>302,963</u>	<u>97,002</u>

**29.1** Included in the above, a sum of Rs. 154,500 thousand imposed by State Bank of Pakistan (SBP) based on instances observed during their inspection for the period ended June 30, 2009. The Group has contested the same and has filed a refund request for Rs. 149, 619 thousand, which is currently under review by SBP.

**29.2** Under the Workers' Welfare Ordinance (WWF) 1971, the Group is liable to pay workers' welfare fund @ 2% of accounting profit before tax or taxable income, whichever is higher.

## 30. TAXATION

For the year			
Current		2,198,395	1,908,066
Prior years		(134,471)	6,016
Deferred		(708,317)	(695,861)
	30.2	<u>1,355,607</u>	<u>1,218,221</u>

### 30.1 (a) Habib Metropolitan Bank Limited

Income tax assessments of the Bank have been finalised upto the tax year 2008 (corresponding to the accounting year ended 31 December 2007). Income tax returns for the tax years 2009, 2010 and 2011 (corresponding to the accounting years ended 31 December 2008, 2009 and 2010) filed under section 120 of Income Tax Ordinance. Tax year 2009 and 2010 have been selected for audit by the Income Tax authorities who vide respective years' assessment orders disallowed certain expenses and provisions against which the Bank's appeals are pending with Appellate Tribunal Inland Revenue (ATIR) and Commissioner Inland Revenue (Appeals). However, adequate provisions are being held by the Bank.

### b) Habib Metropolitan Financial Services Limited

The Company has filed return of total income for the tax year 2011 (financial year ended 31 December 2010) which is deemed to have been assessed under the Income Tax Ordinance, 2011 unless selected by the taxation authorities for audit purposes.

<b>30.2 Relationship between tax expense and accounting profit</b>	Note	2011	2010
		Rupees in '000	
Profit before tax		<u>4,644,806</u>	<u>4,027,590</u>
Tax at the applicable rate of 35% (2010: 35%)		1,625,682	1,409,657
Tax effect of income taxed at reduced rate		(322,843)	(212,704)
Tax effect for prior years		-	6,016
Others		<u>52,768</u>	<u>15,252</u>
Tax charge for the year		<u>1,355,607</u>	<u>1,218,221</u>

**30.3** Through Finance Act, 2010 certain amendments have been introduced in Seventh Schedule to the Income Tax Ordinance, 2001. The provision for advances & off balance sheet items will now be allowed at 5% of total gross advances for consumer and SMEs (as defined in SBP prudential Regulation). The provision for advances and off balance sheet items other than those falling in definition of consumer & SMEs will be allowed upto 1% of such total gross advances.

Further a new Rule 8(A) has been introduced in Seventh Schedule to allow for amounts provided for in tax year 2008 and prior to said tax year for doubtful debts, which were neither claimed nor allowed as tax deductible in any year shall be allowed as deduction in tax year in which such doubtful debts are written off.

With reference to allowability of provision, the management has carried out an exercise at period end and concluded that full deduction of provision in succeeding years would be allowed and accordingly recognized deferred tax asset on such provision amounting to Rs. 2,555.392 million.

### 31. BASIC AND DILUTED EARNINGS PER SHARE

Profit after taxation		<u>3,289,199</u>	<u>2,809,369</u>
		Number in '000	
			(Restated)
Weighted average number of ordinary shares	31.1	<u>1,047,831</u>	<u>1,047,831</u>
		Rupees	
			(Restated)
Basic and diluted earnings per share		<u>3.14</u>	<u>2.68</u>

**31.1** The weighted average number of shares for 2010 have been adjusted for the effect of bonus issue during the year.

<b>32. CASH AND CASH EQUIVALENTS</b>		2011	2010
		Rupees in '000	
Cash and balances with treasury banks	8	14,233,690	13,923,393
Balances with other banks	9	3,551,591	3,123,094
Overdrawn nostro accounts	17.2	(2,032,902)	(1,357,698)
Overdrawn local banks accounts	17.2	(22,572)	(10,927)
		<u>15,729,807</u>	<u>15,677,862</u>



### 33. STAFF STRENGTH

	2011	2010
	Number	
Permanent	2,205	1,974
Temporary / on contractual basis	313	394
Group's own staff strength at the end of the year	<u>2,518</u>	<u>2,368</u>
Outsourced	574	579
Total staff strength	<u><u>3,092</u></u>	<u><u>2,947</u></u>

### 34. DEFINED BENEFIT PLAN

#### 34.1 General description

The benefits under the funded gratuity scheme are payable on retirement at the age of 60 or earlier cessation of service. The benefit is equal to one month's last basic salary drawn for each year of eligible service subject to a maximum of 24 months last drawn basic salary. The minimum qualifying period for eligibility under the plan is five years of continuous service.

#### 34.2 Principal actuarial assumptions

The latest actuarial valuation was carried out on 31 December 2011 using "Projected Unit Credit Actuarial Cost Method". The main assumptions used for the actuarial valuation were as follows:

	Note	2011	2010
Discount rate – percent (per annum)		12.50	14.00
Expected rate of return on plan assets – percent (per annum)		14.00	15.00
Long term rate of salary increase – percent (per annum)		12.50	14.00

#### 34.3 Reconciliation of defined benefit plan

		2011	2010
		Rupees in '000	
Fair value of plan assets	34.6	436,189	337,025
Present value of defined benefit obligation	34.7	(506,845)	(420,087)
Unrecognised actuarial loss		<u>70,656</u>	<u>83,062</u>
		<u><u>-</u></u>	<u><u>-</u></u>

#### 34.4 Movement in defined benefit plan

Opening balance		-	-
Charge for the year	34.5	68,068	58,708
Contribution to the fund		<u>(68,068)</u>	<u>(58,708)</u>
Closing balance		<u><u>-</u></u>	<u><u>-</u></u>

#### 34.5 Charge for defined benefit plan

Current service cost		55,592	36,542
Interest cost		57,165	46,162
Expected return on plan assets		<u>(50,554)</u>	<u>(32,599)</u>
Actuarial loss recognised		5,865	8,603
		<u><u>68,068</u></u>	<u><u>58,708</u></u>

	Note	2011	2010		
		Rupees in '000			
<b>34.6 Movement in fair value of plan assets</b>					
Opening balance		337,025	250,760		
Expected return on plan assets		50,554	32,599		
Actuarial gain/(loss) recognized	34.8	4,071	14,060		
Benefits paid		(23,529)	(19,102)		
Contribution to the fund	34.4	68,068	58,708		
Closing balance		<u>436,189</u>	<u>337,025</u>		
<b>34.7 Movement in present value of defined benefit obligation</b>					
Opening balance		420,087	355,096		
Current service cost		55,592	36,541		
Interest cost		57,165	46,162		
Actuarial (gain)/ loss recognized	34.8	(2,470)	1,390		
Benefits paid		(23,529)	(19,102)		
Closing balance		<u>506,845</u>	<u>420,087</u>		
<b>34.8 Annual actuarial (gain) / loss recognised</b>					
Experience (gain) / loss on obligation		(2,470)	1,390		
Experience (gain) on plan assets		(4,071)	(14,060)		
Total (gain) recognised during the year		<u>(6,541)</u>	<u>(12,670)</u>		
<b>34.9 Actual return on plan assets</b>					
		<u>54,625</u>	<u>46,659</u>		
<b>34.10 Plan assets comprise the following:</b>					
		2011		2010	
		Rupees in '000	%	Rupees in '000	%
Government securities		–	–	1,500	0.45%
Bank deposits		436,189	100%	335,525	99.55%
		<u>436,189</u>	<u>100%</u>	<u>337,025</u>	<u>100%</u>

**34.10.1** The amount represents balance which is deposited with the branches of the Bank.

#### 34.11 Historical information

	2011	2010	2009	2008	2007
	Rupees in '000				
Present value of defined benefit obligation	506,845	420,087	355,096	263,311	240,826
Fair value of plan assets	(436,189)	(337,025)	(250,760)	(205,633)	(189,481)
Deficit/(surplus)	<u>70,656</u>	<u>83,062</u>	<u>104,336</u>	<u>57,678</u>	<u>51,345</u>
Actuarial (gain) / loss on obligation	<u>(2,470)</u>	<u>1,390</u>	<u>45,067</u>	<u>(9,754)</u>	<u>41,318</u>
Actuarial (gain) / loss on assets	<u>(4,071)</u>	<u>(14,060)</u>	<u>4,529</u>	<u>13,329</u>	<u>(7,650)</u>

### 35. DEFINED CONTRIBUTION PLAN

The general description of the plan is included in note 5.9

### 36. COMPENSATION OF DIRECTORS AND EXECUTIVES

	President & Chief Executive		Directors		Executives	
	2011	2010	2011	2010	2011	2010
			Rupees in '000			
Fees	-	-	5,080	6,120	-	-
Managerial remuneration	45,000	45,000	-	-	1,149,607	898,538
Charge for defined benefit plan	250	250	-	-	2,779	2,794
Contribution to defined contribution plan	3,600	3,600	-	-	49,223	37,077
Utilities	-	-	1,447	1,129	-	-
Bonus	-	-	-	-	141,069	110,583
Others	3,600	3,600	3,640	5,263	4,207	-
	<u>52,450</u>	<u>52,450</u>	<u>10,167</u>	<u>12,512</u>	<u>1,346,885</u>	<u>1,048,992</u>
Number of persons	<u>1</u>	<u>1</u>	<u>8</u>	<u>8</u>	<u>689</u>	<u>561</u>

**36.1** The Chief Executive, Executive Director and certain executives are provided with free use of cars and household equipment in accordance with their terms of employment. The Chief Executive is also provided with unfurnished accommodation, club subscription and leave fare assistance.

### 37. FAIR VALUE OF FINANCIAL INSTRUMENTS

The fair value of traded investments is based on quoted market prices, and have been disclosed in Annexure "I".

Fair value of fixed term loans, other assets, other liabilities and fixed term deposits cannot be calculated with sufficient reliability due to the absence of current and active market for such assets and liabilities and reliable data regarding market rates for similar instruments. The provision for impairment of loans and advances has been calculated in accordance with the Group's accounting policy as stated in note 5.4.

The maturity and repricing profile and effective rates are stated in notes 41.6 and 41.5 respectively.

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 repriced.

**38. SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES**

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

	2011			
	Trade & Sales	Retail banking	Commercial banking	Total
	Rupees in '000			
Total income *	15,149,106	114,970	14,444,170	29,708,246
Total expenses *	4,725,267	8,122,602	12,215,571	25,063,440
Net income	10,423,839	(8,007,632)	2,228,599	4,644,806
Segment assets (gross)	159,184,693	1,244,403	127,771,561	288,200,657
Segment non performing loans	119,252	16,756	15,291,840	15,427,848
Segment provision required	76,395	15,798	9,836,478	9,928,671
Segment liabilities	43,536,966	102,110,067	117,972,255	263,619,288
Segment return on net assets (%)	9.52%	0.11%	11.30%	10.31%
Segment cost of funds (%)	2.97%	7.95%	9.56%	8.70%
	2010			
	Trade & Sales	Retail banking	Commercial banking	Total
	Rupees in '000			
Total income *	12,725,565	8,170,578	12,787,917	33,684,060
Total expenses *	9,473,010	8,035,998	12,147,462	29,656,470
Net income	3,252,555	134,580	640,455	4,027,590
Segment assets (gross)	114,140,451	1,181,566	136,808,864	252,130,881
Segment non performing loans	79,096	16,884	10,865,165	10,961,145
Segment provision required	63,423	13,947	7,386,082	7,463,452
Segment liabilities	34,592,948	100,509,523	96,718,093	231,820,564
Segment return on net assets (%)	11.15%	8.13%	9.35%	13.36%
Segment cost of funds (%)	8.30%	8.00%	8.88%	11.76%

\* Includes inter-segment revenues and expenses

**39. TRANSACTIONS WITH RELATED PARTIES**

The Group has related party relationships with its holding company, companies with common directorship, key management personnel, directors and employee benefit plans.

Contributions in respect of employees' retirement benefits are made in accordance with actuarial valuation and terms of contribution plan. Salaries & allowances of the key management personnel are in accordance with the terms of their employment. Other transactions are at agreed terms.

## 31 December 2011

	Holding company	Associates	Key management personnel	Directors	Retirement benefit plans	Total
Rupees in '000						
<b>Deposits</b>						
At beginning of the year	93,074	3,220,383	60,493	64,546	1,233,885	4,672,381
Received during the year	14,870,118	593,595,088	279,750	946,006	3,443,040	613,134,002
Repaid during the year	(14,784,928)	(591,935,459)	(280,218)	(936,981)	(3,128,263)	(611,065,849)
At end of the year	<u>178,264</u>	<u>4,880,012</u>	<u>60,025</u>	<u>73,571</u>	<u>1,548,662</u>	<u>6,740,534</u>
<b>Advances</b>						
At beginning of the year	-	2,198,466	22,316	-	-	2,220,782
Disbursed during the year	-	63,913,349	14,725	-	-	63,928,074
Recovered during the year	-	(64,334,863)	(5,848)	-	-	(64,340,711)
At end of the year	<u>-</u>	<u>1,776,952</u>	<u>31,193</u>	<u>-</u>	<u>-</u>	<u>1,808,145</u>
Bank balances held by the Bank	<u>197,044</u>	<u>31,097</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>228,141</u>
Over drawn bank balances held by the Bank	<u>-</u>	<u>(1,049,728)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(1,049,728)</u>
Mark-up / return / interest receivable	<u>-</u>	<u>10,937</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>10,937</u>
Mark-up / return / interest payable	<u>-</u>	<u>60,039</u>	<u>922</u>	<u>694</u>	<u>109,396</u>	<u>171,051</u>
Management fee payable for technical and consultancy services *	<u>143,500</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>143,500</u>
Prepayments / advance deposits	<u>-</u>	<u>18,190</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>18,190</u>
Transaction-related contingent liabilities	<u>-</u>	<u>1,402,878</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,402,878</u>
Trade-related contingent liabilities	<u>-</u>	<u>1,706,015</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,706,015</u>
Advance received against prepaid card	<u>-</u>	<u>1,957</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,957</u>
Advance received against insurance premium	<u>-</u>	<u>363</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>363</u>
Receivable / (payable) against purchase / sale of securities	<u>-</u>	<u>(34,548)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(34,548)</u>
Receivable/ (Payable) against purchase of securities	<u>-</u>	<u>-</u>	<u>60</u>	<u>-</u>	<u>-</u>	<u>60</u>

\* Management fee is as per the agreement with the holding company.

	31 December 2010					
	Holding company	Associates	Key management personnel	Directors	Retirement benefit plans	Total
	Rupees in '000					
<b>Deposits</b>						
At beginning of the year	19,450	3,531,415	46,038	57,143	850,526	4,504,572
Received during the year	10,155,609	401,599,525	192,382	212,650	4,451,142	416,611,308
Repaid during the year	(10,081,985)	(401,910,557)	(177,927)	(205,247)	(4,067,783)	(416,443,499)
At end of the year	<u>93,074</u>	<u>3,220,383</u>	<u>60,493</u>	<u>64,546</u>	<u>1,233,885</u>	<u>4,672,381</u>
<b>Advances</b>						
At beginning of the year	-	1,740,927	15,553	-	-	1,756,480
Disbursed during the year	-	30,558,362	12,358	-	-	30,570,720
Recovered during the year	-	(30,100,823)	(5,595)	-	-	(30,106,418)
At end of the year	<u>-</u>	<u>2,198,466</u>	<u>22,316</u>	<u>-</u>	<u>-</u>	<u>2,220,782</u>
Bank balances held by the Bank	<u>164,431</u>	<u>57,588</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>222,019</u>
Over drawn bank balances held by the Bank	<u>(48,942)</u>	<u>(763,041)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(811,983)</u>
Mark-up / return / interest receivable	<u>-</u>	<u>9,929</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>9,929</u>
Mark-up / return / interest payable	<u>-</u>	<u>31,548</u>	<u>543</u>	<u>700</u>	<u>77,065</u>	<u>109,856</u>
Management fee payable for technical and consultancy services *	<u>137,100</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>137,100</u>
Prepayments / advance deposits	<u>-</u>	<u>17,168</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>17,168</u>
Transaction-related contingent liabilities	<u>-</u>	<u>1,023,991</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,023,991</u>
Trade-related contingent liabilities	<u>-</u>	<u>2,002,067</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>2,002,067</u>
Advance received against prepaid card	<u>-</u>	<u>1,609</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,609</u>
Advance received against insurance premium	<u>-</u>	<u>54</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>54</u>
Receivable / (payable) against purchase / sale of securities	<u>8,774</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>8,774</u>
Receivable/ (Payable) against purchase of securities	<u>-</u>	<u>-</u>	<u>(35)</u>	<u>-</u>	<u>-</u>	<u>(35)</u>
Investment available for sale**	<u>-</u>	<u>32,758</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>32,758</u>

\* Management fee is as per the agreement with the holding company.

\*\* Shares of Thal limited

Transactions during the year	For the year ended 31 December, 2011					
	Holding company	Associates	Key management personnel	Directors	Retirement benefit plans	Total
	Rupees in '000					
Mark-up/return/interest earned	-	122,969	2,630	-	-	125,599
Mark-up/return/interest expensed	-	578,336	7,634	6,230	129,024	721,224
Commission / brokerage / bank charges recovered	-	23,074	32	-	-	23,106
Rent income	-	1,033	-	-	-	1,033
Net gain on sale of fixed assets	-	-	471	-	-	471
Salaries and allowances	-	-	121,487	-	-	121,487
Directors' fees	-	-	-	5,080	-	5,080
Contribution to defined benefit plan	-	-	-	-	68,068	68,068
Contribution to defined contribution plan	-	-	-	-	88,195	88,195
Bank charges paid	1,976	8,931	-	-	-	10,907
Rent expenses	-	16,964	-	-	-	16,964
Insurance premium expenses	-	32,742	-	-	-	32,742
Maintenance, electricity, stationery & entertainment	-	31,983	-	-	-	31,983
* Management fee expense for technical and consultancy services	161,950	-	-	-	-	161,950
Donation	-	7,670	-	-	-	7,670
Professional / other charges	-	12,284	-	-	-	12,284

\* Management fee is as per the agreement with the holding company.

Transactions during the year	For the year ended 31 December 2010					
	Holding company	Associates	Key management personnel	Directors	Retirement benefit plans	Total
	Rupees in '000					
Mark-up/return/interest earned	–	95,960	1,386	–	–	97,346
Mark-up/return/interest expensed	–	542,461	7,530	–	115,648	665,639
Commission / brokerage / bank charges recovered	–	14,343	–	–	–	14,343
Rent income	–	938	–	–	–	938
Net gain on sale of fixed assets	–	–	257	–	–	257
Salaries and allowances	–	–	123,290	–	–	123,290
Directors' fees	–	–	–	6,120	–	6,120
Contribution to defined benefit plan	–	–	–	–	58,708	58,708
Contribution to defined contribution plan	–	–	–	–	72,883	72,883
Bank charges paid	2,329	8,067	–	–	–	10,396
Rent expenses	–	16,127	–	–	–	16,127
Insurance premium expenses	–	30,778	–	–	–	30,778
Maintenance, electricity, stationery & entertainment	–	22,655	–	–	–	22,655
*Management fee expense for technical and consultancy services	141,175	–	–	–	–	141,175
Donation	–	2,920	–	–	–	2,920
Professional / other charges	–	10,715	–	–	–	10,715

\* Management fee is as per the agreement with the holding company.

## 40. CAPITAL ASSESSMENT AND ADEQUACY

### 40.1 Scope of applications

The Basel II Framework is applicable to the Bank both at the consolidated level (comprising of wholly owned subsidiary – Habib Metropolitan Financial Services Limited) and also on a stand alone basis.

### 40.2 Capital structure

Bank's regulatory capital has two tiers:

Tier 1 capital, which includes fully issued, subscribed and paid up capital, balance in share premium account, general reserves as per the financial statements and net un-appropriated profits, etc after deductions for investments in the equity of subsidiary company engaged in banking and financial activities and deficit on revaluation of available-for-sale investment.



Tier 2 capital of the Bank includes general provisions for loan losses (up to a maximum of 1.25 % of risk weighted assets) and revaluation reserves (subject to 45% of balances in revaluation reserves).

<b>40.3 Regulatory capital base</b>	2011	2010
	Rupees in '000	
<b>Tier I capital</b>		
Shareholders' capital	10,478,315	8,731,929
Balance in share premium account	2,550,985	2,550,985
Reserves	6,256,733	5,600,458
Un-appropriated profit (net of losses)	4,958,503	4,073,530
Less: (Deficit) on account of revaluation of available-for-sale investments	-	(1,074,081)
Book value of Intangible Assets	(34,750)	(34,750)
Shortfall in provisions required against classified assets irrespective of any relaxation allowed	(203,616)	-
<b>Total tier I capital</b>	<u>24,006,170</u>	<u>19,847,781</u>
<b>Tier II capital</b>		
General provision subject to 1.25% of total risk weighted assets	94,263	22,117
Add: Surplus on account of revaluation of available-for-sale investments	208,968	-
<b>Total tier II capital</b>	303,231	22,117
<b>Eligible tier III capital</b>	-	-
<b>Total regulatory capital base</b>	<u><u>24,309,401</u></u>	<u><u>19,869,898</u></u>

#### 40.4 Objectives of Managing Capital

The objectives of the Bank's capital management are to ensure that the Bank complies with the regulatory capital requirement and maintain healthy capital ratios in order to support its business and maximise shareholders' value. Further, capital management aims to ensure that there is sufficient capital to meet the capital requirements of the Bank as determined by the underlying business strategy and the minimum requirements of the SBP.

##### Externally imposed capital requirements

In order to strengthen the solvency of Banks / Development Financial Institutions (DFI), SBP through its BSD Circular No. 07 dated 15 April 2009 has directed the banks to raise their minimum paid up capital to Rs. 8 billion (free of losses) by the end of financial year 2011.

Furthermore the Banks are required to increase their minimum paid up capital to Rs 10 billion (free of losses) in a phased manner by the end of financial year 2013.

The paid up capital of the Bank for the year ended 31 December 2011 was Rs. 10.478 billion and is in compliance with the SBP requirements for the said year. In addition, the banks are also required to maintain the minimum Capital Adequacy Ratio (CAR) of 10% of the risk weighted assets of the Bank.

The Group's CAR as at 31 December 2011 was 14.07%.

The Group has complied with all externally imposed capital requirements as at year end.

**Capital requirements and risk weighted assets**

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

	Capital Requirements		Risk Weighted Assets	
	2011	2010	2011	2010
	Rupees in '000			
<b>Credit risk</b>				
Portfolios subject to standardised approach (Simple)				
Cash and cash equivalents	-	-	-	-
Government of Pakistan and SBP	-	-	-	-
Public sector entities	37,607	42,539	376,070	425,392
Banks	295,914	373,694	2,959,143	3,736,937
Corporate	8,835,739	9,954,906	88,357,393	99,549,060
Retail	300,201	480,391	3,002,011	4,803,913
Residential mortgage finance	21,070	18,291	210,700	182,912
Past due loans	588,228	374,141	5,882,275	3,741,405
Listed, unlisted equity investments and regulatory capital instruments issued by other banks	216,459	187,656	2,164,591	1,876,555
Claims on fixed assets	323,066	335,270	3,230,658	3,352,702
All other assets	1,593,326	1,338,418	15,933,257	13,384,178
Off balance sheet - non market related	2,744,635	2,858,051	27,446,345	28,580,508
Off balance sheet - market related	124,275	108,962	1,242,746	1,089,620
<b>Market risk</b>				
Capital requirement for portfolios subject to <u>Standardised Approach</u>				
Interest rate risk	46,723	84,355	584,038	1,054,438
Foreign exchange risk	12,203	289,062	152,537	3,613,275
Equity position risk	-	-	-	-
<b>Operational risk</b>				
Capital requirement for operational risks subject to <u>Basic Indicator Approach</u>				
	1,695,542	1,525,051	21,194,275	19,063,138
	<u>16,834,988</u>	<u>17,970,787</u>	<u>172,736,039</u>	<u>184,454,033</u>
<b>Capital adequacy ratio</b>				
Total eligible regulatory capital held (note 40.3)	(a)	24,309,401	19,869,897	
Total risk weighted assets (note 40.4)	(b)	172,736,039	184,454,033	
<b>Capital adequacy ratio</b>	(a)/(b)	<u>14.07%</u>	<u>10.77%</u>	

## 41. RISK MANAGEMENT

Risk management aspects are embedded in the Group's strategy, organization structure and processes. The Group has adopted a cohesive risk management structure for credit, operations, liquidity and market risk to strengthen the process and system from the foundation as controls are more effective and valuable when built into the process. Effective risk management is considered essential in the preservation of the assets and long-term profitability of the Group. Clear guidelines and limits, which are under regular review, are backed by a system of internal controls and independent audit inspections. Internal reporting / MIS are additional tools for measuring and controlling risks. Separation of duties is also embedded in the Group's system and organization.

### 41.1 Credit risk

Credit risk arises from the possibility that the counterparty in a transaction may default. It arises principally in relation to the lending and trade finance business carried out by the Group.

As per Basel II methodology the gross credit risk weighted exposure incorporating relevant credit conversion factor is Rs. 150.81 billion (2010: Rs. 160.723 billion) as depicted in note 40.4.

The Group's strategy is to minimize credit risk through a strong pre-disbursement credit analysis, approval and risk measurement process added with product, geography and customer diversification. The Group, as its strategic preference, extends trade and working capital financing, so as to keep the major portion of exposure (funded and non-funded) on a short-term, self-liquidating basis. Major portion of the Group's credit portfolio is priced on flexible basis with pricing reviewed on periodic basis.

The Group's credit policy / instructions defines the credit extension criteria, the credit approval and monitoring process, the loan classification system and provisioning policy

The Group continually assesses and monitors credit exposures. The Group follows both objective and subjective criteria of SBP regarding loans classification. The subjective assessment process is based on management's judgement with respect to the borrower's character, activity, cash flow, capital structure, security, quality of management and delinquency.

#### 41.1.1 Segmental information

Segment by class of business	2011					
	Advances (Gross)		Deposits		Contingencies and commitments	
	(Rs. in '000)	%	(Rs. in '000)	%	(Rs. in '000)	%
Agriculture, forestry, hunting and fishing	9,113	0.01	331,732	0.18	45,952	0.02
Automobile and transportation equipment	2,253,370	1.88	4,406,590	2.38	3,096,898	1.58
Cement	1,205,854	1.01	146,374	0.08	1,321,227	0.67
Chemical and pharmaceuticals	5,346,058	4.47	2,372,853	1.28	5,549,714	2.83
Construction	1,370,071	1.14	2,444,029	1.32	360,804	0.18
Electronics and electrical appliances	3,383,252	2.83	2,217,092	1.20	3,528,417	1.80
Exports / Imports	8,519,060	7.12	10,138,711	5.47	9,943,797	5.07
Financial	1,554,707	1.30	7,156,963	3.86	116,978,601	59.69
Footwear and leather garments	1,762,552	1.47	1,814,515	0.98	239,927	0.12
Individuals	1,349,657	1.13	56,696,528	30.60	-	-
Insurance	-	-	2,423,595	1.31	-	-
Mining and quarrying	520,177	0.43	127,055	0.07	334,762	0.17
Power (electricity), gas, water, sanitary	5,534,400	4.62	2,716,315	1.47	3,113,952	1.59
Services	1,681,512	1.41	294,173	0.16	1,666,453	0.85
Sugar	531,891	0.44	383,644	0.21	564,926	0.29
Textile	61,043,967	51.01	10,773,285	5.81	14,231,676	7.26
Transport, storage and communication	3,302,320	2.76	2,286,406	1.23	666,309	0.34
Wholesale and retail trade	2,404,590	2.01	8,472,419	4.57	2,669,294	1.36
Others	17,907,097	14.96	70,078,937	37.82	31,662,047	16.16
	<u>119,679,648</u>	<u>100.00</u>	<u>185,281,216</u>	<u>100.00</u>	<u>195,974,756</u>	<u>100.00</u>

Segment by sector	2011					
	Advances (Gross)		Deposits		Contingencies and commitments	
	(Rs. in '000)	%	(Rs. in '000)	%	(Rs. in '000)	%
Public / Government	2,326,706	1.94	23,889,200	12.89	10,510,931	5.36
Private	117,352,942	98.06	161,392,016	87.11	185,463,825	94.64
	<u>119,679,648</u>	<u>100.00</u>	<u>185,281,216</u>	<u>100.00</u>	<u>195,974,756</u>	<u>100.00</u>

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

	2011		2010	
	Classified Advances	Specific provision held	Classified Advances	Specific provision held
	Rupees in '000			
Automobile and transportation equipment	104,486	42,025	124,986	59,847
Cement	25,000	18,160	–	–
Chemical and pharmaceuticals	44,592	–	23,869	4,750
Construction	377,298	136,638	12,478	7,317
Electronics and electrical appliances	659,935	603,878	736,082	710,787
Exports / imports	941,744	504,967	473,189	267,807
Financial	26,664	26,664	–	–
Footwear and leather garments	596,531	449,088	584,795	448,315
Individuals	44,659	40,711	74,636	53,184
Power (electricity), gas, water, sanitary	44,701	28,645	–	–
Services	267,953	92,014	142,434	65,122
Textile	10,958,524	7,157,535	7,496,087	4,888,071
Transport, storage and communication	121,414	109,566	21,029	2,695
Wholesale and retail trade	618,862	399,645	747,097	574,964
Others	595,485	319,135	524,463	380,593
	<u>15,427,848</u>	<u>9,928,671</u>	<u>10,961,145</u>	<u>7,463,452</u>

#### Details of non-performing advances and specific provisions by sector

	2011		2010	
	Classified Advances	Specific provision held	Classified Advances	Specific provision held
	Rupees in '000			
Private	<u>15,427,848</u>	<u>9,928,671</u>	<u>10,961,145</u>	<u>7,463,452</u>

#### Geographical segment analysis

	2011			
	Profit before taxation	Total assets employed	Net assets employed	Contingencies and commitments
	Rupees in '000			
Pakistan	<u>4,644,806</u>	<u>288,200,657</u>	<u>24,581,369</u>	<u>195,974,756</u>

Total assets employed include intra group items of Rs. 197,044 thousand.

#### 41.1.2 Credit risk: General disclosures – Basel II specific

The Group uses the 'Standardised Approach' in calculation of credit risk and capital requirements.

#### Credit Risk: Disclosures for portfolio subject to the standardised approach & supervisory risk weights in the IRB approach – Basel II specific

The Group uses reputable and SBP approved rating agencies for deriving risk weight to specific credit exposures. These are applied consistently across the Group credit portfolio for both on - balance sheet and off - balance sheet exposures. The methodology applied for using External Credit Assessment Institutions (ECAI's) inclusive of the alignment of alpha numerical scale of each agency used with risk bucket's as per SBP Basel II guidelines is given below:

Types of exposures and ECAI's used	2011				
	JCR-VIS	PACRA	S & P	Fitch	Moody's
Exposures					
Corporate	✓	✓	-	-	-
Banks	✓	✓	✓	✓	-
Sovereigns	-	-	-	-	-
SME's	✓	✓	-	-	-
Securitisation	-	-	-	-	-
Others	-	-	-	-	-

#### 41.2 Credit Exposures subject to Standardised Approach

Exposures	Rating category	31 December 2011			31 December 2010		
		Amount outstanding	Deduction CRM	Net amount	Amount outstanding	Deduction CRM	Net amount
Rupees in '000							
Corporate	1	6,296,358	-	6,296,358	5,195,236	9,416	5,185,820
	2	2,731,330	-	2,731,330	439,200	-	439,200
	3, 4	-	-	-	-	-	-
	5, 6	-	-	-	77,224	-	77,224
Claims on banks with original maturity of 3 months or less		6,406,013	-	6,406,013	3,451,025	640,399	2,810,626
Retail		4,606,799	604,118	4,002,681	8,683,790	248,421	8,435,369
Public sector entities	1	306,396	-	306,396	1,296,689	-	1,296,689
Others		177,165,167	-	177,165,167	129,865,286	-	129,865,286
Unrated		89,764,938	1,104,374	88,660,564	132,458,792	5,180,114	127,278,678

#### Credit risk: Disclosures with respect to credit risk mitigation for standardised and IRB approaches-Basel II specific

The forms of collateral that are deemed to eligible collateral under the 'Simple Approach' to Credit Risk Mitigation as per SBP guidelines are used by the Group and primarily includes cash, government and rated debt securities.

The Group applies SBP specified haircut to collateral for Basel II Credit Risk Mitigation. Collateral management is embedded in the Group's risk taking and risk management policy and procedures. A standard credit granting procedure exists which has been well-disseminated down the line, ensuring proper pre-sanction evaluation, adequacy of security, pre-examination of charge / control documents and monitoring of each exposure on an ongoing basis.

Collateral information is recorded diligently in the Group's main processing systems by type of collateral, amount of collateral

against relevant credit exposures. A cohesive accounting / risk management system facilitates effective collateral management for Basel II reporting.

### Banking Book

All investments excluding trading book are considered as part of banking book.

### Equity position risk in the banking book – Basel II specific

Investment in equities is governed by the Board of Directors' approved investment policies which restricts the equity portfolio as well as individual investments to avoid risk of concentration and excessive specific scrip holding. The Group's investment in equity is conservative and is driven by yield optimization and portfolio diversification objectives. As such the Group does not conduct 'trading' activities in equities.

The Group books the equity at cost and has adopted 'mark to market' approach for equity valuation as per SBP guidelines which for Basel – II purposes prescribe 100% risk weight for listed equity and 150% risk weight for unlisted equity instruments (refer note 11 and annexure I for investment in listed and unlisted shares).

### Composition of equity investments

	Held for Trading	Available for sale
	Rupees in '000	
Equity investments - publicly traded	–	737,998
Equity investments - others	–	123,101
<b>Total value</b>	<u>–</u>	<u>861,099</u>

The cumulative gain of Rs. 280,179 thousand has been realized from sale of equity securities/certificates of mutual funds and units of open end mutual funds; however unrealized gain of Rs. 335,268 thousand was recognized in the balance sheet in respect of "AFS" securities.

### 41.3 Market risk

Market Risk is the risk of loss in earnings and capital due to adverse changes in interest rates, foreign exchange rates, equity prices and market conditions.

The Board of Directors oversees the Group's strategy for market risk exposures. Asset and Liability Committee (ALCO) which comprises of senior management oversees the balance sheet of the Group and performs oversight function to ensure sound asset quality, liquidity and pricing. The investment policy amongst other aspects covers the Group asset allocation guidelines inclusive of equity investments. While market risk limits are in place and are monitored effectively, the Group has also formalized liquidity and market risk management policies which contain action plans to strengthen the market risk management system and a middle office function has been implemented which oversees limit adherence. Market risk can be further categorised into Interest Rate Risk, Foreign Exchange Risk and Equity Position Risk.

### 41.4 Foreign exchange risk

Foreign exchange risk is the probability of loss resulting from adverse movement in exchange rates.

The Group's business model for foreign exchange risk is to serve trading activities of its clients in an efficient and cost effective manner. The Group is not in the business of actively trading and market making activities. A conservative risk approach and the Group's business strategy to work with export oriented clients gives the ability to meet its foreign exchange needs generally and frequently provide foreign exchange to the inter-bank market.

2011				
	Assets	Liabilities	Off-balance sheet items	Net foreign currency exposure
Rupees in '000				
Pakistan Rupee	261,364,435	242,925,944	5,990,345	24,428,836
United States Dollar	23,603,574	18,079,818	(5,868,198)	(344,442)
Euro	1,763,457	991,017	(728,435)	44,005
Great Britain Pound	568,163	1,453,563	916,629	31,229
Asian Currency Unit	518,919	162,866	-	356,053
Japanese Yen	12,546	1,195	(10,198)	1,153
Arab Emirates Dirham	55,274	107	(24,497)	30,670
Canadian Dollar	297,122	-	(280,482)	16,640
Australian Dollar	-	2,720	6,394	3,674
Saudi Riyal	1,498	-	-	1,498
Other currencies	15,669	2,058	(1,558)	12,053
	26,836,222	20,693,344	(5,990,345)	152,533
	<u>288,200,657</u>	<u>263,619,288</u>	<u>-</u>	<u>24,581,369</u>
2010				
	Assets	Liabilities	Off-balance sheet items	Net foreign currency exposure
Rupees in '000				
Pakistan Rupee	225,451,755	214,747,729	12,640,207	23,344,233
United States Dollar	23,323,761	14,120,387	(12,814,830)	(3,611,456)
Euro	1,826,123	1,219,658	(485,055)	121,410
Great Britain Pound	403,782	1,529,336	1,154,996	29,442
Asian Currency Unit	565,990	193,278	-	372,712
Japanese Yen	39,054	7,511	(28,678)	2,865
Arab Emirates Dirham	153,364	102	(144,741)	8,521
Canadian Dollar	335,411	-	(319,051)	16,360
Australian Dollar	-	735	-	(735)
Saudi Riyal	982	-	-	982
Other currencies	30,659	1,828	(2,848)	25,983
	26,679,126	17,072,835	(12,640,207)	(3,033,916)
	<u>252,130,881</u>	<u>231,820,564</u>	<u>-</u>	<u>20,310,317</u>

#### 41.5 Interest rate risk

Interest rate risk is the risk that the value of the financial instrument will fluctuate due to changes in the market interest rates. The Group's interest rate exposure is low due to the short-term nature of the majority of business transactions. Interest rate risk is also controlled through flexible credit pricing mechanism and variable deposit rates. Optimization of yield is achieved through the Group's investment strategy which aims on attaining a balance between yield and liquidity under the strategic guidance of ALCO. The advances and deposits of the Group are reprised on a periodic basis based on interest rates scenario. Details of the interest rate profile of the Group based on the earlier of contractual repricing or maturity date is as follows:

	Effective yield/interest rate %	Exposed to yield/interest risk								Non-interest bearing financial instruments		
		Total	Upto 1 month	Over 1 month to 3 months	Over 3 months to 6 months	Over 6 months to 1 year	Over 1 year to 2 years	Over 2 years to 3 years	Over 3 years to 5 years		Over 5 years to 10 years	Over 10 years
2011												
Rupees in '000												
<b>On-balance sheet financial instruments</b>												
<b>Assets</b>												
Cash and balances with treasury banks	-	14,233,690	-	-	-	-	-	-	-	-	-	14,233,690
Balances with other banks	0.08% to 5.00%	3,551,591	2,265,133	-	-	-	-	-	-	-	-	1,286,458
Lendings to financial institutions	11.95% to 12.00%	2,361,754	2,361,754	-	-	-	-	-	-	-	-	-
Investments	8.00% to 16.20%	147,459,163	100,119	18,586,897	37,383,304	44,254,387	7,742,511	1,063,000	11,181,765	13,660,372	-	13,486,808
Advances	0.25% to 25.00%	109,656,714	12,470,223	80,920,372	4,313,012	2,175,708	620,872	409,308	2,056,307	1,121,158	70,577	5,499,177
Other assets	-	5,174,445	-	-	-	-	-	-	-	-	-	5,174,445
		282,437,357	17,197,229	99,507,269	41,696,316	46,430,095	8,363,383	1,472,308	13,238,072	14,781,530	70,577	39,680,578
<b>Liabilities</b>												
Bills payable	-	3,733,794	-	-	-	-	-	-	-	-	-	3,733,794
Borrowings	2.00% to 13.15%	66,641,226	43,064,970	11,345,454	7,724,678	509,046	384,086	203,726	643,802	664,577	45,413	2,055,474
Deposits and other accounts	0.25% to 16.67%	185,281,216	55,033,738	25,216,881	39,215,568	8,585,237	1,869,326	2,609,670	3,332,944	1,932,497	-	47,485,355
Other liabilities	-	7,341,169	-	-	-	-	-	-	-	-	-	7,341,169
		262,997,405	98,098,708	36,562,335	46,940,246	9,094,283	2,253,412	2,813,396	3,976,746	2,597,074	45,413	60,615,792
On-balance sheet gap		19,439,952	(80,901,479)	62,944,934	(5,243,930)	37,335,812	6,109,971	(1,341,088)	9,261,326	12,184,456	25,164	(20,935,214)
<b>Off-balance sheet financial instruments</b>												
Forward purchase		54,377,083	-	-	-	-	-	-	-	-	-	54,377,083
Forward sale		(62,519,824)	-	-	-	-	-	-	-	-	-	(62,519,824)
Off-balance sheet gap		(8,142,741)	-	-	-	-	-	-	-	-	-	(8,142,741)
Total yield / interest risk sensitivity gap		11,297,211	(80,901,479)	62,944,934	(5,243,930)	37,335,812	6,109,971	(1,341,088)	9,261,326	12,184,456	25,164	(29,077,955)
Cumulative yield / interest risk sensitivity gap		11,297,211	(80,901,479)	(17,956,545)	(23,200,475)	14,135,337	20,245,308	18,904,220	28,165,546	40,350,002	40,375,166	11,297,211



	Exposed to yield/interest risk										
	Effective yield/interest rate %	Total	Upto 1 month	Over 1 month to 3 months	over 3 months to 6 months	over 6 months to 1 year	Over 1 year to 2 years	Over 2 years to 3 years	Over 3 years to 5 years	Over 5 years to 10 years	Non-interest bearing financial instruments
<b>On-balance sheet financial instruments Assets</b>											
Cash and balances with treasury banks		13,923,393	-	-	-	-	-	-	-	-	13,923,393
Balances with other banks	0.15% to 5.00%	3,123,094	1,729,939	-	-	-	-	-	-	-	1,393,155
Lending to financial institutions	13.35% to 14.00%	3,190,399	1,090,399	2,100,000	-	-	-	-	-	-	-
Investments	6.00% to 16.48%	100,849,146	836,978	20,275,255	34,535,081	13,281,318	4,909,138	3,637,708	1,393,468	11,326,758	10,653,442
Advances	1.50% to 25.00%	119,827,636	6,156,830	45,577,599	22,684,482	23,879,671	4,970,622	4,233,813	4,904,834	3,702,869	3,497,693
Other assets	-	5,359,020	-	-	-	-	-	-	-	-	5,359,020
<b>Liabilities</b>		246,272,688	9814,146	67,952,854	57,219,563	37,160,989	9,879,760	7,871,521	6,298,302	15,029,627	34,826,703
Bills payable		2,572,954	-	-	-	-	-	-	-	-	2,572,954
Borrowings	4.00% to 13.00%	62,529,729	25,443,293	11,869,021	11,869,021	-	-	388,063	1,077,465	1,254,282	1,368,625
Deposits and other accounts	0.25% to 16.67%	160,314,211	41,712,641	26,355,796	32,279,468	11,256,483	1,596,977	1,939,485	3,918,698	1,736,070	39,518,593
Other liabilities	-	5,746,154	-	-	-	-	-	-	-	-	5,746,154
<b>On-balance sheet gap</b>		231,163,048	67,155,934	47,484,776	44,148,489	11,256,483	1,596,977	2,327,548	4,996,163	2,990,352	49,206,326
<b>Off-balance sheet financial instruments</b>		15,109,640	(57,341,788)	20,468,078	13,071,074	25,904,506	8,282,783	5,543,973	1,302,139	12,039,275	(14,379,623)
Forward purchase		55,991,653	-	-	-	-	-	-	-	-	55,991,653
Forward sale		(68,631,860)	-	-	-	-	-	-	-	-	(68,631,860)
Off-balance sheet gap		(12,640,207)	-	-	-	-	-	-	-	-	(12,640,207)
<b>Total yield / interest risk sensitivity gap</b>		2,469,433	(57,341,788)	20,468,078	13,071,074	25,904,506	8,282,783	5,543,973	1,302,139	12,039,275	(27,019,830)
<b>Cumulative yield / interest risk sensitivity gap</b>		2,469,433	(57,341,788)	(36,873,710)	(23,802,636)	2,101,870	10,384,653	15,928,625	17,230,764	29,270,039	29,489,262

#### 41.5.1 Reconciliation of assets and liabilities exposed to yield/interest rate risk with total assets and liabilities

	December 31, 2011	December 31, 2010
Reconciliation to total assets	282,437,357	246,272,688
<b>Total financial assets</b>	282,437,357	246,272,688
<b>Add: non financial assets</b>		
Operating fixed assets	3,230,658	3,387,452
Deferred tax assets	2,020,511	1,869,087
Other assets	512,131	601,654
	5,763,300	5,858,193
<b>Balance as per balance sheet</b>	288,200,657	252,130,881
Reconciliation to total liabilities		
<b>Total financial liabilities</b>	262,997,405	231,163,048
<b>Add: non financial liabilities</b>		
Deferred tax liability	-	-
Other liabilities	621,883	657,516
	621,883	657,516
<b>Balance as per balance sheet</b>	263,619,288	231,820,564

#### 41.6 Liquidity risk

Liquidity risk is the risk that the Group will not be able to raise funds to meet its commitments. ALCO manages the liquidity position on a continuous basis.

The Group's liquidity model is based on "self-reliance" with an extensive branch network to diversify the Bank deposit base. The Group's liquidity profile generally comprises of short-term, secured assets, in line with the Group's credit strategy. Long term investments and loans are generally kept at an amount lower than the Group's capital / reserves.

The contractual maturities of assets and liabilities at the year end have been determined on the basis of the remaining period at the balance sheet date to the contractual maturity date. Assets and liabilities that do not have contractual maturity and time / payable on demand have been classified in the first bucket, except that investments in equity securities, certain other liabilities and other assets are assumed to mature on the expected date on which the assets / liabilities will be realised / settled.

##### 41.6.1 Maturities of assets and liabilities – based on contractual maturity of assets and liabilities of the Group

The maturity profile set out below has been prepared as required by IAS on the basis of contractual maturities, except for products that do not have a contractual maturity which are shown in the manner as explained above.

2011

	Rupees in '000									
	Upto 1 month	Over 1 month to 3 months	over 3 months to 6 months	over 6 months to 1 year	Over 1 year to 2 years	Over 2 years to 3 years	Over 3 years to 5 years	Over 5 years to 10 years	Over 10 years	
<b>Assets</b>										
Cash and balances with treasury banks	14,233,690	-	-	-	-	-	-	-	-	-
Balances with other banks	3,551,591	-	-	-	-	-	-	-	-	-
Lendings to financial institutions	2,361,754	-	-	-	-	-	-	-	-	-
Investments	147,459,163	17,639,730	36,477,824	44,368,278	8,131,641	1,227,094	11,644,752	14,425,402	-	-
Advances	109,656,714	31,706,123	22,019,577	10,938,887	3,519,982	2,574,671	2,723,304	3,073,371	75,882	-
Operating fixed assets	3,230,658	35,328	106,290	212,602	422,630	402,100	222,953	450,475	1,307,420	-
Deferred tax assets	2,020,511	(6,400)	(18,198)	446,118	1,211,324	519,031	95,713	(118,653)	(95,878)	-
Other assets	5,686,576	2,938,291	1,108,404	504,725	1,022,001	33,900	18,328	2,438	1,000	-
<b>Total</b>	<b>288,200,657</b>	<b>69,683,613</b>	<b>59,090,218</b>	<b>56,987,886</b>	<b>13,343,066</b>	<b>4,756,796</b>	<b>14,705,050</b>	<b>17,833,033</b>	<b>1,288,424</b>	
<b>Liabilities</b>										
Bills payable	3,733,794	-	-	-	-	-	-	-	-	-
Borrowings	66,641,226	11,345,455	7,724,678	509,046	384,086	203,726	643,802	664,577	45,413	-
Deposits and other accounts	185,281,216	25,216,881	12,687,890	8,585,237	1,869,326	2,609,670	3,332,944	1,932,497	1,932,497	-
Other liabilities	7,963,052	3,629,093	785,984	990,020	73,597	102,746	477,589	449,939	-	-
<b>Total</b>	<b>263,619,288</b>	<b>181,530,101</b>	<b>21,198,552</b>	<b>10,084,303</b>	<b>2,327,009</b>	<b>2,916,142</b>	<b>4,454,335</b>	<b>3,047,013</b>	<b>45,413</b>	
<b>Net assets / (liabilities)</b>	<b>24,581,369</b>	<b>(111,846,488)</b>	<b>37,891,666</b>	<b>46,903,583</b>	<b>11,016,057</b>	<b>1,840,654</b>	<b>10,250,715</b>	<b>14,786,020</b>	<b>1,243,011</b>	
Share capital	10,478,315									
Reserves	8,807,718									
Unappropriated profit	4,960,068									
Surplus on revaluation of assets - net of tax	335,268									
<b>Total</b>	<b>24,581,369</b>									



#### 41.6.2 Maturities of assets and liabilities - based on historical pattern of assets and liabilities of the Group

The maturity profile set out below has been prepared as determined by the assets and liabilities committee (ALCO). Keeping in view the historical pattern of those current and saving deposit accounts which do not have contractual maturity.

2011

	Rupees in '000									
	Upto 1 month	Over 1 month to 3 months	over 3 months to 6 months	over 6 months to 1 year	Over 1 year to 2 years	Over 2 years to 3 years	Over 3 years to 5 years	Over 5 years to 10 years	Over 10 years	
<b>Assets</b>										
Cash and balances with treasury banks	14,233,690	-	-	-	-	-	-	-	-	-
Balances with other banks	3,551,591	-	-	-	-	-	-	-	-	-
Lendings to financial institutions	2,361,754	-	-	-	-	-	-	-	-	-
Investments	147,459,163	17,639,728	36,477,823	44,368,277	8,131,641	1,227,094	11,644,752	14,425,403	-	-
Advances	109,656,714	33,024,917	22,019,577	10,938,887	3,519,982	2,574,671	2,723,304	3,073,371	75,882	-
Operating fixed assets	3,230,658	35,328	106,290	212,602	422,630	402,100	222,953	450,475	1,307,420	-
Deferred tax assets	2,020,511	(6,400)	(18,198)	446,118	1,211,324	519,031	95,713	(118,653)	(95,878)	-
Other assets	5,686,576	2,938,291	504,725	1,022,001	57,489	33,900	18,328	2,438	1,000	-
	288,200,657	69,683,616	50,512,569	59,090,217	56,987,885	13,343,066	4,756,796	14,705,050	17,833,034	1,288,424
<b>Liabilities</b>										
Bills payable	3,733,794	-	-	-	-	-	-	-	-	-
Borrowings	66,641,226	11,341,427	7,811,744	616,400	489,911	355,052	759,765	327,742	-	-
Deposits and other accounts	185,281,216	34,933,466	22,404,475	57,168,164	16,444,204	17,184,548	3,332,944	1,932,497	-	-
Other liabilities	7,963,052	3,612,183	785,986	1,006,930	73,597	102,745	477,588	449,938	-	-
Net assets / (liabilities)	263,619,288	84,166,080	47,728,978	31,002,205	58,791,494	17,007,712	17,642,345	4,570,297	2,710,177	-
	24,581,369	(14,482,464)	2,783,591	28,088,012	(1,803,609)	(3,664,646)	(12,885,549)	10,134,753	15,122,857	1,288,424
Share capital	10,478,315									
Reserves	8,807,718									
Unappropriated profit	4,960,068									
Surplus on revaluation of assets - net of tax	335,268									
	24,581,369									



#### **41.7 Operational risk**

The Group operates in a controlled manner and operational risk is generally managed effectively. With the evolution of operation risk management into a separate distinct discipline, the Group's strategy is to further strengthen risk management system along new industry standards

The Group's operational risk management strategy takes guidance from Basel – II, Committee of Sponsoring Organization of Tread way Commission (COSO) publications, the SBP guidelines and standard industry practices. The operational risk management manual addresses enterprise wide risk drivers inclusive of technology infrastructure, software hardware and I. T. security.

While broadening risk awareness and assuring regulatory compliance, Internal Audit department of the Group is an important pillar of the Group's risk management and controls infrastructure, performing continuous reviews to improve the quality of the Group's internal control environment, ensuring an effective balance in safety and performance of processes and adding value towards the Group's risk mitigation endeavours.

The Group's business continuity plan includes risk management strategies to mitigate inherent risk and prevent interruption of mission critical services caused by disaster event. The Group's operational risk management infrastructure has been further strengthened through the establishment of a separate operational and risk control unit.

#### **41.8 Operational risk - Disclosures Basel II specific**

The Group uses Basic Indicator Approach (BIA) for regulatory capital at risk calculation for operational risk. Under BIA the capital charge for operational risk is a fixed percentage of average positive annual gross income of the Group over the past three years. Figures of capital charge of operation risk for the year is Rs. 1,695,542 thousand (2010: Rs. 1,525,051 thousand).

## 42. KEY ISLAMIC BANKING OPERATIONS

**42.1** The Bank is operating 4 (2010: 4) Islamic Banking branches in Pakistan. The balance sheet and profit and loss account of these branches as at 31 December 2011 and for the year are as follows:

### BALANCE SHEET

As at 31 December 2011

	2011	2010
	Rupees in '000	
<b>ASSETS</b>		
Cash and balances with treasury banks	865,436	713,721
Balances with and due from financial institutions	–	–
Investments	10,050,774	8,949,438
Financing and receivables		
– Murabaha	4,377,344	2,955,742
– Ijarah	932,855	1,340,624
– Diminishing Musharaka	560,639	495,831
– Export Refinance Murabaha	564,352	443,775
– Foreign Documentary Bills Purchased	10,935	229,866
	6,446,125	5,465,838
Other assets	1,247,975	936,743
	<u>18,610,310</u>	<u>16,065,740</u>
<b>LIABILITIES</b>		
Bills payable	123,105	91,025
Deposits and other accounts		
– Current accounts	1,635,512	1,089,391
– Saving deposits	3,108,458	3,132,614
– Fixed deposits	6,999,909	5,120,843
– Deposit from financial institutions - remunerative	2,996,860	3,922,899
– Deposits from financial institutions - non - remunerative	6,735	2,946
	14,747,474	13,268,693
Borrowings	564,352	468,775
Due to head office	597,648	198,331
Other liabilities	1,008,498	898,358
	<u>17,041,077</u>	<u>14,925,182</u>
<b>NET ASSETS</b>	<u>1,569,233</u>	<u>1,140,558</u>
<b>REPRESENTED BY:</b>		
Islamic Banking Fund	1,002,249	802,141
Un-appropriated profit	538,933	313,875
	<u>1,541,182</u>	<u>1,116,016</u>
Surplus on revaluation of assets	28,051	24,542
	<u>1,569,233</u>	<u>1,140,558</u>

**PROFIT AND LOSS ACCOUNT**

For the year ended 31 December 2011

2011

2010

Rupees in '000

Profit / return on financing, investments and placements earned	2,094,756	1,473,761
Profit / return on deposits and other dues expensed	1,452,193	1,165,652
Net spread earned	642,563	308,109
Provision against non-performing financing	73,661	4,043
Provision for diminution in the value of investments	-	-
Provision for consumer financing - ijarah	(59)	(358)
Bad debts written off directly	-	-
	73,602	3,685
Net spread after provisions	568,961	304,424
<b>OTHER INCOME</b>		
Fee, commission and brokerage income	21,443	23,279
Dividend income	-	10,634
Income from dealing in foreign currencies	16,614	19,73
Gain on sale/redemption of securities	377	10,677
Unrealized gain/(loss) on revaluation of investments classified as held-for-trading	-	-
Other income	30,973	27,303
Total other income	69,407	91,625
	638,368	396,049
<b>OTHER EXPENSES</b>		
Administrative expenses	99,435	82,174
Other provisions / write offs	-	-
Other charges	-	-
Total other expenses	99,435	82,174
	538,933	313,875
Extraordinary / unusual items	-	-
<b>PROFIT BEFORE TAXATION</b>	538,933	313,875
<b>42.2 Remuneration to Sharia'h Advisor</b>	1,683	1,485
<b>42.3 Charity Fund</b>		
Opening balance	33	-
Additions during the year	10	33
Payments/utilization during the year	(33)	-
Closing balance	10	33



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#### **43. GENERAL**

##### **43.1 Non adjusting event after balance sheet date**

The Board of Directors in its meeting held on February 27, 2012 has proposed a cash dividend of Rs 1.50 per share amounting to Rs. 1,571,747 thousand (2010: bonus shares @ 20% amounting to Rs. 1,746.386 million) for approval by the members of the company in forthcoming Annual General Meeting.

**43.2** These consolidated financial statements have been prepared in accordance with the revised forms of annual financial statements of the banks issued by the State Bank of Pakistan through its BSD Circular No. 04 dated 17 February 2006.

#### **44. DATE OF AUTHORIZATION FOR ISSUE**

These consolidated financial statements were authorized for issue on February 27, 2012 by the Board of Directors of the Bank.

**KASSIM PAREKH**  
Chairman

**SIRAJUDDIN AZIZ**  
President &  
Chief Executive Officer

**BASHIR ALI MOHAMMAD**  
Director

**MOHAMEDALI R. HABIB**  
Director

**ANNEXURE "I" AS REFERRED TO IN NOTE 11.4 OF THE CONSOLIDATED FINANCIAL STATEMENTS****1. MARKET TREASURY BILLS**

These securities have a maturity period of 1 year, with yield ranging between 11.70% to 13.91% (2010: 12.24% to 13.25%) per annum.

**2. PAKISTAN INVESTMENT BONDS**

These securities have a maturity period of 3 to 10 years with interest rates ranging between 8.00% to 12.00% (2010: 8.00% to 14.00%) per annum.

**3. FULLY PAID-UP ORDINARY SHARES - LISTED**

	2011		2010		2011		2010		2011		2010		Rating	
	No. of shares of Rs. 10/- each	Paid-up Value	No. of shares of Rs. 10/- each	Paid-up Value	Market Value Rupees in '000	Market Value Rupees in '000	Cost	Cost						
Adamjee Insurance Company Limited	243,800	2,438	243,800	2,438	11,339	21,333	25,748	25,748	11,339	21,333	25,748	25,748	AA	AA
Attock Cement Ltd	376,500	3,765	-	-	19,202	-	19,050	-	19,202	-	19,050	-	**	-
Bank Al Habib Limited	860,900	8,609	709,084	7,091	24,561	25,711	18,599	18,320	24,561	25,711	18,599	18,320	AA+	AA+
Bank Alfalah Limited	2,104,377	21,044	1,495,000	14,950	23,674	16,759	22,805	17,227	23,674	16,759	22,805	17,227	AA	AA
DGK Cement	1,075,681	10,757	-	-	20,470	-	24,848	-	20,470	-	24,848	-	**	-
Engro Chemical Pakistan Limited	183,000	1,830	-	-	16,964	-	24,857	-	16,964	-	24,857	-	AA-	-
Fatima Fertilizers Company Limited	4,050,000	40,500	5,000,000	50,000	92,826	56,400	57,105	70,500	92,826	56,400	57,105	70,500	A	**
Fauji Fertilizers Company Limited	515,000	5,150	346,258	3,463	77,013	43,580	54,652	25,010	77,013	43,580	54,652	25,010	**	**
Habib Bank Limited	203,039	2,030	-	-	21,538	-	24,763	-	21,538	-	24,763	-	AA+	-
Habib Sugar Mills	2,509,925	12,550	-	-	54,993	-	54,993	-	54,993	-	54,993	-	**	-
HUB Power Company Limited	588,125	5,881	-	-	20,114	-	22,026	-	20,114	-	22,026	-	AA-	-
ICI Pakistan Limited	115,000	1,150	135,000	1,350	13,831	19,472	19,637	-	13,831	19,472	19,637	-	**	**
Jahangir Siddiqui & Co. Limited	-	-	395,000	3,950	-	4,306	-	10,974	-	4,306	-	10,974	-	AA+
Jahangir Siddiqui Investment Company Limited	-	-	200,992	2,010	-	1,343	-	3,205	-	1,343	-	3,205	-	A+
Kot Addu Power Company Limited	541,682	5,417	403,042	4,030	22,382	16,396	24,143	18,425	22,382	16,396	24,143	18,425	AA+	**
Lucky Cement Limited	349,381	3,494	-	-	26,218	-	25,865	-	26,218	-	25,865	-	**	-
MCB Bank Limited	140,000	1,400	-	-	18,844	-	27,630	-	18,844	-	27,630	-	AA +	-
Meezan Bank Limited	675,000	6,750	-	-	11,732	-	12,825	-	11,732	-	12,825	-	AA-	-
National Bank of Pakistan Limited	500,000	5,000	210,000	2,100	20,525	16,132	20,341	15,589	20,525	16,132	20,341	15,589	AAA	AAA
National Refinery Ltd	70,756	708	-	-	17,172	-	23,090	-	17,172	-	23,090	-	AAA	-
Nishat Mills Limited	370,000	3,700	-	-	14,967	-	23,718	-	14,967	-	23,718	-	AA-	-
Oil and Gas Development Corporation Limited	145,000	1,450	-	-	21,985	-	19,568	-	21,985	-	19,568	-	AAA	-
Pak Oil Fields	68,000	680	-	-	23,559	-	24,557	-	23,559	-	24,557	-	**	-
Pakistan Petroleum Limited	216,350	2,164	-	-	36,416	-	40,757	-	36,416	-	40,757	-	**	-
Soneri Bank Limited	781,941	7,819	695,059	6,951	3,050	5,776	13,480	13,480	3,050	5,776	13,480	13,480	AA-	AA-
Thal Limited	-	-	251,500	2,515	-	32,578	-	32,770	-	32,578	-	32,770	-	**
United Bank Limited	402,258	4,023	-	-	21,074	-	24,261	-	21,074	-	24,261	-	AA +	-
					<b>634,449</b>	<b>227,208</b>	<b>649,318</b>	<b>274,300</b>	<b>634,449</b>	<b>227,208</b>	<b>649,318</b>	<b>274,300</b>		

#### 4. FULLY PAID-UP ORDINARY SHARES - UNLISTED

	Percentage of holding	Number of shares held	Cost Rupees in '000	Breakup value of investment	Based on audited financial statements	Name of Chief Executive	Credit Rating
Khushali Bank Limited	1.47%	2,500,000	25,000	32,490	31 December 2010	Mr. Mohammad Ghalib Nishtar	A-
Pakistan Export Finance Guarantee Limited	5.26%	1,136,088	11,361	-	-	Under liquidation	**
DHA Cogen Limited	1.77%	5,000,000	50,000	78,800	31 December 2010	Mr. Michael Yap	**
Dawood Family Takaful Limited	4.67%	3,500,000	35,000	29,995	31 December 2010	Mr. Abdul Halim Nasri	**
Society for World Wide Inter Bank Fund Transfer (SWIFT)	-	14	1,740	3,758	31 December 2009	Mr. Lazaro Campos	**
			<u>123,101</u>				

\*\* Ratings are not available

#### 5. FULLY PAID-UP PREFERENCE SHARES - LISTED

	2011	2010
Chenab Limited	No. of shares	Rupees in '000
Preference shares of Rs. 10/- each	4,000,000	40,000
	<u>4,000,000</u>	<u>40,000</u>

These are non-voting, cumulative preference shares and carry preferred dividend of 9.25% (2010: 9.25%) per annum and have a market value of Rs. 6,800 thousand (2010: 7,200 thousand) as at 31 December 2011.

**6. TERM FINANCE CERTIFICATES - LISTED**

	2011		2010		2011		2010		2011		2010		2011		2010		2011		2010			
	No. of certificates of Rs. 5,000/- each		Market value Rupees in '000		Market value Rupees in '000		Cost		Rating		Cost		Rating		Cost		Rating		Rating			
Al Zamin Leasing Modaraba Limited	10,000	10,000	38,924	39,583	38,924	39,583	38,924	39,583	**	**	38,924	39,583	**	**	38,924	39,583	**	**	38,924	39,583	**	**
Allied Bank Limited I	10,000	10,000	50,010	49,031	50,010	49,031	49,900	49,920	AA-	AA-	49,900	49,920	AA-	AA-	49,900	49,920	AA-	AA-	49,900	49,920	AA-	AA-
Allied Bank Limited II	59,839	59,839	283,530	287,711	283,530	287,711	298,956	299,075	AA-	AA-	298,956	299,075	AA-	AA-	298,956	299,075	AA-	AA-	298,956	299,075	AA-	AA-
Askari Bank Limited I	5,000	5,000	24,915	24,805	24,915	24,805	24,935	24,945	AA-	AA-	24,935	24,945	AA-	AA-	24,935	24,945	AA-	AA-	24,935	24,945	AA-	AA-
Askari Bank Limited II	2,000	2,000	9,932	9,776	9,932	9,776	9,976	9,980	AA-	AA-	9,976	9,980	AA-	AA-	9,976	9,980	AA-	AA-	9,976	9,980	AA-	AA-
Askari Bank Limited III	15,000	15,000	76,724	76,095	76,724	76,095	74,940	74,970	AA-	AA-	74,940	74,970	AA-	AA-	74,940	74,970	AA-	AA-	74,940	74,970	AA-	AA-
Bank Al Falah Limited IV	15,000	15,000	75,240	75,750	75,240	75,750	74,940	74,970	AA-	AA-	74,940	74,970	AA-	AA-	74,940	74,970	AA-	AA-	74,940	74,970	AA-	AA-
Bank Al Habib Limited I	23,000	23,000	69,433	108,807	69,433	108,807	76,276	112,691	AA	AA	76,276	112,691	AA	AA	76,276	112,691	AA	AA	76,276	112,691	AA	AA
Bank Al Habib Limited II	10,000	10,000	51,307	49,680	51,307	49,680	49,910	49,930	AA	AA	49,910	49,930	AA	AA	49,910	49,930	AA	AA	49,910	49,930	AA	AA
Bank Al Habib Limited III	20,000	20,000	107,026	100,060	107,026	100,060	99,800	99,880	AA	AA	99,800	99,880	AA	AA	99,800	99,880	AA	AA	99,800	99,880	AA	AA
Engro Chemical Pakistan Limited - IPO	20,000	20,000	97,843	97,902	97,843	97,902	99,840	99,880	AA	AA	99,840	99,880	AA	AA	99,840	99,880	AA	AA	99,840	99,880	AA	AA
Engro Chemical Pakistan Limited - Perpetual	24,000	24,000	118,416	106,200	118,416	106,200	119,473	119,394	AA	AA	119,473	119,394	AA	AA	119,473	119,394	AA	AA	119,473	119,394	AA	AA
Faysal Bank Ltd	1,974	1,974	4,946	7,350	4,946	7,350	4,925	7,389	AA-	AA-	4,925	7,389	AA-	AA-	4,925	7,389	AA-	AA-	4,925	7,389	AA-	AA-
Faysal Bank Limited I	7,994	7,994	39,664	38,745	39,664	38,745	39,502	39,367	AA-	AA-	39,502	39,367	AA-	AA-	39,502	39,367	AA-	AA-	39,502	39,367	AA-	AA-
Faysal Bank Limited II	30,000	30,000	155,068	150,000	155,068	150,000	149,941	150,000	AA-	AA-	149,941	150,000	AA-	AA-	149,941	150,000	AA-	AA-	149,941	150,000	AA-	AA-
Financial Receivables Securitization Limited	5,000	5,000	10,358	14,417	10,358	14,417	10,413	14,578	A+	A+	10,413	14,578	A+	A+	10,413	14,578	A+	A+	10,413	14,578	A+	A+
IGI Investment Bank Limited	-	10,000	-	12,478	-	12,478	-	12,495	-	A+	-	12,495	-	A+	-	12,495	-	A+	-	A+	-	A+
Jahangir Siddiqi & Company Limited	10,000	10,000	25,110	50,149	25,110	50,149	24,955	49,920	AA	AA	24,955	49,920	AA	AA	24,955	49,920	AA	AA	24,955	49,920	AA	AA
NIB Bank Limited	33,388	33,388	163,431	162,395	163,431	162,395	161,137	159,865	A+	A+	161,137	159,865	A+	A+	161,137	159,865	A+	A+	161,137	159,865	A+	A+
Orix Leasing Pakistan Limited II	10,000	10,000	8,060	24,780	8,060	24,780	8,327	24,980	AA+	AA+	8,327	24,980	AA+	AA+	8,327	24,980	AA+	AA+	8,327	24,980	AA+	AA+
Orix Leasing Pakistan Limited III	40,000	-	100,580	-	100,580	-	100,000	-	AA+	AA+	100,000	-	AA+	-	100,000	-	AA+	-	100,000	-	AA+	-
Pak Arab Fertilizer Limited	30,000	30,000	111,518	136,807	111,518	136,807	110,459	139,907	AA	AA	110,459	139,907	AA	AA	110,459	139,907	AA	AA	110,459	139,907	AA	AA
Pak HY Oils Limited	12,000	12,000	60,000	60,000	60,000	60,000	60,000	60,000	**	**	60,000	60,000	**	**	60,000	60,000	**	**	60,000	60,000	**	**
Pakistan Mobile Communication (Private) Limited	8,000	-	20,024	-	20,024	-	19,968	-	AA-	AA-	19,968	-	AA-	-	19,968	-	AA-	-	19,968	-	AA-	-
Pakistan Mobile Communication (Private) Limited	-	27,380	-	119,514	-	119,514	-	133,862	-	A+	-	133,862	-	A+	-	133,862	-	A+	-	133,862	-	A+
Security Leasing Corporation Ltd	10,000	-	7,691	-	7,691	-	10,938	-	**	**	10,938	-	**	-	10,938	-	**	-	10,938	-	**	-
Soneri Bank Limited	17,000	17,000	63,190	83,354	63,190	83,354	63,597	84,813	A+	A+	63,597	84,813	A+	A+	63,597	84,813	A+	A+	63,597	84,813	A+	A+
Standard Chartered Bank Limited	4,742	4,742	16,977	22,703	16,977	22,703	16,583	22,491	AAA	AAA	16,583	22,491	AAA	AAA	16,583	22,491	AAA	AAA	16,583	22,491	AAA	AAA
United Bank Limited I	10,000	10,000	31,508	46,103	31,508	46,103	33,250	49,885	AA	AA	33,250	49,885	AA	AA	33,250	49,885	AA	AA	33,250	49,885	AA	AA
United Bank Limited II	6,500	6,500	30,891	28,474	30,891	28,474	28,815	25,759	AA	AA	28,815	25,759	AA	AA	28,815	25,759	AA	AA	28,815	25,759	AA	AA
United Bank Limited III	5,000	5,000	24,870	24,920	24,870	24,920	24,950	24,960	AA	AA	24,950	24,960	AA	AA	24,950	24,960	AA	AA	24,950	24,960	AA	AA
United Bank Limited IV	9,994	9,994	49,780	47,542	49,780	47,542	46,148	45,550	AA	AA	46,148	45,550	AA	AA	46,148	45,550	AA	AA	46,148	45,550	AA	AA
World Call Telecom Limited II	-	3,600	-	5,962	-	5,962	-	5,995	-	A	-	5,995	-	A	-	5,995	-	A	-	5,995	-	A
World Call Telecom Limited III	41,996	41,996	104,337	174,783	104,337	174,783	117,315	175,436	A	A	117,315	175,436	A	A	117,315	175,436	A	A	117,315	175,436	A	A
			<u>2,031,303</u>	<u>2,235,876</u>	<u>2,031,303</u>	<u>2,235,876</u>	<u>2,049,093</u>	<u>2,282,470</u>			<u>2,049,093</u>	<u>2,282,470</u>			<u>2,049,093</u>	<u>2,282,470</u>			<u>2,049,093</u>	<u>2,282,470</u>		

\*\*Ratings are not available

6.1 Other particulars of listed term finance certificates are as follows:

	Coupon rate	Payment	Maturity date
Al Zamin Leasing Modaraba Limited	6 months KIBOR plus 190 bps	Semi annually	12-May-13
Allied Bank Limited I	6 months KIBOR plus 190 bps	Semi annually	6-Dec-14
Allied Bank Limited II	6 months KIBOR plus 85 bps	Semi annually	28-Aug-19
Askari Bank Limited I	6 months KIBOR plus 150 bps	Semi annually	4-Feb-13
Askari Bank Limited II	6 months KIBOR plus 150 bps	Semi annually	31-Oct-13
Askari Bank Limited III	6 months KIBOR plus 250 bps	Semi annually	18-Nov-19
Bank Al Falah Limited IV	6 months KIBOR plus 250 bps	Semi annually	2-Dec-17
Bank Al Habib Limited I	Fixed @ 10.00% per annum	Semi annually	15-Jul-12
Bank Al Habib Limited II	6 months KIBOR plus 195 bps	Semi annually	7-Feb-15
Bank Al Habib Limited III	Fixed @ 15.50% per annum	Quarterly	15-Jun-17
Engro Chemical Pakistan Limited - IPO	6 months KIBOR plus 155 bps	Semi annually	30-Nov-15
Engro Chemical Pakistan Limited - Perpetual	6 months KIBOR plus 170 bps	Semi annually	18-Sep-18
Faysal Bank Limited I	6 months KIBOR plus 140 bps	Semi annually	12-Nov-14
Faysal Bank Limited II	6 months KIBOR plus 225 bps	Semi annually	27-Dec-17
Faysal Bank Ltd	6 months KIBOR plus 190 bps	Semi annually	10-Feb-13
Financial Receivables Securitization Limited	6 months KIBOR plus 200 bps	Semi annually	27-Dec-13
Jahangir Siddiqi & Company Limited	6 months KIBOR plus 250 bps	Semi annually	21-May-12
NIB Bank Limited	6 months KIBOR plus 115 bps	Semi annually	5-Mar-16
Orix Leasing Pakistan Limited II	6 months KIBOR plus 150 bps	Semi annually	25-May-12
Orix Leasing Pakistan Limited III	6 months KIBOR plus 120 bps	Semi annually	15-Jan-13
Pak Arab Fertilizer Limited	6 months KIBOR plus 150 bps	Semi annually	28-Feb-13
Pak HY Oils Limited	6 months KIBOR plus 225 bps	Semi annually	6-Dec-13
Pakistan Mobile Communication (Private) Limited	6 months KIBOR plus 285 bps	Semi annually	31-May-13
Security Leasing Corporation Limited	Fixed @ 6% per annum	Monthly	1-Apr-14
Soneri Bank Limited	6 months KIBOR plus 160 bps	Semi annually	5-May-13
Standard Chartered Bank Limited	6 months KIBOR plus 200 bps	Semi annually	1-Feb-13
United Bank Limited I	Fixed @ 8.45% per annum	Semi annually	10-Aug-12
United Bank Limited II	Fixed @ 9.49% per annum	Semi annually	15-Mar-13
United Bank Limited III	6 months KIBOR plus 170 bps	Semi annually	8-Sep-14
United Bank Limited IV	6 months KIBOR plus 85 bps	Semi annually	14-Feb-18
World Call Telecom Limited III	6 months KIBOR plus 160 bps	Semi annually	7-Oct-13

## 7. TERM FINANCE CERTIFICATES - UNLISTED

	2011	2010	2011	2010	2011	2010	2011	2010
	No. of certificates of Rs. 5,000/- each	No. of certificates of Rs. 5,000/- each	Cost Rupees in '000	Cost Rupees in '000	Rating	Rating		
Avari Hotels Limited (Chief Executive: Mr. Brayam Dinshawji Avari)	20,000	20,000	84,914	84,914	A-	(SO)		
Bunny's Limited (Chief Executive: Mr. Rafaqat)	1,020	1,020	5,100	5,100	**	**		
Faisalabad Electric Supply Corporation (Chief Executive: Mr. Ahmed Saeed Akhtar)	-	67,000	-	251,250	-	-		**
Gujranwala Electric Power Corporation (Chief Executive: Mr. Rana Muhammad Ashraf)	-	67,000	-	251,250	-	-		**
Islamabad Electric Supply Corporation (Chief Executive: Mr. Raja Abdul Ghafoor)	-	67,000	-	251,250	-	-		**
New Allied Electronics Industries (Private) Limited (Chief Executive: Mr. Mian Pervaiz Akhtar)	10,000	10,000	21,138	21,138	**	**		**
Orix Leasing Pakistan Limited III (Chief Executive: Mr. Teizoon Kismet)	-	40,000	-	166,667	-	-		AA+
Pakistan International Airlines Corporation Limited (Managing Director: Capt. Nadeem Khan Yousufzai)	27,411	27,411	136,945	136,973	**	**		**
Pakistan Mobile Communication (Private) Limited (Chief Executive: Mr. Rashid Khan)	-	8,000	-	33,280	-	-		AA-
Power Holding (Private) Limited (Government of Pakistan) Security Leasing Corporation Limited (Chief Executive: Mr. Mohammad Khalid Ali)	-	568,600	-	2,843,000	-	-		**
			248,097	4,060,056				

\*\*Ratings are not available

### 7.1 Other particulars of unlisted term finance certificates are as follows:

	Coupon rate	Payment	Maturity date
Avari Hotels Limited	6 months KIBOR plus 325 bps	Semi annually	1-Nov-14
Bunny's Limited	6 months KIBOR plus 250 bps	Semi annually	1-Dec-13
New Allied Electronics Industries (Private) Limited	3 months KIBOR plus 275 bps	Quarterly	21-May-12
Pakistan International Airlines Corporation Limited	6 months KIBOR plus 85 bps	Semi annually	20-Feb-14

## 8. SUKUK CERTIFICATES AND BONDS

	2011	2010	2011	2010	2011	2010
	No. of certificates of Rs. 5,000/- each		Cost Rupees in '000		Rating	
Amreli Steel (Private) Limited	16,000	16,000	80,000	80,000	A-	A
Engro Chemical Pakistan Limited	20,000	20,000	96,353	95,712	**	AA
Engro Chemical Pakistan Limited	10,000	10,000	50,000	50,000	**	AA
Engro Foods Limited	20,000	20,000	100,000	100,000	A	A-
GOP Ijara Sukuk-1st Issue	-	60,000	-	300,000	-	**
GOP Ijara Sukuk-2nd Issue	-	220,000	-	1,109,086	-	**
GOP Ijara Sukuk-3rd Issue	360,486	360,000	1,802,431	1,815,111	**	**
GOP Ijara Sukuk-4th Issue	560,058	560,000	2,800,291	2,800,698	**	**
GOP Ijara Sukuk-5th Issue	904,000	2,000,000	4,520,000	10,000,000	**	**
GOP Ijara Sukuk-8th Issue	180,000	-	900,000	-	**	-
GOP Ijara Sukuk-9th Issue	1,000,000	-	5,000,000	-	**	-
Haq Bahu Sugar Mills Limited	-	8,100	-	20,250	-	**
K.S.Sulemanji Esmailji & Sons (Private) Limited	30,000	30,000	79,759	142,500	**	**
Liberty Power Technology Limited	108,754	101,096	531,899	505,482	**	**
Maple Leaf Cement Limited	21,000	21,000	100,515	98,363	D	**
Maple Leaf Cement Limited	788	788	3,937	3,938	D	**
Sitara Energy Limited	9,864	9,864	42,272	49,318	**	**
Sitara Per Oxide Limited	20,000	20,000	93,750	93,750	**	**
Sui Southern Gas Company Limited	80,000	80,000	159,319	318,640	AA	AA
Three Star Hosiery Mills Limited	1,900	1,900	9,500	9,500	**	**
WAPDA 1st Issue	50,000	50,000	200,000	250,000	**	**
WAPDA 2nd Issue	70,000	70,000	350,000	350,000	**	**
			<u>16,920,026</u>	<u>18,192,348</u>		

\*\*Ratings not available

### 8.1 Other particulars of Sukuk certificates / bonds are as follows:

	Coupon Rate	Payment	Maturity Date
Amreli Steel (Private) Limited	3 months KIBOR plus 250 bps	Quarterly	9-Dec-16
Engro Chemical Pakistan Limited	6 months KIBOR plus 150 bps	Semi annually	6-Sep-15
Engro Chemical Pakistan Limited	6 months KIBOR plus 211 bps	Semi annually	30-Jun-17
Engro Foods Limited	6 months KIBOR plus 69 bps	Semi annually	13-Jan-17
GOP Ijara Sukuk-3rd Issue	* 6M T-Bills W.Avg	Semi annually	11-Mar-12
GOP Ijara Sukuk-4th Issue	* 6M T-Bills W.Avg - 0.05	Semi annually	17-Sep-12
GOP Ijara Sukuk-5th Issue	* 6M T-Bill Cutoff	Semi annually	15-Nov-13
GOP Ijara Sukuk-8th Issue	* 6M T-Bill Cutoff	Semi annually	16-May-14
GOP Ijara Sukuk-9th Issue	* 6M T-Bill Cutoff	Semi annually	26-Dec-14
K.S.Sulemanji Esmailji & Sons (Private) Limited	3 months KIBOR plus 140 bps	Quarterly	30-Jun-14
Liberty Power Technology Limited	3 months KIBOR plus 300 bps	Quarterly	18-Mar-21
Maple Leaf Cement Limited	3 months KIBOR plus 100 bps	Quarterly	3-Dec-13
Maple Leaf Cement Limited	3 months KIBOR plus 100 bps	Quarterly	31-Mar-12
Sitara Energy Limited	6 months KIBOR plus 115 bps	Semi annually	16-May-13
Sitara Per Oxide Limited	3 months KIBOR plus 110 bps	Quarterly	19-Aug-16
Sui Southern Gas Company Limited	3 months KIBOR plus 20 bps	Quarterly	31-Dec-12
Three Star Hosiery Mills Limited	6 months KIBOR plus 325 bps	Semi annually	4-Aug-13
WAPDA 1st Issue	6 months KIBOR plus 35 bps	Semi annually	22-Apr-12
WAPDA 2nd Issue	6 months KIBOR plus 25 bps	Semi annually	13-Jul-17

\*These rates are based on Reuters sheet applicable for next six months.

## 9. OPEN END MUTUAL FUNDS

	2011		2010		2011		2010		2011		2010		Rating
	No. of Units		No. of Units		Rupees in '000		Rupees in '000		Cost		Cost		
	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	
ABL Cash Fund	113,933,827	35,523,653	1,141,480	355,560	1,160,000	360,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)
ABL Income Fund	52,426,713	67,151,651	525,090	672,161	529,974	678,266	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)
Alfalah Ghp Cash Fund	199,999	99,999	100,107	50,096	100,000	50,000	**	**	**	**	**	**	**
Alfalah Ghp Principal Protected Fund	-	586,704	-	31,641	-	25,000	-	-	-	-	-	-	**
Arif Habib Dow Jones Safe Pak													
Titans 15 Index Fund	415,762	400,000	20,929	22,816	20,000	20,000	**	**	**	**	**	**	**
Askari Sovereign Cash Fund	5,197,849	2,370,918	522,363	247,663	535,969	250,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	**
Atlas Money Market Fund	791,567	449,107	398,617	231,515	400,048	220,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	**
BMA Empress Cash Fund	6,434,694	9,549,448	65,084	100,983	66,955	100,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)
Faysal Saving & Growth Fund	3,657,871	5,601,093	378,846	588,955	373,995	575,184	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)
First Habib Cash Fund	1,176,394	-	121,179	-	120,000	-	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	**
First Habib Income Fund	1,284,564	989,707	131,984	101,603	130,000	100,000	AA - (f)	AA - (f)	AA - (f)	AA - (f)	AA - (f)	AA - (f)	**
HBL Income Fund	1,057,706	1,555,615	108,599	156,433	103,551	152,297	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A (f)
HBL Money Market Fund	3,344,039	1,385,410	345,043	142,588	340,000	140,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)
IGI Capital Protected Fund	203,278	-	19,457	-	20,000	-	**	**	**	**	**	**	**
IGI Income Fund	728,235	728,235	73,263	73,436	75,000	75,000	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A (f)
IGI Money Market Fund	3,529,619	1,518,516	355,369	152,783	330,657	150,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)
JS Cash Fund	1,382,971	987,362	140,123	100,405	140,000	100,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)
JS Fund of Fund	564,560	638,376	49,800	60,933	50,000	54,429	4 - Star	4 - Star	4 - Star	4 - Star	4 - Star	4 - Star	4 - Star
KASB Income Opportunity Fund ( Formerly KASB Liquid Fund )	-	1,617,562	-	135,750	-	169,924	-	-	-	-	-	-	**
Lakson Asset Allocation Global Commodities Fund	999,403	-	101,978	-	100,000	-	**	**	**	**	**	**	**
Lakson Asset Allocation Developed Market Fund	499,735	-	50,986	-	50,000	-	**	**	**	**	**	**	**
Lakson Asset Allocation Emerging Market Fund	499,735	-	50,980	-	50,000	-	**	**	**	**	**	**	**
Lakson Equity Fund	134,172	-	12,399	-	14,000	-	3 Star	3 Star	3 Star	3 Star	3 Star	3 Star	**
Lakson Income Fund	982,499	589,709	99,497	59,116	100,000	60,000	AA - (f)	AA - (f)	AA - (f)	AA - (f)	AA - (f)	AA - (f)	**
Lakson Money Market Fund	5,744,440	3,462,380	579,893	346,460	580,000	350,000	AA (f)	AA (f)	AA (f)	AA (f)	AA (f)	AA (f)	**
MCB Cash Management Optimizer	9,848,054	8,254,124	1,013,223	843,634	1,000,000	800,000	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	AA + (f)	**
MCB Dynamic Cash Fund	4,085,487	5,789,266	422,611	604,864	421,629	600,058	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	A + (f)	**
MCB Stock Fund	304,012	-	23,774	-	25,000	-	4 - Star	4 - Star	4 - Star	4 - Star	4 - Star	4 - Star	**
Meezan Cash Fund	12,807,063	11,621,527	642,150	596,068	640,846	550,000	AA (f)	AA (f)	AA (f)	AA (f)	AA (f)	AA (f)	AA + (f)



	2011		2010		2011		2010		2011		2010	
	No. of Units		No. of Units		Net Asset Value		Net Asset Value		Rupees in '000		Rupees in '000	
	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010
Meezan Islamic Income Fund	3,102,090	6,050,044	157,400	310,669	157,674	300,000			A (f)	A (f)		
Meezan Sovereign Fund	21,240,224	8,559,253	1,068,808	439,774	1,085,000	435,000			AA + (f)	AA + (f)		
MSF Perpetual	33,187,218	35,152,428	1,698,542	1,743,580	1,601,117	1,677,566			AA (f)	AA (f)		3 - Star
NAFA Financial Sector Income Fund	8,433,433	-	86,139	-	85,000	-			AA (f)	AA (f)		**
NAFA Government Securities Liquid Fund	14,771,221	-	150,402	-	150,000	-			AAA (f)	AAA (f)		**
NAFA Income Opportunity Fund ( Formerly Nafa Cash Fund )	12,261,190	37,900,466	117,400	386,100	122,897	380,936			A (f)	A (f)		A (f)
NAFA Stock Fund	3,945,271	-	23,931	-	25,000	-			3 - Star	3 - Star		**
National Investment Trust	5,602,522	3,125,000	145,105	98,188	150,000	100,000			3 - Star	3 - Star		5 - Star
NIT Government Bond		10,299,204	-	108,344	-	100,000			-	-		**
Pak Oman Government Securities Fund	980,162	-	10,029	-	10,000	-			AA (f)	AA (f)		-
Pakistan Income Enhancement Fund	2,283,002	3,917,158	119,127	202,008	116,564	200,000			AA - (f)	AA - (f)		**
Pakistan Income Fund	1,896,859	2,826,827	101,558	150,755	100,097	149,172			AA - (f)	AA - (f)		5 - Star
Pakistan Stock Market Fund	509,061	-	24,807	-	25,000	-			4 Star	4 Star		-
PICIC Income Fund	1,401,446	1,990,151	141,364	199,324	140,838	200,000			A + (f)	A + (f)		A + (f)
UBL Government Securities Fund	98,019	-	9,838	-	10,000	-			**	**		**
UBL Liquidity Plus Fund	12,846,243	9,394,347	1,290,847	941,283	1,308,919	950,000			AA + (f)	AA + (f)		AA + (f)
UBL Principal Protected Plan - I		220,663	-	22,110	-	25,000			-	-		**
UBL Savings Income Fund	1,976,125	994,805	210,729	101,804	200,000	100,000			AA - (f)	AA - (f)		**
United Stock Fund	734,214	-	23,700	-	25,000	-			**	**		**
			<u>12,874,550</u>	<u>10,379,402</u>	<u>12,790,730</u>	<u>10,197,832</u>						
<b>10. CLOSE END MUTUAL FUNDS</b>												
	2011		2010		2011		2010		2011		2010	
	No. of Units		No. of Units		Net Asset Value		Net Asset Value		Rupees in '000		Rupees in '000	
	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010	2011	2010
Meezan Balanced Fund	2,500,000	2,500,000	22,750	18,750	25,000	25,000			**	**		**
PICIC Energy Fund	4,200,000	4,200,000	29,904	27,552	42,000	42,000			**	**		**
PICIC Growth Fund	1,600,000	-	19,936	-	21,680	-			**	**		-
			<u>72,590</u>	<u>46,302</u>	<u>88,680</u>	<u>67,000</u>						

\*\*Ratings not available

\*\*Ratings not available

**ANNEXURE "II" AS REFERRED TO IN NOTE 12.8 OF THE CONSOLIDATED FINANCIAL STATEMENTS  
STATEMENT SHOWING WRITTEN-OFF LOANS OR ANY OTHER FINANCIAL RELIEF OF RS. 500,000/- OR ABOVE PROVIDED DURING  
THE YEAR ENDED 31 DECEMBER 2011**

S. No.	Name and address of the borrower	Name of Individuals/ partners/directors (with CNIC No.)	Fathers'/Husbands Name	Outstanding liabilities at beginning of the year			Principal written-off	Interest/ mark-up written-off	Total
				Principal	Interest/ mark-up	Total			
1	2	3	4	5	6	7	8	9	10
				Rupees in '000					
1.	Latif Cotton Mills Ltd. 37 -F-A Block - 6, P.E.C.H.S, Karachi.	Mr. Mohammad Junaid 42201-9863092-7 Mr. Jawad 42201-7989341-9 Mr. Owais Amanullah 42301-2481478-1 Mr. Suhail Younus 42201-0859512-3 Mr. Ubaid Amanullah 42301-8209569-7 Ms. Fauzia 42201-2860406-8 Mr. Muhammad Afham 42201-8497215-5	Mr. Haji Latif  Mr. Mohammad Junaid  Mr. Amanullah  Mr. Haji Younus  Mr. Amanullah  Mr. Mohammad Junaid  Mr. Suhail	73,604	-	73,604	73,604	-	73,604
2.	Latif Fiber (Private) Ltd 37 -F-A Block - 6 P.E.C.H.S, Karachi.	Mr. Jawad 42201-7989341-9 Mr. Ubaid Amanullah 42301-8209569-7	Mr. Mohammad Junaid  Mr. Amanullah	46,710	-	46,710	46,710	-	46,710
3.	Hilal Corporation (Pvt.) Ltd 40-B, 20-B, Sector-19, Korangi Industrial Area, Karachi.	Mr. S. A. Sattar Battiwala 42201-8073710-5 Mr. S. Khurshid Ahmed 42201-6011794-3 Mr. S. Sharif Ahmed 42201-7583661-3 Furqan Sattar Faisal Sattar	Mr. Abdul Salam  Mr. Abdul Salam  Mr. Abdul Salam  Mr. S. A. Sattar Battiwala Mr. S. A. Sattar Battiwala	36,661	12,131	48,792	17,230	12,131	29,361

S. No.	Name and address of the borrower	Name of Individuals/ partners/directors (with CNIC No.)	Father's/Husband's Name	Outstanding liabilities at beginning of the year			Total	Principal written-off	Interest/ mark-up written off	Total
				Principal	Interest/ mark-up	Total				
1	2	3	4	5	6	7	8	9	10	
Rupees in '000										
4.	Lakhany Textile International E-11,SITE, Karachi.	Mr. Aftab Lakhany 42201-4368454-9 Mr. Jawed Lakhany 42201-3844708-3	Mr. Abdul Ghaffar Lakhany Mr. Abdul Ghaffar Lakhany	90,000	2,342	92,342	12,500	2,342	14,842	
5.	Taj Textile Mills Ltd 31-C/1, Ghailib Road, Gulberg III, Lahore.	Mr. Jahangir Elahi 35202-2561094-5 Mr. Amir Jahangir 35202-0676798-7 Mr. Shahrukh Elahi 35202-6374883-5 Mr. Tanvir Elahi 35005-5222250-3 Mr. Tariq Latif 35201-8390613-3	Mr. Ehsan Elahi  Mr. Jahangir Elahi  Mr. Tanvir Elahi  Mr. Ehsan Elahi  Mr. Abdul Latif	5,179	3,358	8,537	5,179	3,358	8,537	
6.	AGA Enterprise 2nd Floor, Mehboob Chambers Near Lal Masjid, Jodia Bazar, Adamjee Dawood Road, Karachi	Mr. Abdul Ghani Hamdani 42301-1271638-3	Mr. Ahmed	1,042	670	1,712	1,042	670	1,712	
7.	Global Tyres Shop No.1, Bahadurshah Centre, Opposite Urdu Bazar, Karachi	Mr. Zeeshan Iftikhar 42301-1092502-9	Mr. Iftikhar Nisar	5,468	-	5,468	1,000	-	1,000	
8.	Abu Obada & Company Plot No.363, Sector 7-A, Korangi Industrial Area, Karachi	Mr. Abuzar 42301-7206426-9	Mr. Abu Zafar Shaikh	874	-	874	874	-	874	



S. No.	Name and address of the borrower	Name of individuals/partners/directors (with CNIC No.)	Father's/Husband's Name	Outstanding liabilities at beginning of the year			Principal written-off	Interest/ mark-up written off	Total
				Principal	Interest/ mark-up	Total			
1	2	3	4	5	6	7	8	9	10
Rupees in '000									
13.	Sheryar Enterprises 401, Zeenat Terrace, Bahaduryar Jang Co-operative Housing Society, Above Askari Bank Ltd, Bahadurabad Branch, Karachi.	Mr. Muhammad Jawed 42000-2308375-3	Mr. Muhammad Haroon	1,453	995	2,448	-	898	898
14.	Aero Travels Qasre Zainab, Club Road, Karachi	Mr. Aman K. Khandwala 42201-0442082-7 Mr. Firoze K. Khandwala 42201-0592326-9 Mr. Kaizar K. Khandwala 42301-0848581-5 Mr. Zain K. Khandwala 42201-0275331-5 Mr. Riaz K. Khandwala 42201-2457579-9 Mr. Aamir K. Khandwala 91509-0130677-9 Ms. Rizwana Khandwala 42201-0247030-8 Ms. Huma Darugar 42201-7078618-0	Mr. Karimji Khandwala Mr. Karimji Khandwala Mr. Karimji Khandwala Mr. Karimji Khandwala Mr. Feroze K. Khandwala Mr. Kaizar K. Khandwala Mr. Aman Khandwala Mr. Aman Khandwala	7,826	1,450	9,276	-	725	725
TOTAL				455,856	76,246	532,102	158,139	36,430	194,569

## BRANCH NETWORK

### Registered Office and Head Office

Ground Floor, Spencer's Building,  
G.P.O. Box 1289, I.I. Chundrigar Road,  
Karachi - 74200, Pakistan  
Phones : (021) 32363 6740 (20 Lines)  
Fax : (021) 32363 0404 - 32363 0405  
U.A.N. : 111-14-14-14

14th Floor, Saima Trade Twoers 'A' I.I.  
Chundrigar Road, Karachi - 74200  
Pakistan.  
Phones : (021) 3227 1935  
Fax : (021) 3227 1950  
U.A.N. : 111-14-14-14

HMB Connect: 0800 HABIB (42242)

### KARACHI BRANCHES:

Main Branch	Gulshan-e-Iqbal	PaposhNagar
Aisha Manzil (Sub Branch, Hussainabad)	Gulshan-e-Maymar	PIB Colony
Alamgir Road	Hasrat Mohani Road (Sub Branch, Paper Market)	Plaza Square
Allama Iqbal Road	Hassan Square	Port Qasim
Bahadurabad	HBZ Plaza	Preedy Street
Bilal Chowrangi (Sub Branch, Korangi)	Hussainabad	S.I.T.E.
Boat Basin	Hyderi	Saba Avenue
Bohri Bazar	Industrial Area Korangi	Saddar
Business Avenue	Ittehad	Safoora Goth
Ceramic Market	Jodia Bazar	Shahrah-e-Faisal
Chandni Chowk	Karimabad	Shahrah-e-Liaquat
Chartered Accountant's Avenue (Sub Branch, Gizri)	Khalid Bin Walid Road	Shahrah-e-Quaideen
City Court	Khayaban-e-Bokhari	Shershah
Civil Lines	Khayaban-e-Sehar	Sindhi Muslim Society (Sub Branch, Shahrah-e-Quaideen)
Clifton	Khayaban-e-Shahbaz	Soldier Bazar
Cloth Market	Khayaban-e-Tanzeem	Stadium Road
D.H.A	Korangi	Star Gate
Dalmia Road	Landhi Industrial Area	Stock Exchange
Dastagir (Sub Branch Hussainabad)	Liaquatabad	Sunset Boulevard (Sub Branch, Gizri)
DHA Phase II	Lines Area	Textile Plaza
DHA Phase IV (Sub Branch, Khayaban-e-Sehar)	M.A. Jinnah Road	Timber Market
DHA Phase VI (Sub Branch, Khayaban-e-Shahbaz)	Malir City	Tipu Sultan Road (Sub Branch, Stadium)
Dhoraji Colony	Manghopir Road SITE	University Road
Eidgah (Sub Branch, City Court)	Marriot Road	UP More
Garden East	Mereweather	Water Pump
Gizri	Mission Road	West Wharf
Gulistan-e-Johar	Mithadar	Zamzama
Gulshan Chowrangi	Mohammad Ali Society	
Gulshan-e-Ali (Sub Branch, Water Pump)	Nazimabad No.3 (Sub Branch, North Nazimabad)	
	Naval Housing Society (Sub Branch, Gizri)	
	Nishtar Road	
	North Karachi Industrial Area	
	North Napier Road	
	North Nazimabad	
	Paper Market	

### LAHORE BRANCHES:

Main Branch  
Azam Cloth Market  
(Sub Branch, Badami Bagh)  
Badami Bagh Branch

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Badian Road  
(Sub Branch, DHA)  
Baghbanpura  
Brandreth Road  
Cantt.  
Circular Road  
Davis Road  
DHA  
EME Society  
(Sub Branch Raiwind Road)  
Ferozepur Road  
Fruit & Sabzi Market  
(Sub Branch, Ravi Road)  
Garden Town  
Gulberg  
Gulshan-e-Ravi  
Iqbal Town  
Johar Town  
Main Boulevard  
Model Town Link Road  
Raiwind Road  
Ravi Road  
Shadman  
Shahalam Market  
Shahdara  
Shahrah-e-Quaid-e-Azam  
Model Town Link Road (Makro)  
(Sub Branch, Model Town  
Link Road)  
Urdu Bazar  
Valencia Town  
(Sub Branch, Raiwind Road)  
Wahadat Road  
(Sub Branch, Shadman)  
Walton Road  
WAPDA TOWN  
(Sub Branch, Johar Town)

#### **FAISALABAD BRANCHES:**

Main Branch  
Sargodha Road  
Susan Road  
University of Faisalabad  
(Sub Branch, Main Branch)

#### **SIALKOT BRANCHES:**

Main Branch  
Pasrur Road  
(Sub Branch, Main Branch)  
Small Industrial Estates  
Sohawa

#### **RAWALPINDI BRANCHES:**

Main Branch  
Murree Road

#### **ISLAMABAD BRANCHES:**

Main Branch  
F-10 Markaz  
I - 9  
E-11  
(Sub Branch, F-10 Markaz)

#### **MULTAN BRANCHES:**

Main Branch  
Ghalla Mandi

#### **HYDERABAD BRANCHES:**

Main Branch  
Latifabad

#### **PESHAWAR BRANCHES:**

Main Branch  
Khyber Bazar

#### **AZAD JAMMU KASHMIR BRANCHES:**

Mirpur (A.K)  
Arra Jattan, Dadyal

#### **OTHER CITIES BRANCHES:**

Bahawalpur  
Gujranwala  
Haroonabad  
Hasilpur

Hub Chowki  
Kamoke  
Kasur  
Mouza Kachi Jamal  
Okara  
Quetta  
Rahim Yar Khan  
Sahiwal  
Sukkur  
Yazman Mandi

#### **ISLAMIC BANKING BRANCHES:**

Alfalah Court, Karachi  
Zaibunnisa Street, Karachi  
Rashid Minhas Road, Karachi  
Gulberg, Lahore

**PROXY FORM**

I/We \_\_\_\_\_

of \_\_\_\_\_

being member (s) of Habib Metropollitan Bank Limited and holding \_\_\_\_\_

ordinary shares, as per Register folio \_\_\_\_\_

hereby appoint \_\_\_\_\_ Folio No. \_\_\_\_\_

of \_\_\_\_\_

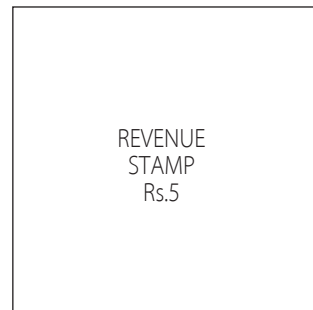
or failing him \_\_\_\_\_ Folio No. \_\_\_\_\_

of \_\_\_\_\_

another member of the Bank to vote for my / our behalf at the 20th Annual General Meeting of the Bank to be held on March 28, 2012

and at any adjournment thereof.

As witness my / our hand this \_\_\_\_\_ day of March 2012.



Signature of Member(s)

A member entitled to attend General Meeting is entitled to appoint proxy to attend and vote instead of him. A proxy should be a member of the Bank. No person shall act as proxy (except for a corporation) unless he is entitled to be present and vote in his own right.

The instrument appointing a proxy should be signed by the member or by his attorney duly authorised in writing. If the member is a corporation, its common seal (if any) should be affixed to the instrument.

The proxies shall be deposited at the Registered Office of the Bank not less than 48 hours before the time of meeting.