Bank Alfalah

Bank Alfalah Limited

Corporate Briefing Session 2025

Performance Review & Outlook

31 March 2026

Bank Alfalah Limited
Sustainable progress in 2025

56%
Major Sponsor
Abu Dhabi Group
(sponsors based in Abu Dhabi, UAE)

Over **245** Cities
presence across Pakistan

1,186
Branches

4
International Countries
(11 Overseas Branches)

17,000+
Staff Strength

15.87%
CAR

Share Price
(As of 27 Mar 2026)
PKR 107.9

Market Cap
(As of 27 Mar 2026)
PKR 170 Bn

Credit Rating
AAA (Long Term)
and
A1+ (Short Term)

105%
Highest Ever Dividend Payout

Bank Alfalah Limited

Catering to all segments and full product suite.

Retail

- **Deposits** through Retail Branches;
- Advances to Commercial, **SME**, **AGRI** Clients;
- Consumer Banking (**Auto**, **Home**, Personal loan and **Credit Card**);
- Acquiring / POS / **Trade** / **Cash Management**;
- Wealth Management, **Premier** and **Infinite** Banking.

Corporate

- Deposits through Corporate Branches;
- **Advances to Corporate** Clients;
- Financial Institutions;
- **Home Remittances**;
- **Investment Banking**;
- **Cash Management** and **Trade** Finance.

Islamic Banking

- **Deposits** through Islamic Branches;
- Advances to Commercial, **SME**, **AGRI** Clients;
- **Consumer Banking** (Auto, Home and BNPL);
- **Trade** / Cash Management;
- Wealth Management, **Premier** and **Infinite** Banking.

Treasury

- **Money Market**;
- Equities;
- **Investor Relations**;
- Derivatives;
- **Foreign Exchange**.

Digital

- Digital Channels (**Alfa App**, IB, **Alfa Mall**, ATM, **CDM/ CCDMs**, **QR**, etc.);
- Deposits, **Lending**, Loyalty Programme (**Orbit**), **Payments**, **Savings and Investments**;
- **G2P**, Corporate and **SME** Solutions.

Overseas

- **UAE**;
- **Bahrain**;
- Bangladesh;
- Afghanistan.

210K+ Touchpoints
As of 28 Feb 2026

1,186
Branches
including: 454 Islamic and 1 Digital Lifestyle Branch
As of 28 Feb 2026
***6%** Market share*

1,400+
ATMs
As of 28 Feb 2026
***7%** Market share*

763
CDMs/ CCDMs
As of 28 Feb 2026
***55%** Market share*

25,539
POS
As of 28 Feb 2026
***13%** Market share*

4,915
E-Commerce Merchants
As of 28 Feb 2026
***49%** Market share*

42,431
BB Agents
As of 28 Feb 2026
***5%** Market share*

132K+
Digitally Enabled Merchants*

Pakistan's Best Bank for Customer Experience *for 7th time!*

Customer Penetration

Customers Served *Including G2P beneficiaries* *As of 31 Dec 2025*	**9.4 Mn +** *9% ↑ YOY*
Debit Card ***5%** Market Share* *As of 31 Dec 2025*	**3.8 Mn** *48% ↑ YOY*
Credit Card ***15%** Market Share* *As of 31 Dec 2025*	**469 K** *12% ↑ YOY*

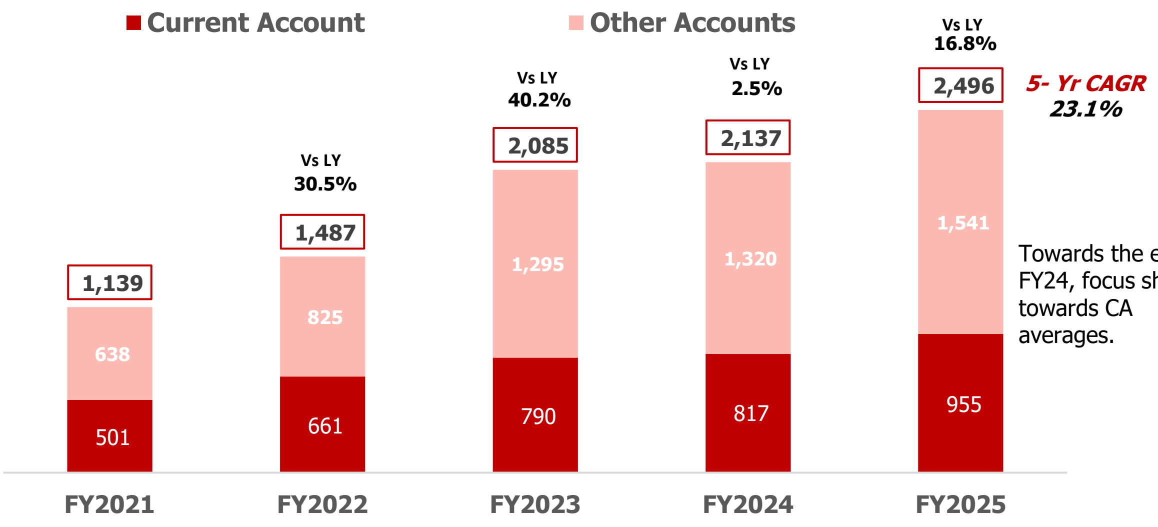
Market share based on the latest SBP data for Sep'25

** Includes QR Merchants*

Financial Position

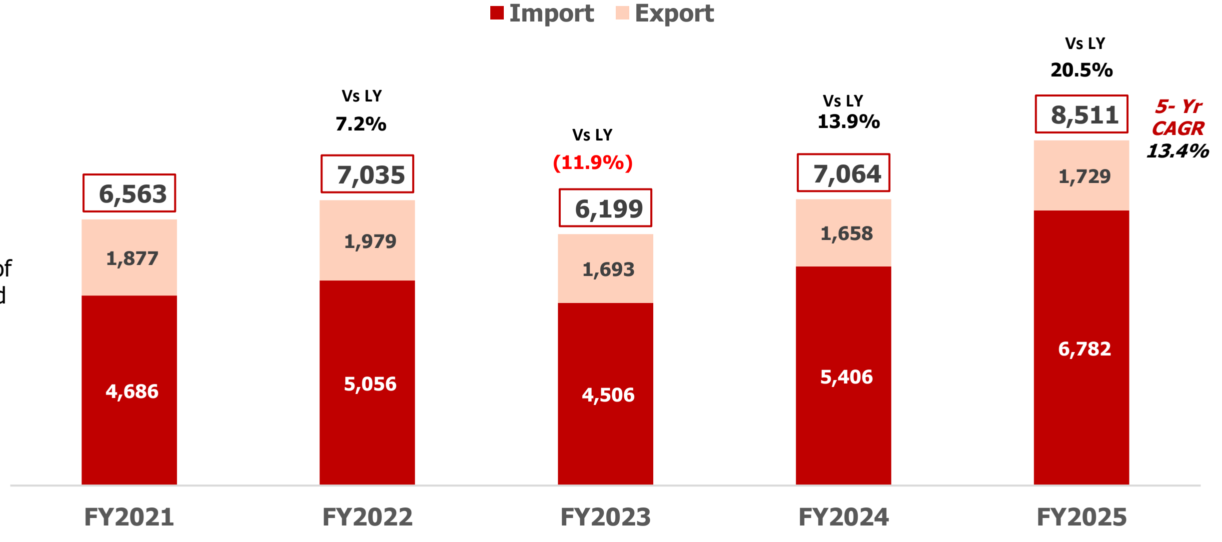
Strategic positioning amidst changing market dynamics

Deposits (PKR Bn)

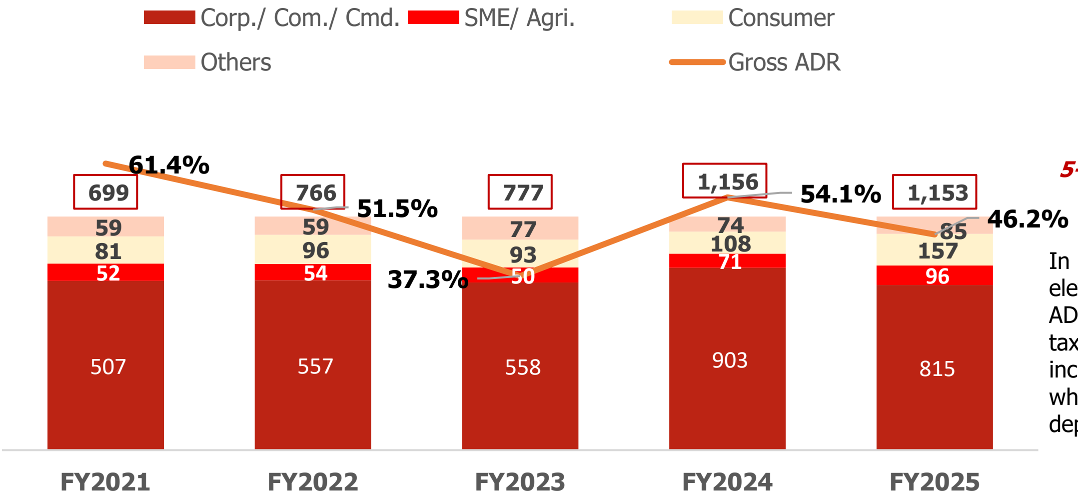


Towards the end of FY24, focus shifted towards CA averages.

Trade (USD Mn)



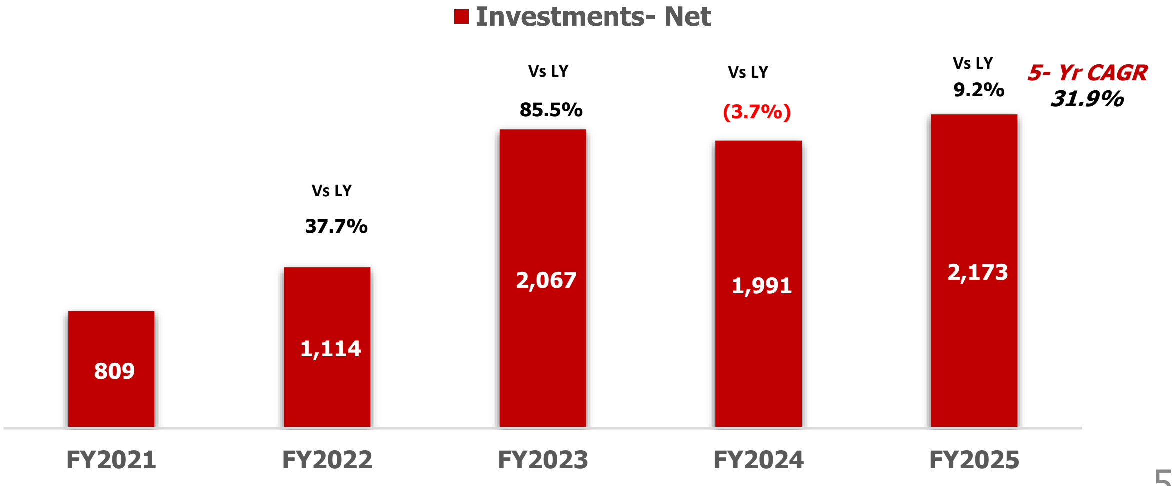
Gross Advances (PKR Bn)



5- Yr CAGR 13.8%

In FY24, ADR was elevated due to ADR-related taxation, which increased advances while constraining deposits.

Investments (PKR Bn)



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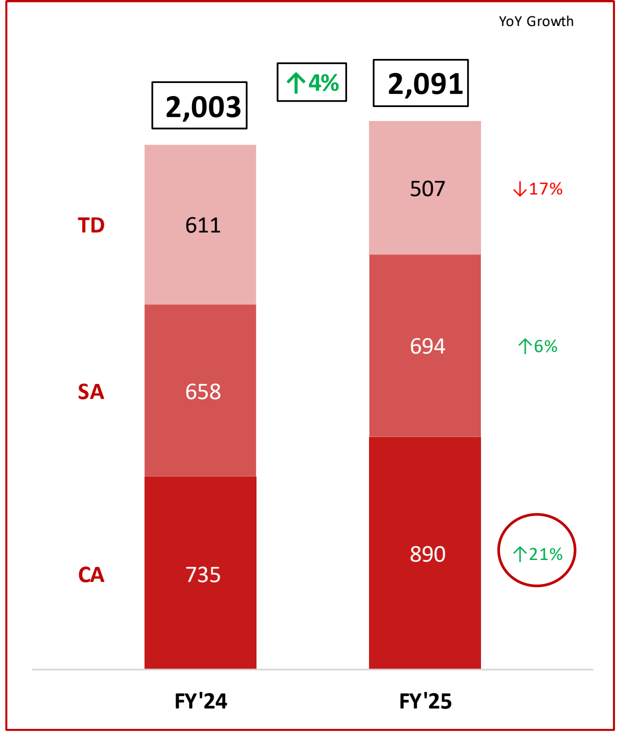
Key Revenue Drivers

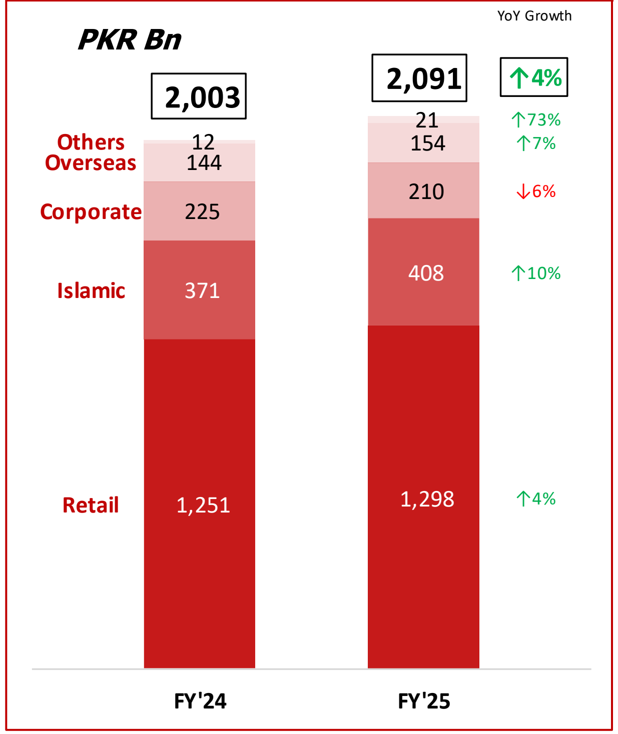
Deposits grew by 16.8% YoY. *Focus on building CA averages; rationalization in CoD to support revenue in declining interest rates.*

Deposits	Current Deposits	CA Mix
PKR 2.496 Tn **16.8%** ↑ YOY	**PKR 955 Bn** **16.9%** ↑ YOY	**38.25%** **0.04 %** ↑ YOY
6.2% Market share	**5.9%** Market share	**5.9%** Market share

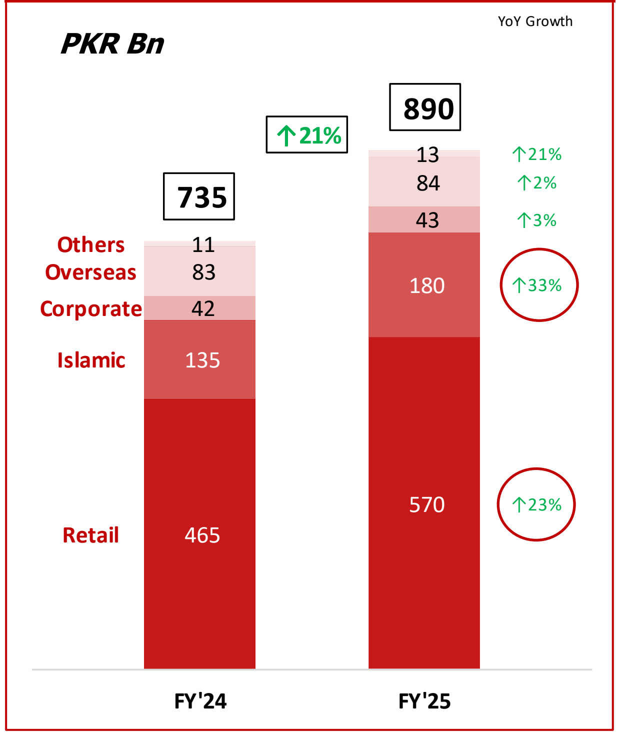
Deposits AVG - PKR Bn



Segment-wise Deposits AVG



Segment-wise CA AVG



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Key Revenue Drivers

Advances continue to grow as per strategy across all business segments.

Advances

PKR 1.15 Tn
0.2% ↓ YOY

7.4% Market share

SME / Agri Lending

PKR 99.6 Bn
33% ↑ YOY

8.1% Market share (SME)
4.7% Market share (Agri)

Consumer Lending – PKR 139.0 Bn

43.2% ↑ **YOY (gross)**

Credit Cards
PKR 47.5 Bn
PKR 15.1 Bn ↑ YOY
31.5% Market share (ENR)
1 2

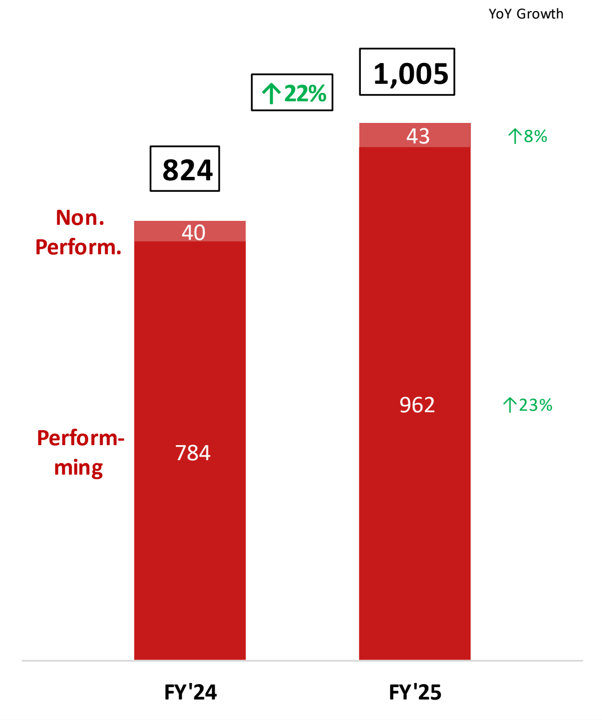
Auto Loans*
PKR 46.8 Bn
PKR 15.8 Bn ↑ YOY
21.2% Market share (ENR)
1 1

Personal Loans
PKR 13.6 Bn
PKR 2.9 Bn ↑ YOY
16.4% Market share (ENR)
2 2

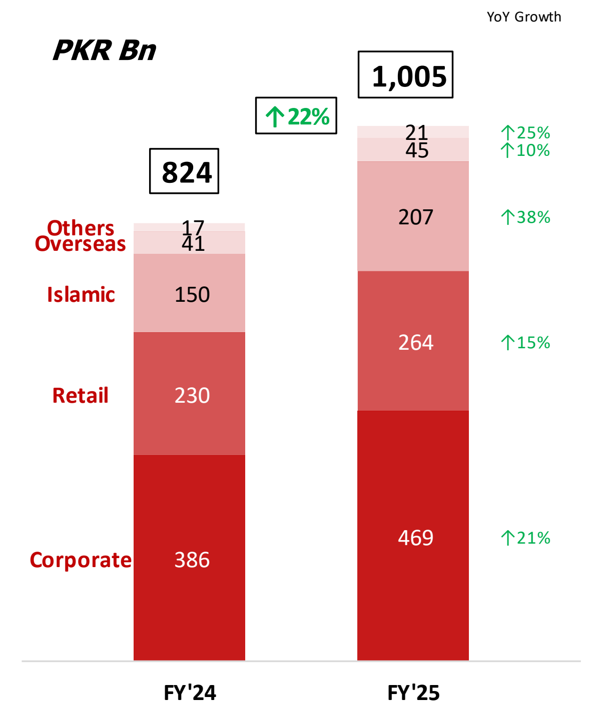
Home Loans
PKR 31.1 Bn
PKR 8.1 Bn ↑ YOY
21.4% Market share (ENR)
1 1

**Auto loans are net of security deposit; gross value is PKR 64.4 Bn*

Advances AVG - PKR Bn



Segment-wise Advances AVG



Growth in lending book on back of improved macro-economic environment; heathy portfolio with a low NPL ratio.

★ Ranking on Acquisitions ★ Ranking on Size

Consumer advances included in Retail and Islamic.

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Key Revenue Drivers

Trade volumes continue to grow. Also, BAFL continued to maintain 2nd position in the Remittance industry despite the challenges in HRB market.

Trade Volume

Total	Import	Export
$ 8,511 Mn 20% ↑ YoY	**$ 6,783 Mn**	**$ 1,729 Mn**
9.6% Market share	**11.4%** Market share	**5.8%** Market share

Remittance

$ 5,890 Mn
8.7% ↑ YOY

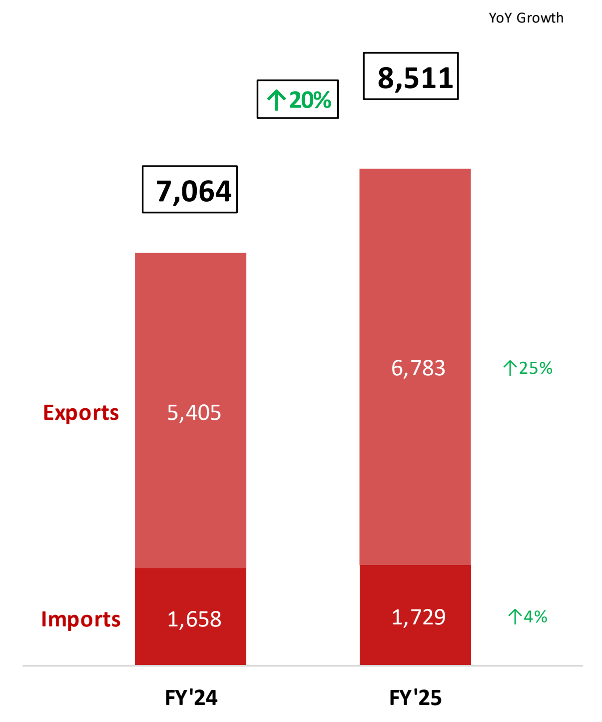
14.7% Market share

FX Income

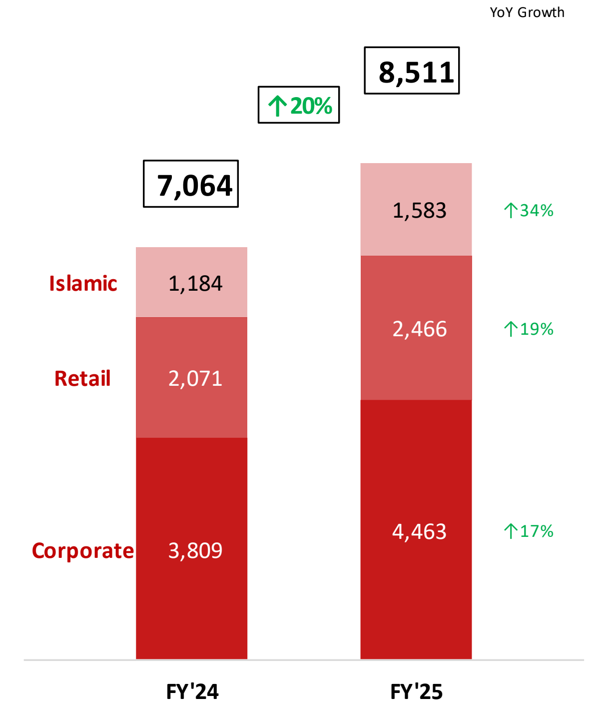
PKR 11.9 Bn
25.6% ↑ YOY

- Trade volumes grew by 20% YoY mainly from Foreign imports.
- BAFL's Remittance witnessed volumetric growth of 8.7% and YTD market share of 14.7%.
- FX Income increased YoY due to increase in volume of FX flows.

Trade - $ Mn



Segment-wise Trade - $ Mn



Improved market share in trade business mainly supported by import customers.

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International Presence - 11 overseas branches and 1 Rep Office

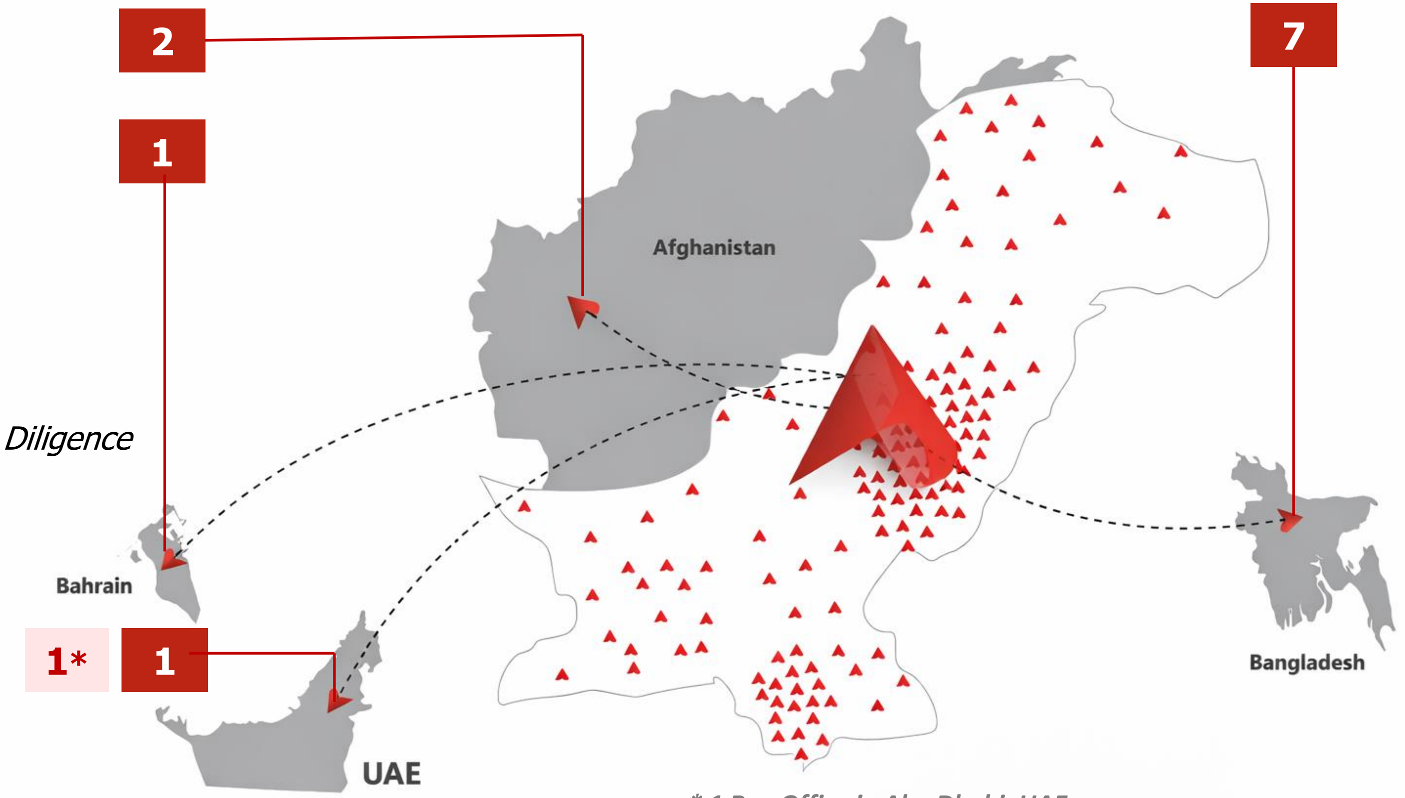
UAE	**Bahrain**
Bangladesh	**Afghanistan**

- **UAE** - Wholesale Banking Branch in Dubai and One Representative Office in Abu Dhabi
- **Bahrain** - Offshore Banking Unit
- **Bangladesh** - Branch Banking Operations
- **Afghanistan** - Branch Banking Operations

In Due Diligence phase

PKR 162 Bn
Overseas Deposits

PKR 54 Bn
Overseas Advances (Net)



** 1 Rep Office in Abu Dhabi, UAE.*

Bank Alfalah Limited

BAFL's Digital Banking Momentum Continues (December 2025).

Pakistan's Best Bank for Digital Excellence *for 4 th Consecutive time*

Alfa App

Over 1.3 M users
(30 day active)
Throughput **PKR 7.04 Tn**
Alfa and Internet Banking volumes
36% ⬆ YoY

Digital Payment

[includes Alfa Mall, QR, Online Acquiring, VDC & School fee]

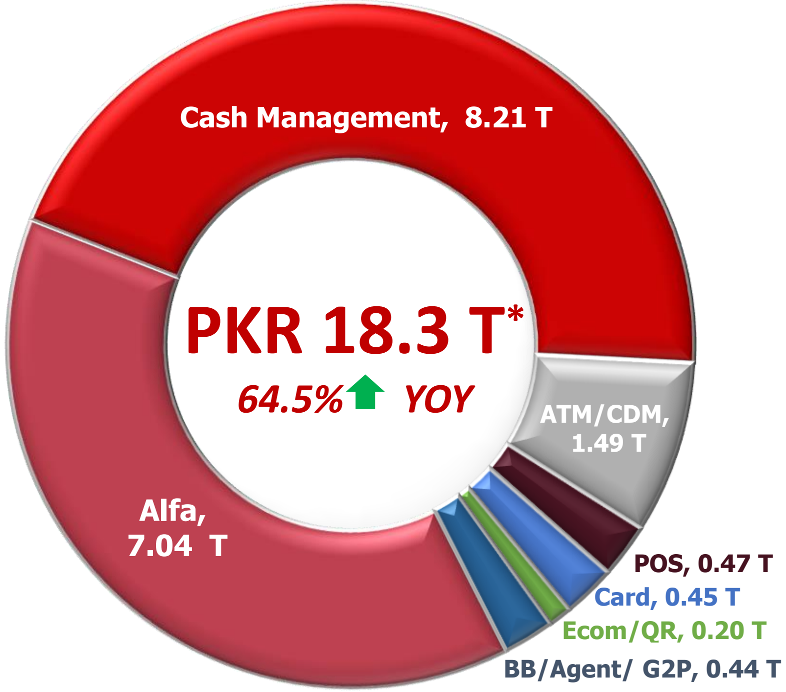
PKR 143 Bn

106% ⬆ YoY

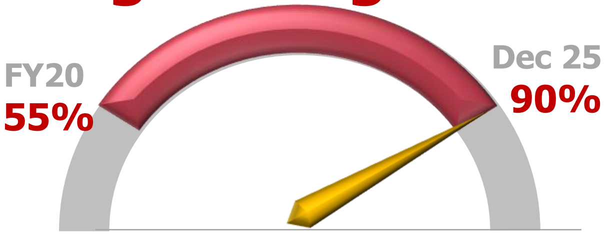
Digital Lending

Disbursement: **PKR 79 Bn**
97% ⬆ YoY
[includes Consumer & SME disbursements via digital channels]

Digital Throughput



Digital Migration



Conversion of branch OTC transactions to digital channels

Digital Lifestyle Branch

Digital Transaction Ratio of **97%**
Branch throughput of **PKR 12.2 Bn**
10.6% ⬆ YoY

Sales & Service Centers (SSC)

Target Locations: Cash-rich markets where digital adoption needs improvement.
Currently active SSCs: **Over 20**

G2P & Corp Solutions

- Blue Collar Payroll,
- Agent Network (Alfa Pay) and
- G2P Payments *(BISP, SPHF, EOBI Pension, SSPA, Punjab CM Nigehban etc.)*

G2P & Corporate solutions throughput:
PKR 426 Bn
44% ⬆ from YoY

** Includes PKR ~ 9.0 Tn throughput covered under Digital Banking segment, and PKR ~ 9.30 Tn throughput covered under Retail, Islamic, and Corporate segments.*

Bank Alfalah

Financial Results – 2025

Financial Results – 2025

Balance Sheet Snapshot

Amount PKR Mn	Dec-24	Sep-25	Dec-25	YoY	QoQ
Cash	227,824	218,802	227,463	*0%*	*4%*
Bal with banks	18,470	10,483	24,110	*31%*	*130%*
Lending to FI	100,998	62,253	19,674	*-81%*	*-68%*
Advances (net)	1,109,376	1,029,575	1,104,924	*0%*	*7%*
Investments (net)	1,991,232	1,638,416	2,173,447	*9%*	*33%*
Fixed & Others	262,306	263,202	280,310	*7%*	*6%*
Total Assets	**3,710,206**	**3,222,731**	**3,829,927**	*3%*	*19%*
Deposits	2,136,913	2,166,828	2,496,208	*17%*	*15%*
Sub Loans/ADT1	14,000	14,000	14,000	*0%*	*0%*
Borrowings	1,141,886	620,552	832,128	*-27%*	*34%*
Other Liabilities	239,295	229,256	290,079	*21%*	*27%*
Total Liabilities	**3,532,094**	**3,030,635**	**3,632,415**	*3%*	*20%*
Paid up Capital	15,772	15,772	15,772	*0%*	*0%*
Reserves	128,562	138,535	138,536	*8%*	*0%*
Reval Surplus	33,779	37,789	43,204	*28%*	*14%*
Total Equity	**178,112**	**192,096**	**197,512**	*11%*	*3%*
Book Value per Share	112.93	121.80	125.23	*11%*	*3%*

- Deposits witnessed healthy growth of 17% YoY. Focus remained on current accounts, which was also increased by 17% YoY.
- Net advances remained flat on YoY basis due to high base effect on account of ADR related lending in the last quarter of 2024.
- Investments increased by 9% YoY. The mix is skewed towards floating rate bonds and T-bills as interest rate cycle is near the bottom. Consequently, Borrowings have been reduced by 27%.
- Reserves increased by 8% YoY. This includes impact of profit earned over last twelve months and dividends paid during the same period.
- Revaluation Surplus increased by 28% YoY, reflecting favorable book positions on both fixed income and equities.
- Book value per share improved to Rs. 125.23/sh.

Financial Results – 2025
Profit & Loss Snapshot

Amount PKR Mn	2024	2025	YoY	4Q 2024	3Q 2025	4Q 2025	SPLY	QoQ
Interest Income	506,898	356,932	*-30%*	115,591	82,434	86,110	*-26%*	*4%*
Interest Expenses	380,081	221,082	*-42%*	85,859	48,385	51,736	*-40%*	*7%*
Net Int Income	**126,818**	**135,850**	*7%*	**29,732**	**34,049**	**34,373**	*16%*	*1%*
Non Int Income	44,414	47,513	*7%*	11,209	11,011	12,292	*10%*	*12%*
Total Income	**171,232**	**183,362**	*7%*	**40,941**	**45,060**	**46,665**	*14%*	*4%*
Admin expenses	84,369	116,243	*38%*	23,862	30,376	29,889	*25%*	*-2%*
Other charges	1,918	1,473	*-23%*	334	269	373	*12%*	*39%*
Profit before prov	**84,944**	**65,646**	*-23%*	**16,745**	**14,415**	**16,403**	*-2%*	*14%*
Provisions	1,849	3,310	*79%*	103	1,051	1,363	*12.2x*	*30%*
Profit before tax	**83,095**	**62,336**	*-25%*	**16,642**	**13,364**	**15,041**	*-10%*	*13%*
Taxation	44,777	33,998	*-24%*	11,951	7,200	8,143	*-32%*	*13%*
Profit after tax	**38,318**	**28,337**	*-26%*	**4,690**	**6,165**	**6,898**	*47%*	*12%*
EPS (Rupees)**	24.30	17.97	*-26%*	2.97	3.91	4.37	*47%*	*12%*
DPS (Rupees)	8.50	10.50	*24%*	2.50	2.50	3.00	*20%*	*20%*

** EPS is calculated using current number of the shares

*** n.m. denotes not meaningful

- NII improved by 7% during 2025 despite significant fall in interest rates, courtesy Bank's timely build-up of fixed-rate PIB book and growth in current account.
- Non-interest income also increased by 7%, driven by higher dividend and FX income. Fee Income came under pressure due to market dynamics of certain products, especially remittances.
- Increase in Admin expenses due to branch expansion, staff compensation and remittances related marketing expenses. Excluding remittance marketing, expenses increased by 26%
- Provisions charge is higher as last year had higher recoveries, and there is a top up charge related to Afghanistan and specific provision.
- Effective tax rate is slightly higher this year.

Financial Results – 2025

Key Ratios

	2024	1Q 25	2Q 25	3Q 25	4Q 25	2025
Yield on Advances	**16.7%**	12.1%	12.2%	11.5%	12.1%	**12.0%**
Yield on Investments	**18.3%**	13.4%	12.4%	11.6%	11.3%	**12.2%**
Cost of Deposits	**11.2%**	6.2%	5.7%	5.2%	5.6%	**5.7%**
Cost of Funds	**13.1%**	8.3%	7.6%	6.7%	6.8%	**7.4%**
NIM	**4.4%**	4.5%	4.5%	4.8%	4.6%	**4.6%**
Spreads	**4.6%**	4.6%	4.7%	5.0%	4.8%	**4.8%**
ROA	**1.2%**	0.8%	1.0%	0.7%	0.8%	**0.8%**
ROE exc. Surplus	**28.5%**	19.6%	22.1%	16.0%	17.7%	**18.8%**
Admin Cost : income	**49.3%**	63.8%	58.8%	67.4%	64.1%	**63.4%**
Gross ADR	**54.1%**	45.9%	46.2%	49.7%	46.2%	**46.2%**
CASA	**77.1%**	76.6%	75.5%	73.1%	69.5%	**69.5%**
CA	**38.2%**	42.3%	41.5%	43.4%	38.2%	**38.2%**
Net Loans (YoY)	**50.9%**	30.6%	36.8%	25.4%	-0.4%	**-0.4%**
Deposits (YoY)	**2.5%**	-1.2%	8.9%	1.4%	16.8%	**16.8%**
NPL ratio	**3.7%**	4.4%	4.1%	4.0%	4.1%	**4.1%**
Coverage	**110.7%**	113.0%	107.6%	110.5%	102.2%	**102.2%**
CAR	**18.0%**	17.6%	17.7%	17.9%	15.9%	**15.9%**
Dividend (% of PAR)	**85.0%**	25%	25%	25%	30%	**105.0%**

- NIMs improved to 4.6% despite sharp fall in interest rates, which is a function of volume growth and timely build-up of fixed rate investments, and growth in current accounts.
- ROE dropped to 18.8%, reflecting reversal in interest rates.
- Cost to income ratio of 63.4% is mainly due to branch expansion, inflation and remittances related marketing expense. Normalized YTD cost to income is 57% if the impact of HRB is excluded.
- ADR remains healthy @ 46.2% as Bank is focusing on loans amid economic recovery and fall in yields on govt. securities.
- CA mix remained at 38.2% as Bank is strategically targeting low-cost deposits.
- NPL ratio slightly increased to 4.1%, mainly due to subjective provisions while coverage remained healthy at 102%.
- CAR at 15.9% which is well above the regulatory requirement.

Other Initiatives

Bank Alfalah- The Caring Bank

Bank Alfalah has additionally pledged USD 5 million (PKR 1.4 billion approx.) to Rebuild 2025 Flood-Hit Communities. While, USD 10 million were pledged in 2022 for Flood relief.

PKR 300 Mn Donations

PKR 186.7 Mn Other CSR

Targeted all
17 UN Sustainable Development Goals

Education

Education **3,000+ Students**

Training Programmes: **Over 1,145**

Empowerment

Discounted pricing Loans for **Women Entrepreneurs**

Financial Inclusion: **Over 200** Women Trained

Environment

Planted **68,000 Mangroves**

Air Quality Monitors and Lab **8**

Green Banking Financing: **PKR 24.1 billion**
Solar-Powered ATMs: **184**

Inclusivity and Equity

Empowered **500 PwDs**

Vocational Training **350 Young Adults**

Promoting Inclusive Sports: **30 Coach**

Healthcare

350 Patients Financially Supported

Cancer Medication **Funding**

Medical Equipment
NICU Unit and Incubators
MRI Machine
Telehealth services
Reception & Waiting Area for Clinical and Radiation Oncology

RECOGNITIONS IN 2025

Pakistan Banking Association
Winner: Best Bank for Digital Excellence: 2024
Winner: Best Bank for Customer Engagement: 2024

PSX Top 25 Companies Award
Ranked amongst the Top 10 Companies on the Pakistan Stock Exchange (PSX) in 2025

South Asian Federation of Accountants
Winner: Gold – Best Presented Annual Report across South Asia
Winner: Gold Award SAARC Anniversary Award for Corporate Governance

Annual Report Awards (BCR & BSR)
Awarded by the Institute of Chartered Accountants of Pakistan (ICAP) & Institute of Cost and Management Accountants of Pakistan (ICMAP)
Winner: Best Corporate Report: First Position in the banking category
Winner: Best Corporate Report: First Position across industries
Merit Certificate: Sustainability Reporting

Annual CFA Pakistan Excellence Awards
Winner: Best Investors Relations 2024 –Financial Institutions for Financial institutions for 12th successive years
Winner: Best ESG Reporting Award of the Year 2024 – Financial Institutions for 3rd successive years
Winner: Transaction of the Year Award 2024
First Runner Up: Recognizing Gender Diversity of the Workplace Award 2025- Banks
First Runner Up: Best Digital Banking Services Award of the Year 2024- Commercial Banks

SBP Pakistan Financial Literacy Week 2025
Winner: Digital Innovation in Financial Inclusion Award

14th Annual Corporate Social Responsibility Awards
Winner: Crisis Disaster Assistance
Winner: Community Impact
Winner: Sustainability Initiatives
Winner: Employee Health & Safety Programme
Winner: Green Environment Stewardship

National Forum for Environment & Health
Annual Environmental Excellence Award efforts for stewardship in sustainable future.

Global Islamic Finance Awards (GIFA)
Winner: Best Bank for Islamic Window Business
Winner: Best Bank for Shariah Assurance

Global Diversity, Equity and Inclusion Awards (GDEIB) 2025
Winner: Most Inclusive Organisation
Won Best Practices in all 15 GDEIB Categories

Pakistan Business Council (PBC) & International Finance Corporation (IFC)
Top 10 Organisation - Employer of Choice Awards for Gender Diversity

Pakistan Digital Award
Winner: Best Payment Solution Provider
Winner: Best Global Reach

OPPO Annual Sales Conference
Winner: Best Digital Banking Platform- AlfaMall

Annual Trade and Supply Chain Finance Program (TSCFP) Awards
Winner: Trade Deal of the Year- Issuing Bank

Global Digital Awards
Winner: Best E-Commerce Platform- AlfaMall

Pakistan Remittance Summit
Winner: 2nd Largest Remittance Bank

Deutsche Bank Client Excellence Award
Winner: Institutional Cash & Trade Finance 2024

Gender Diversity Awards
Awarded by the International Finance Corporation (IFC) and the Pakistan Business Council (PBC)
Ranked Top 6th among Pakistan's Top Organisations

Dragon Awards
Silver Dragon Winner: Bank Alfalah Tap & Pay

WWF Pakistan
Bank Alfalah Head Office is awarded as certified 'Green Office Building'

EFP - Women Empowerment & Gender Equality Recognition Awards
Diamond Award

Shaukat Khanum Memorial Cancer Hospital and Research Centre
Received Shaukat Khanum Social Responsibility Award for Collaboration and CSR Initiatives

The Professional Network in collaboration with UNEP (United Nations Environment Programme) and UNGC (United Nations Global Compact)
Bank Alfalah Wins at the 11th International Environment, Health & Safety Awards

Risks

Key Business Risks

Credit Risk	▪ The possibility of monetary loss to financial institutions arising due to the inability or unwillingness of a counterparty to perform a commitment as per the agreed terms and conditions, among other things, on account of lending, trading, hedging, settlement, and other financial transactions.
Operational Risk	▪ The risk of loss resulting from inadequate internal processes, people and systems, or from external events including legal risks. This excludes strategic and reputational risk.
Market Risk	▪ The risk arising from changes in the value of on and off-balance sheet positions of the Bank due to adverse movements in market rates or prices such as interest rates, foreign exchange rates, equity prices, credit spreads and commodity prices, resulting in a loss to earnings and capital. Due to the external nature of the risk, and given the prevalent macro-economic environment, the likelihood of adverse price movements is currently high. However, stringent controls are in place to mitigate any material impact on profitability and capital. This risk includes Interest rate risk, Equity price risk, Foreign Exchange risk and Commodity risk.
Liquidity Risk	▪ The risk to the Bank's earnings, capital and reputation arising from its inability (real or perceived) to meet its contractual obligations promptly without incurring unacceptable losses when they become due.
Environmental and Social Risk	▪ Actual or potential threats of adverse effects on the environment and living organism by effluents, emissions, wastes, chemical releases, and resource depletion, arising out of the Bank's or its clients' operational activities.
Information Security Risk	▪ It is the risk of damage that may be caused by internal or external threats, such as unauthorised access to critical financial data, sensitive customer information, non-availability of critical services, impersonating clients and theft or alteration of information, while performing financial transactions, and loss of the Bank's sensitive electronic data and IT systems.
Country Risk	▪ It refers to the possibility that economic and political conditions, or an event in a foreign country, could adversely impact the Bank's exposure in that country. The Bank is engaged in international lending and has cross-border exposures, and is exposed to country risk, in addition to the customary credit, market, and investment risk.

The Bank has an effective and robust risk management framework in place to continuously monitor and control key business risks.

Headwinds 2026

Risks of macro-economic instability from commodity and energy price shocks impact depends on duration of conflict.

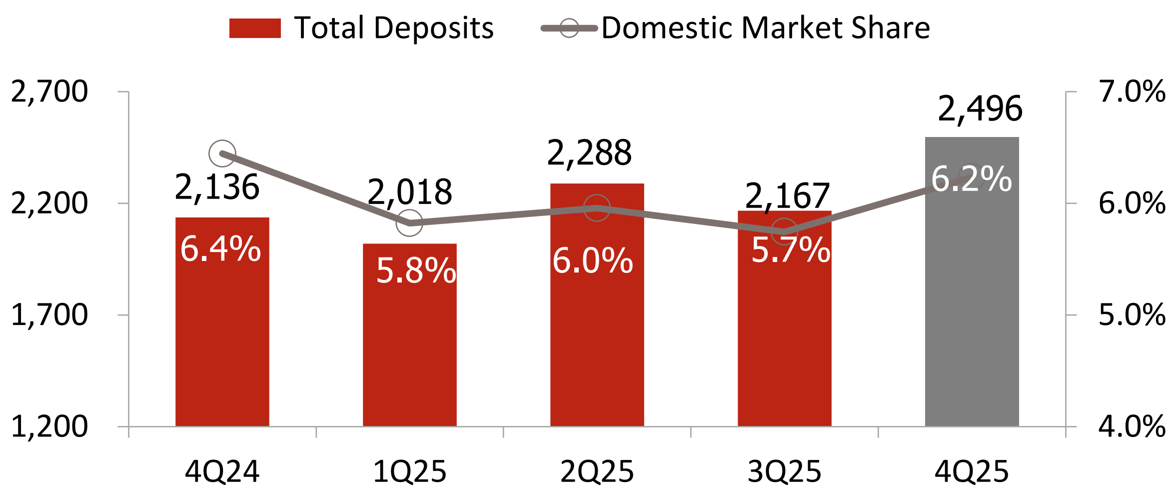
Wars	▪ **US-Israel and Iran war** entering 5th week; heavy losses reported in Iran which continues to launch attack on Israel and US installations in GCC. ▪ **Pakistani military** engaged against Taliban in **Afghanistan** in response to terrorist attacks in the country.
Inflation	▪ Inflation expected to rebound. ▪ Impact from increase in **diesel prices** on domestic transportation and **energy prices.** ▪ Gas supply shortages / rising prices may constrain **fertilizer production**, leading to lower agricultural yields, heightened **food inflation**. ▪ Import **shipping costs** to increase owing to higher insurance, longer route.
Oil Prices	▪ Pressure **on oil prices** after Strait of Hormuz closure and attacks on oil / gas refineries / storage; trading above USD 100 pb.
Exchange rate	▪ If commodity prices remain elevated for a sustained period, then potentially a higher CA deficit can exert pressure on exchange rate.
Interest rates	▪ If war in middle east continues and oil prices remain elevated for sustained period, then there is a possibility of interest rate hike. ▪ Bank has significantly reduced its interest rate risk position to take benefit of interest rate movement. It has reduced a part of its fixed interest rate and credit risk positions.
Trade	▪ **Supply chain disruption**, cost of production higher due to elevated energy prices / logistics cost ▪ Prolonged conflict could also **dampen export demand** as international trade slackens. ▪ **Import restrictions** placed on non-essential luxury items to protect CA deficit will adversely impact bank's commission income and deposit volumes. ▪ Pressure on **commodity export** (e.g. rice) in war effected regions.
Remittances	▪ Any **disruption to economic activity in GCC** (more than 50% share in remittance) could affect foreign exchange inflows.
Equity Market	▪ Index **already down by ~25%** from peak owing to regional conflicts, higher inflation, lower corporate earnings, expectation of interest rate hike.

Bank Alfalah

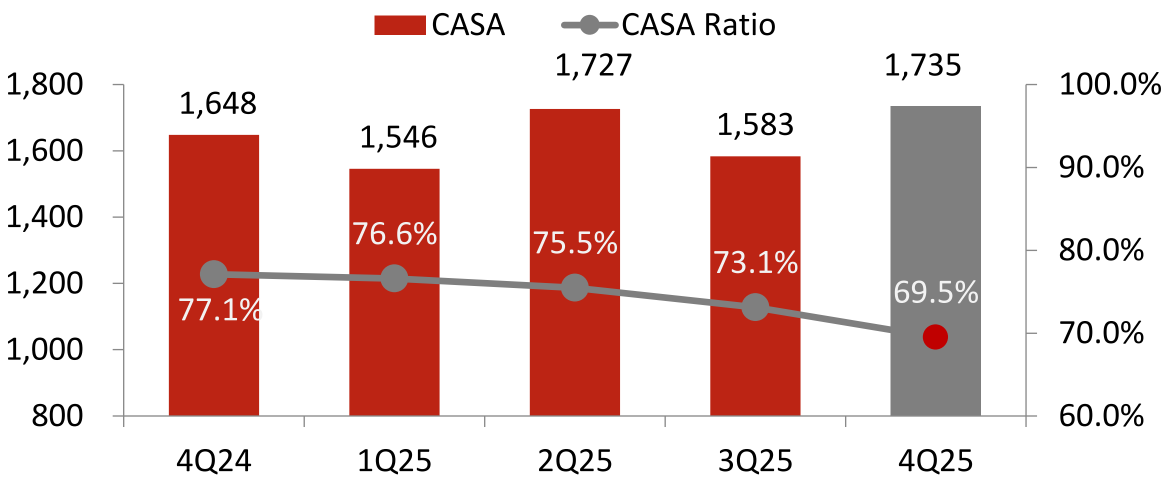
Trends Analysis

Trends Analysis
Quarterly Financial Snapshot

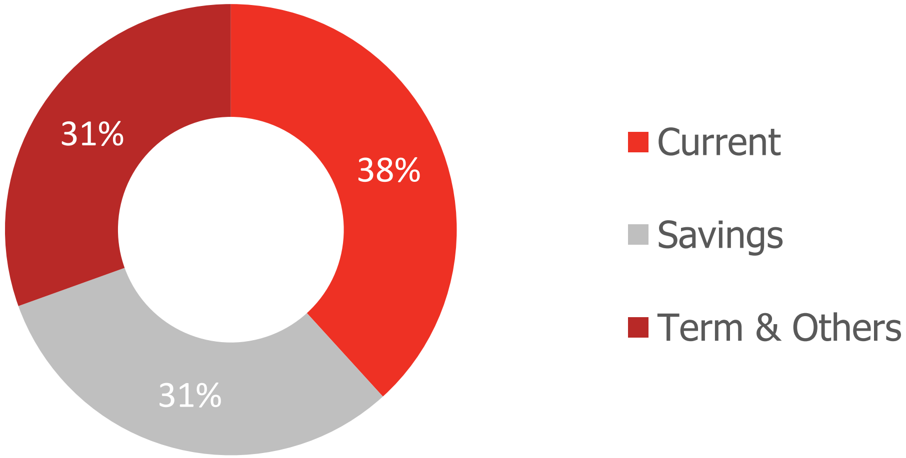
Deposits (PKR Bn) – Domestic Market Share at 6.2% (EOP)



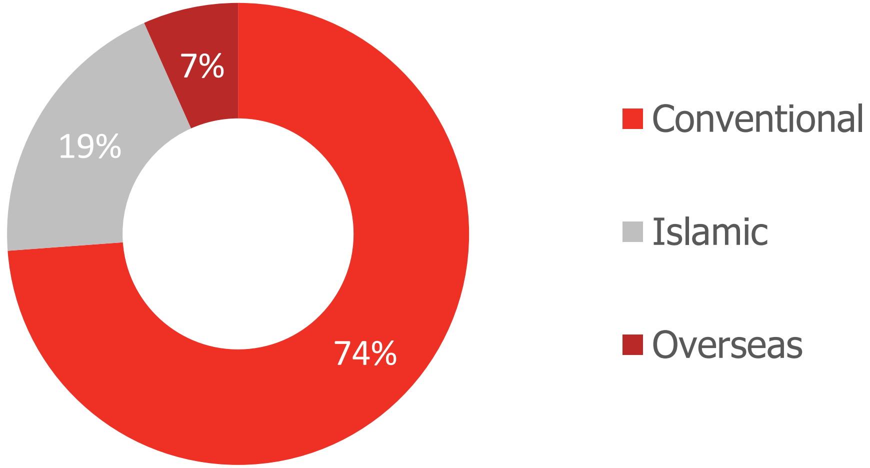
CASA Deposits (PKR Bn) – CASA Ratio at 69.5%



Deposit Mix



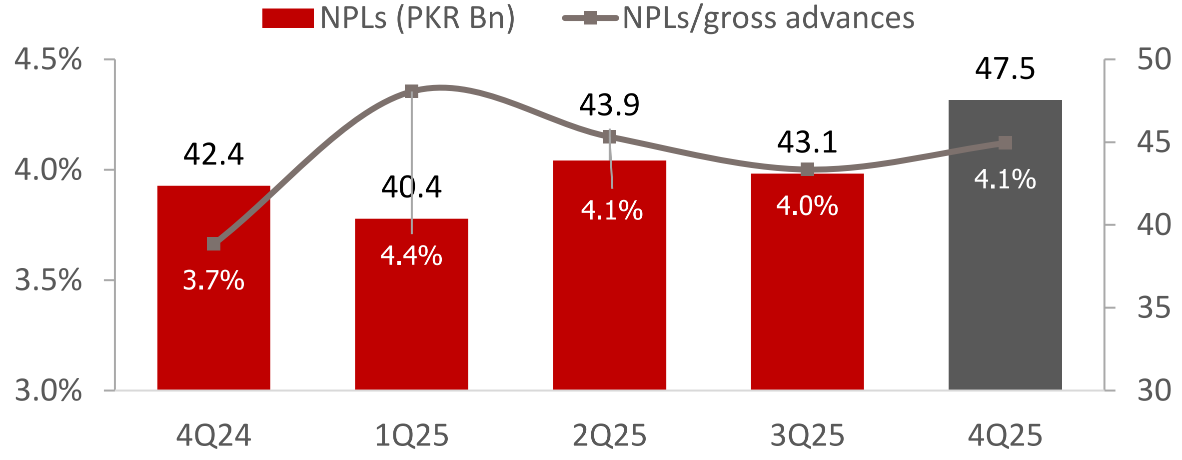
Deposits Composition



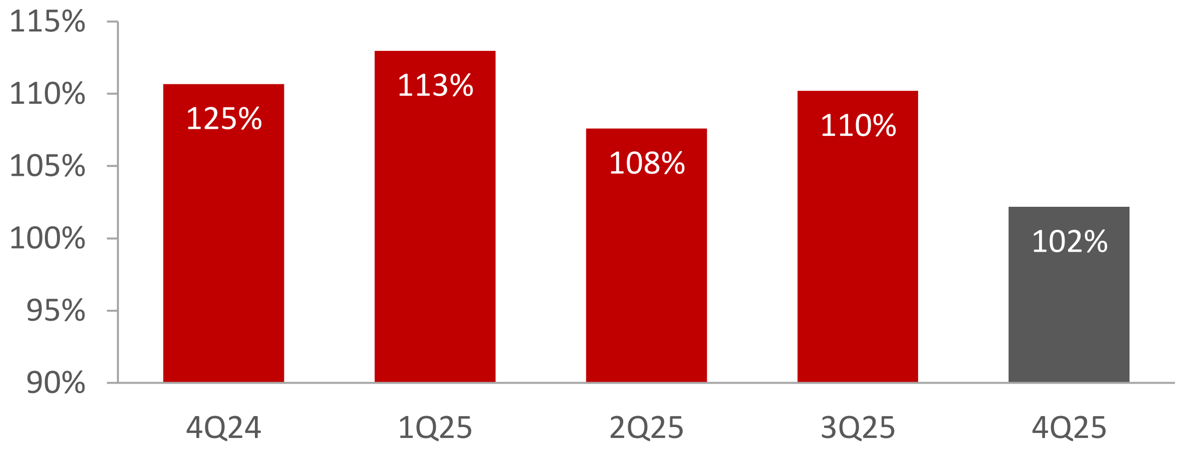
Trends Analysis

Quarterly Advances & Asset quality trends

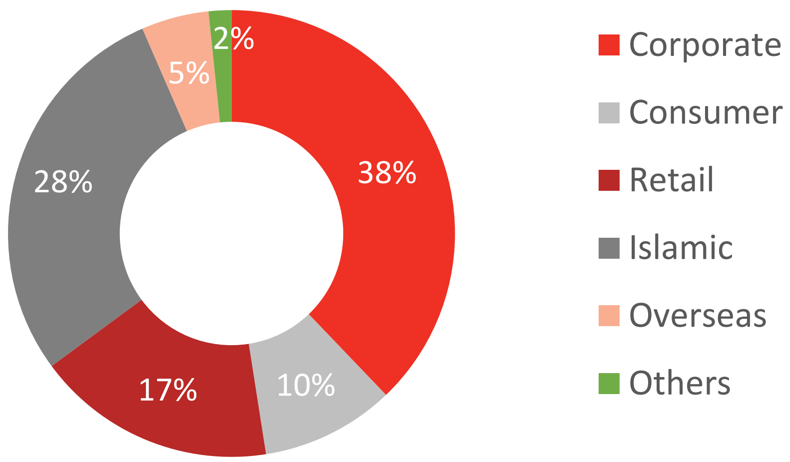
Infection Ratio at 4.1%



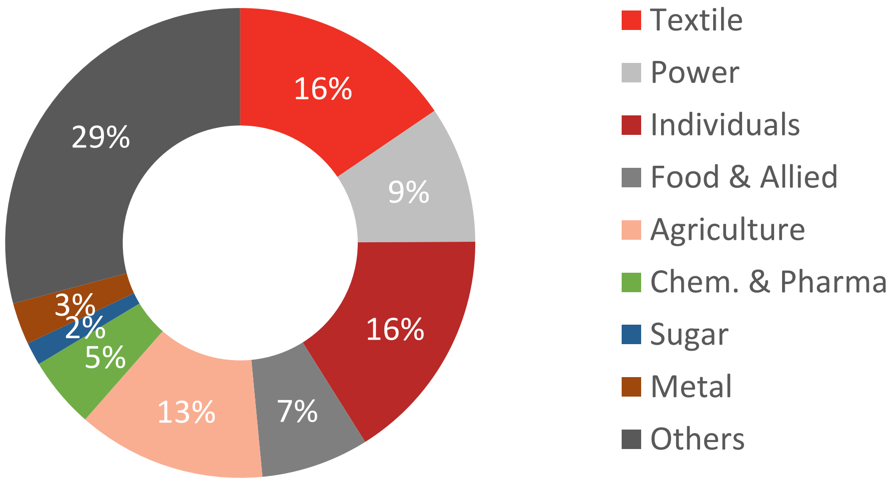
Coverage comfortable at 102%



Performing Advances composition



Advances concentration (Dec 2025)



Islamic book comprises of 51% corporate, 24% Commodity, 15% consumer loans & 10% others

Trends Analysis

Balance Sheet

Amounts in PKR Mn	2020	2021	2022	2023	2024	2025	5yr CAGR
Cash & Bal. With Treasury Bank	99,348	105,606	140,613	202,692	227,824	227,463	18.0%
Balances With Other Banks	6,234	9,783	9,485	16,618	18,470	24,110	31.1%
Lending to FIs	77,306	35,982	115,354	119,554	100,998	19,674	-23.9%
Advances (Net)	577,316	673,881	732,375	735,052	1,109,376	1,104,924	13.9%
Investments (Net)	547,090	809,214	1,114,407	2,067,263	1,991,232	2,173,447	31.8%
Fixed & Other Assets	77,580	99,856	140,963	204,738	262,306	280,310	29.3%
Total Assets	**1,384,874**	**1,734,321**	**2,253,197**	**3,345,917**	**3,710,206**	**3,829,927**	**22.6%**
Deposits	881,767	1,139,045	1,486,845	2,084,997	2,136,913	2,496,208	23.1%
Subordinated Loans	7,000	7,000	14,000	14,000	14,000	14,000	14.9%
Borrowings	314,960	383,809	491,180	909,543	1,141,886	832,128	21.4%
Bills Payable & Other Liabilities	90,129	104,465	161,157	199,453	239,295	290,079	26.3%
Total Liabilities	**1,293,856**	**1,634,319**	**2,153,182**	**3,207,994**	**3,532,094**	**3,632,415**	**22.9%**
Paid - up Capital	17,772	17,772	15,772	15,772	15,772	15,772	-2.4%
Reserves & Retained Profit	62,737	70,790	79,384	110,883	128,562	138,537	17.2%
Revaluation Surplus	10,509	11,441	4,859	11,268	33,779	43,204	32.7%
Total Equity	**91,017**	**100,003**	**100,015**	**137,923**	**178,112**	**197,512**	**16.8%**

Trends Analysis

Profit & Loss

Amounts in PKR Mn	2020	2021	2022	2023	2024	2025	5yr CAGR
Interest Income	92,616	100,402	214,054	411,948	506,898	356,932	31.0%
Interest Expenses	47,911	54,134	136,812	285,877	380,081	221,082	35.8%
Net Int. Income	**44,705**	**46,268**	**77,242**	**126,070**	**126,818**	**135,850**	**24.9%**
Non-Int. Income	12,795	16,254	21,883	28,758	44,414	47,513	30.0%
Total Income	**57,499**	**62,522**	**99,126**	**154,828**	**171,232**	**183,362**	**26.1%**
Admin expenses	31,443	36,316	49,562	65,197	84,369	116,243	29.9%
Other charges	589	524	935	1,994	1,918	1,473	20.1%
Non int. expense	32,032	36,840	50,497	67,191	86,288	117,717	29.7%
Profit before provisions	**25,468**	**25,682**	**48,629**	**87,637**	**84,944**	**65,646**	**20.8%**
Provisions	7,589	2,312	12,468	9,462	1,849	3,310	-15.3%
Profit before tax	**17,878**	**23,370**	**36,160**	**78,175**	**83,095**	**62,336**	**28.4%**
Taxation	**7,403**	**9,154**	**17,954**	**41,719**	**44,777**	**33,998**	**35.6%**
Profit after Tax	**10,475**	**14,217**	**18,206**	**36,456**	**38,318**	**28,337**	**22.0%**
EPS (PKR) *	6.64	9.01	11.54	23.12	24.30	17.97	
Dividend (% of Par value)	40%	40%	50%	80%	85%	105%	

* EPS is calculated using current number of the shares

Trends Analysis

Key Ratios

	2020	2021	2022	2023	2024	2025
Capital Adequacy Ratio (Tier - I)	12.7%	11.1%	11.1%	13.1%	14.0%	12.3%
Capital Adequacy Ratio Total	16.5%	14.4%	13.8%	16.7%	18.0%	15.9%
Net Interest Margins	4.3%	3.4%	4.2%	5.4%	4.4%	4.6%
Admin Cost to Income Ratio	54.7%	58.1%	50.0%	41.8%	49.3%	63.4%
Non - Interest Income as % of Total Income	22.3%	26.3%	22.1%	18.2%	26.0%	25.9%
Advance to Deposit Ratio (ADR) - Gross	68.1%	61.4%	51.5%	37.3%	54.1%	46.2%
YoY Deposit Growth	12.7%	29.2%	30.5%	40.2%	2.5%	16.8%
YoY Net Advances Growth	12.9%	16.7%	8.7%	0.4%	50.9%	-0.4%
YoY Investments Growth	82.9%	47.9%	37.7%	85.5%	-3.7%	9.2%
Current Deposits Ratio	44.7%	44.0%	44.5%	37.9%	38.2%	38.2%
CASA Ratio	77.9%	76.9%	71.7%	69.3%	77.1%	69.5%
NPL Ratio	4.3%	3.5%	4.0%	4.8%	3.7%	4.1%
Coverage Ratio	91.2%	101.9%	107.6%	112.2%	110.7%	102.2%
ROA	0.9%	1.0%	0.9%	1.3%	1.2%	0.8%
ROE Excluding Reval. Surplus	13.2%	17.1%	19.5%	32.5%	28.5%	18.4%
ROE Including Reval. Surplus	11.5%	15.3%	18.2%	31.7%	24.8%	15.2%
BVPS (Incl. Reval.)	57.71	63.41	63.41	87.45	112.93	125.23

Stock Market Related Data

Bloomberg Code	BAFL PA
Reuters Code	BAFL.KA
Shares Outstanding (Mn)	1,577.17
Market Capitalization (PKR Mn)**	170,177
Market Capitalization (USD Mn)*	610
Average Daily Turnover (Mn shares) - 12M	3.13
Average Daily Turnover (USD Mn) - 12M	1.08
Current Stock Price** (PKR)	107.90
High / Low** (PKR) - 12M	135.62 / 67.49

*Using PKR / USD parity of PKR 279.17

**Stock Price as of March 27, 2026

Question & Answer Session

Disclaimer

This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates and projections as they are currently available to the management of Bank Alfalah Limited.

Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement

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Bank Alfalah

Thank You