

# Corporate Briefing Session

For the year ended December 31, 2024 held on Friday 28 March 2025 at 12:00 Noon at  
Registered office K-4/3 & 4/4 Ch. Khaliq-uz-Zaman Road Gizri Karachi

# Company Profile

## Company Profile:

### Board of Director:

- Mr. M.A Shahid – Chairman/Director
- Mr. Imad Mohammad Tahir – Director
- Mr. Muhammad Asghar – Director
- Mr. M. Saleem Shaikh – Director
- Ms. Sultana Naheed -Independent Director
- Mr. Shahid Hassan – Director
- Mr. Abdul Aziz Khan – Independent Director
- Mr. Jamil Ahmed khan – Director

### Corporate Information:

- **Acting President/Chief Executive:**  
Mr. Nazish Ali
- **Company Secretary:**  
Mr. Noshad Ahmad
- **Chief Financial Officer:**  
Mr. Mansoor Ahmad
- **Auditors:**  
RSM Avais Hyder Liaquat Nauman *Chartered Accountant*
- **Legal Advisor:**  
Mumtaz Najam Law Chambers
- **Tax Consultant:**  
Grant Thornton Pakistan

## Company Profile:

### Background:

- Incorporated in May 2003 as a Public Limited Company
- Certificate of commencement of business was granted in December 28, 2004
- Started operations on January 01, 2005
- The Bank operate at national level in Pakistan
- Principal business is to provide microfinance services to poor and underserved segment of the society
- The Bank has 72 Business locations (Branches: 71 and Service Centers: 1)
- Registered office is situated at K-4/3 & 4/4 Ch. Khaliq-uz-Zaman Road Gizri Karachi
- Head office is situated at 23/A Sunderdas Road Zaman Park, Lahore

## Company Profile:

### Credit Rating:

The long-term rating of the Bank is “BBB-” (Triple B negative) and the short-term rating is “A4” (A Four) with a “Negative” future outlook as determined by The Pakistan Credit Rating Agency Ltd. (PACRA) in their statement issued on July 26, 2024.

### Major Loans Products:

- Apna Agri Loan
- Apna Gold
- Apna Pension Loan
- Apna Business Loan
- Apna Sawari 4 Wheeler
- Apna Sawari Deals
- Apna Salary Loan
- Apna Tractor Loan
- Apna House Loan
- Apna Live Stock Loan

### Branch Network:

- Punjab
- Sindh
- Baluchistan
- KPK
- Gilgit Baltistan
- Azad Jammu Kashmir
- Islamabad

# **ABOUT APNA MICROFINANCE BANK LIMITED (AMBL)**

## Introduction:

Apna Microfinance Bank Limited is managed by group of highly experienced bankers. We are committed to providing specialized financial services to the less privileged, marginalized and poor segments of society. We support economic empowerment of women & micro-entrepreneurs in the Agri and Micro enterprises in rural areas of Pakistan. The Bank has been operating at national level

in Pakistan.

Our main focus is to provide personalized services to the poor segment of the society through our dedicated products aimed at changing their life-style by entering them in micro-entrepreneurship at the lowest mark-up rate in the market



# FINANCIAL HIGHLIGHTS



## Financial Performance:

- The Bank has incurred loss for the year amounting to Rs. 3,100 million and, its accumulated loss was Rs. 14,284 million (2023: Rs. 10,973 million).
- This has resulted in negative net assets amounting to Rs. 9,433 million as at December 31<sup>st</sup> 2024.
- The Bank has been non-compliant with Minimum Capital Requirements (MCR) and Capital Adequacy Ratio (CAR) requirements of Prudential Regulations for Microfinance Banks, 2014.

## Strategic Plan:

The management has developed and is implementing a multi-faceted plan to overcome the financial and operational difficulties faced by the Bank. Salient features of the same are as under:

### ❖ **Commitment by the Sponsors and Injection of Further Equity:**

The Sponsors have demonstrated their unwavering commitment to rescuing the Bank from its current difficulties. They have injected funds of Rs. 500 Million during the year & Rs. 500 million subsequently, in shape of share deposit money. This funding will enable the bank to meet its maturing commitments but also empower it to expand its advances portfolio, leading to increased markup income and improved financial position.

### ❖ **Increasing Secured Advances Portfolio**

The Bank is prioritizing the expansion of its secured advances portfolio. Significant growth in our advance's portfolio will enable the Bank to significantly increase its markup income, covering markup costs and other expenses, and ultimately improving financial position of the Bank. 9

### ❖ **Recovery of Non-Performing Advances**

The non-performing advances were largely a consequence of the unprecedented economic downturn following the Covid-19 pandemic. As substantial provisions has already been made, therefore, significant additional provisions are not expected in future periods and recovery of such advances will improve the financial condition of the Bank. Management is proactively pursuing the recovery of such advances, and have recovered Rs. 330.22 million in principal from these loans in year 2024 and has also made recovery of Rs. 60.02 million subsequently. These recoveries also enable the Bank to further expand its secured advances portfolio by utilizing these recovered funds.

### ❖ Reducing Cost of Deposits

Due to reduction in policy rate by Government, the cost of deposit (COD) of the Bank has been reduced, however, its impact will be reflected in future periods. The management is also proactively implementing strategies to attract a higher volume of corporate customer deposits into current accounts, offering competitive incentives and introducing innovative products. This approach is expected to yield a significant increase in current accounts in future and hence, reduction a further reduction in the cost of deposits, leading to a positive impact on the Bank's overall financial performance and profitability.

### ❖ Optimization of Operations and Reduction of Costs

The Bank is implementing strategic measures to optimize its branch operations, including the closure of non-productive and non-strategic branches, to effectively control costs. As a result, 34 branches have been closed during the year. Additionally, the management is focused on streamlining administrative expenses without compromising the Bank's operational efficiency. These initiatives are expected to have a positive impact on the Bank's financial performance, enhancing its overall profitability.

## Strategic Plan:

The management believes that the results of the measures being taken by the management will start reflecting their positive impact from next year onwards. The management is confident that with the implementation of its plan, it will be able to overcome all adverse financial and operational factors and the Bank will be able to continue as a going concern.

**BALANCE SHEET:**

	2024	2023
	Rupees	Rupees
<b>ASSETS</b>		
Cash and balances with treasury banks	1,645,885,474	2,003,589,450
Balances with other MFBs/Banks/NBFIs	2,067,975,843	2,388,034,342
Investments	1,873,476,171	1,253,744,740
Advances	8,195,981,631	7,613,667,085
Property and equipment	557,130,528	651,620,338
Right-of-use assets	421,806,211	404,201,211
Intangible assets	148,345,561	157,473,033
Deferred tax asset	1,700,000,000	1,700,000,000
Other assets	835,018,111	847,272,411
<b>Total Assets</b>	<b>17,445,619,530</b>	<b>17,019,602,610</b>
<b>LIABILITIES</b>		
Bills payable - in Pakistan	69,677,100	76,870,384
Deposits and other accounts	25,674,402,711	22,449,764,944
Lease liabilities	582,357,105	510,706,239
Other liabilities	551,887,100	623,063,098
Total liabilities	26,878,324,016	23,660,404,665
<b>NET ASSETS</b>	<b>(9,432,704,486)</b>	<b>(6,640,802,055)</b>
<b>REPRESENTED BY:</b>		
Share capital	4,289,849,620	4,289,849,620
Discount on issue of shares	(1,335,963,831)	(1,335,963,831)
Share deposit money	1,850,390,279	1,350,390,279
Statutory reserve	22,078,496	22,078,496
Depositors' protection fund	5,519,624	5,519,624
Fair value reserve on investments	19,027,605	-
Accumulated loss	(14,283,606,279)	(10,972,676,243)
<b>Total Capital</b>	<b>(9,432,704,486)</b>	<b>(6,640,802,055)</b>

## PROFIT AND LOSS ACCOUNT

	2024 Rupees	2023 Rupees
Mark-up / Return / Interest Earned	2,808,827,545	2,526,908,227
Mark-up / Return / Interest Expensed	(3,994,479,994)	(2,731,115,695)
<b>Net mark-up/Interest loss</b>	<b>(1,185,652,449)</b>	<b>(204,207,468)</b>
<b>NON MARK-UP/NON INTEREST INCOME</b>		
Fee and commission income	223,280,094	154,042,505
Other Income	64,536,432	58,027,559
<b>Total non mark-up/non interest Income</b>	<b>287,816,526</b>	<b>212,070,064</b>
<b>Net (Loss) / income</b>	<b>(897,835,923)</b>	<b>7,862,596</b>
<b>NON MARK-UP/NON INTEREST EXPENSES</b>		
Operating expenses	(2,199,224,062)	(2,261,434,587)
Other charges	(909,617)	(1,728,946)
<b>Total non mark-up/non interest expenses</b>	<b>(2,200,133,679)</b>	<b>(2,263,163,533)</b>
<b>Loss before credit loss allowance</b>	<b>(3,097,969,602)</b>	<b>(2,255,300,937)</b>
Credit loss allowance and write offs - net	35,371,869	(1,305,003,940)
Loss before levy and taxation	(3,062,597,733)	(3,560,304,877)
Minimum tax differential - levy	(37,394,419)	(33,511,884)
<b>Loss for the year before taxation</b>	<b>(3,099,992,152)</b>	<b>(3,593,816,761)</b>
<b>Provision for taxation</b>		
- Current	-	-
- Deferred	-	-
	-	-
<b>Loss for the year</b>	<b>(3,099,992,152)</b>	<b>(3,593,816,761)</b>

# QUESTION & ANSWER SESSION

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