



## Investor Presentation

Performance Highlights & Outlooks – June 2025

United Bank Limited



# Overview of UBL Group - We are one of the Largest and most Profitable Banks in Pakistan



**Full service financial house with Asset Management, Insurance and Currency Exchange Services**

**60 YEARS** More than **65 years** of successful operational history

**Highly experienced senior management team with diversified experience of large local and global banking institutions**



**Consistently delivered ROE growth with strong dividend yields**



**Leader in Digital Banking** in Pakistan with **over 5 Mn** customers served through a state of the art Mobile App



Operational presence through offices in **UAE, Qatar, Bahrain**



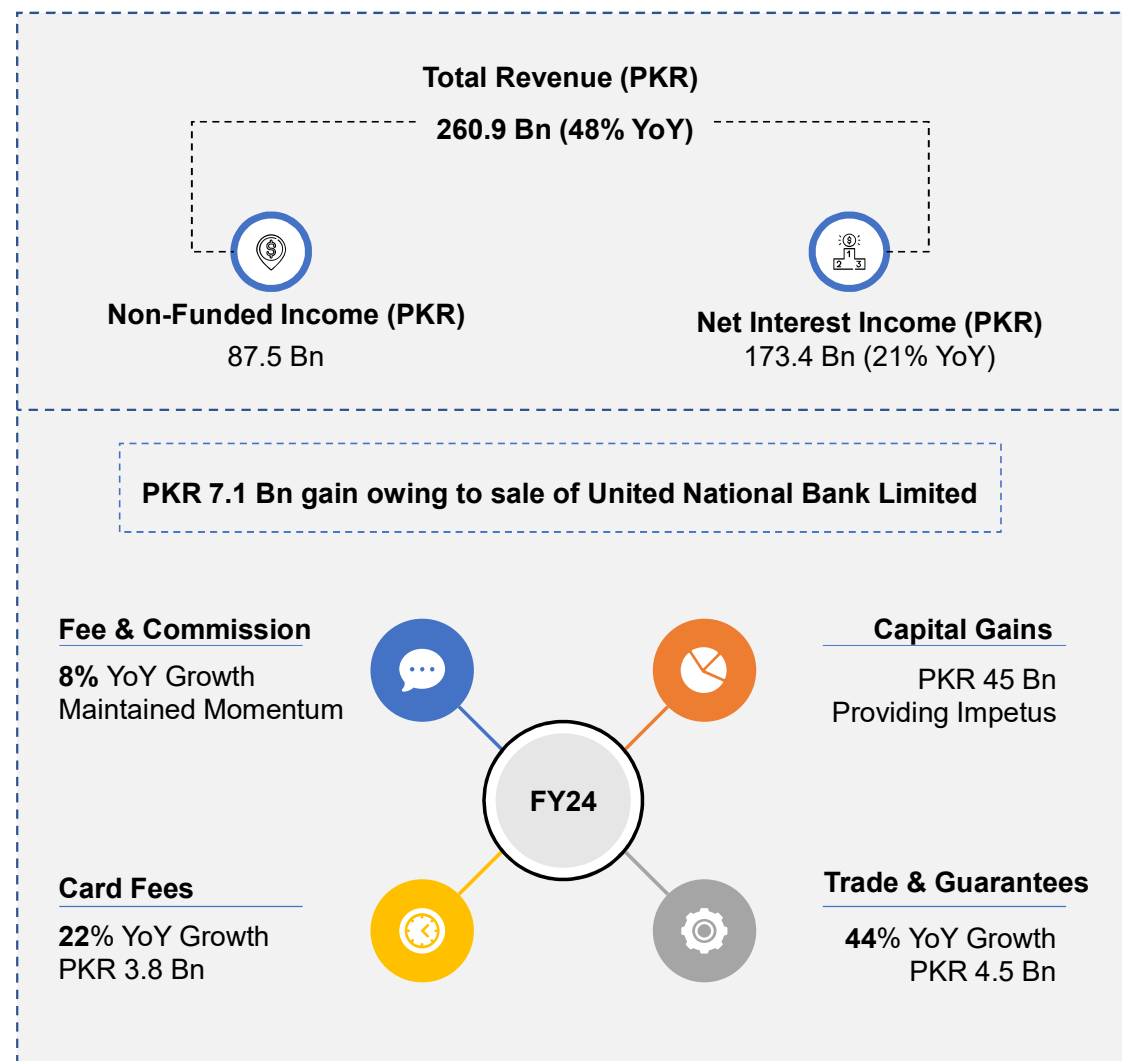
One of the largest networks with **1,785 branches**, including **678 Islamic branches** & **598 windows**



**Market leader in Home Remittances** with **USD 8 bln+** inflows in **FY'25** and **USD 1.3 bln+** RDA flows to date

Income Statement	Rs in bln		Var %
	FY'23	FY'24	
Interest Earned	521.4	1,084.6	108%
Interest Expensed	(378.5)	(911.2)	-141%
<b>Net Interest Income</b>	<b>142.9</b>	<b>173.4</b>	<b>21%</b>
<b>Non Interest Income</b>	<b>33.2</b>	<b>87.5</b>	<b>163%</b>
<b>Total Revenue</b>	<b>176.1</b>	<b>260.9</b>	<b>48%</b>
Operating expenses	(64.3)	(94.8)	-47%
<b>Total Expenses</b>	<b>(66.7)</b>	<b>(98.0)</b>	<b>-47%</b>
<b>Pre Prov. Operating Profit</b>	<b>109.4</b>	<b>162.9</b>	<b>49%</b>
Provision Exp./Other writeoffs	(1.3)	(12.8)	882%
<b>Profit Before Tax</b>	<b>108.1</b>	<b>150.2</b>	<b>39%</b>
<b>Profit After Tax</b>	<b>53.2</b>	<b>80.5</b>	<b>51%</b>
<b>Effective Tax Rate</b>	<b>50.8%</b>	<b>46.4%</b>	<b>9%</b>
<b>Earnings Per Share (EPS)</b>	<b>21.2</b>	<b>32.2</b>	<b>51%</b>

EPS adjusted for share split impact



Balance Sheet	Rs in bln		Var %
	Dec'23	Dec'24	
Advances	614	1,443	135%
Investments	4,385	5,887	34%
FI Lendings	34	18	-46%
Others	542	714	32%
<b>Total Assets</b>	<b>5,575</b>	<b>8,063</b>	<b>45%</b>
Deposits	2,351	2,640	12%
Borrowings	2,815	4,855	72%
Subordinated Debts	10	10	0%
Others	146	241	65%
<b>Total Liabilities</b>	<b>5,322</b>	<b>7,747</b>	<b>46%</b>
<b>Net Assets</b>	<b>253</b>	<b>316</b>	<b>25%</b>
Share Capital	12	12	0%
Reserves	108	115	6%
Unappropriated Profit	90	112	24%
Surplus on reval. of Assets	42	77	84%
<b>Total Equity including Surplus</b>	<b>253</b>	<b>316</b>	<b>25%</b>

### Deposit Growth

- **Deposits at PKR 2.6 Tln**, up **12%** compared to **Dec'23**
- **Current accounts up 38%**, **savings down 4%** compared to **Dec'23**
- Current to total deposits ratio is **60%** (Dec'23: 49%)
- **CASA** ratio levels at **94%** (Dec'23 : **88%**)

### Corporate Bank Lending continuing with strong asset quality

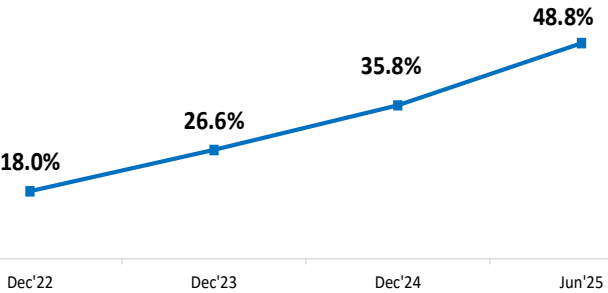
- **Domestic performing advances at PKR 1,129 Bn** (Dec'23: PKR 493 Bn)
- **Domestic infection ratio improving to 2.2% in Dec'24** (Dec '23: 4.7%)

### Investments portfolio position bolstering top line performance

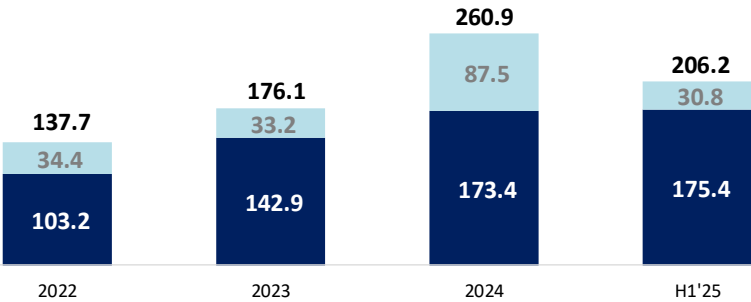
- Overall **investments portfolio** increased by **34%** to **PKR 5.9 Tln**
- Well **diversified** portfolio of **fixed and floating rate investments**

# 1H25 Performance – Strong revenue Build-up Driven by Core Deposits & Investment Strategy

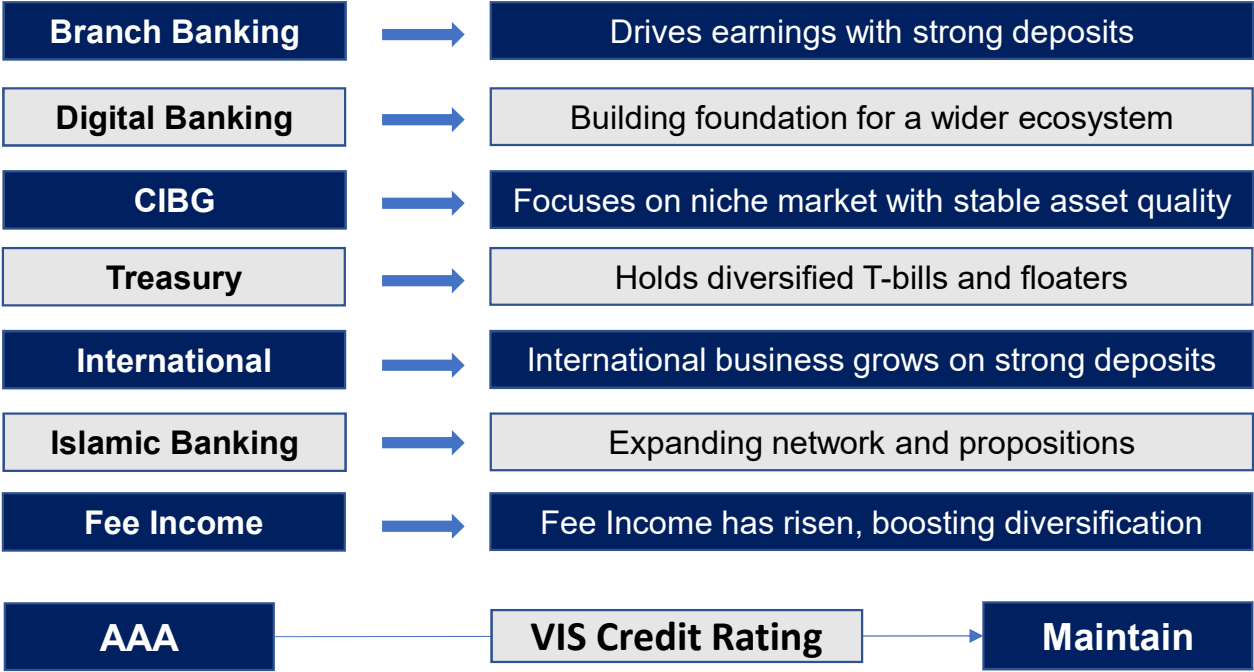
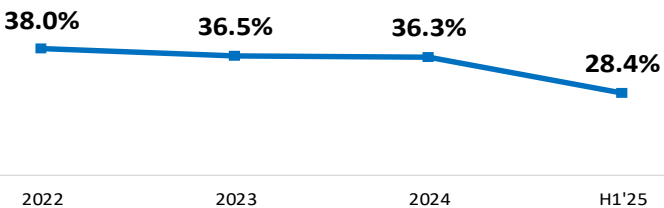
## ROE



## Revenue (YoY PKR Bn)



## Cost to Income Ratio

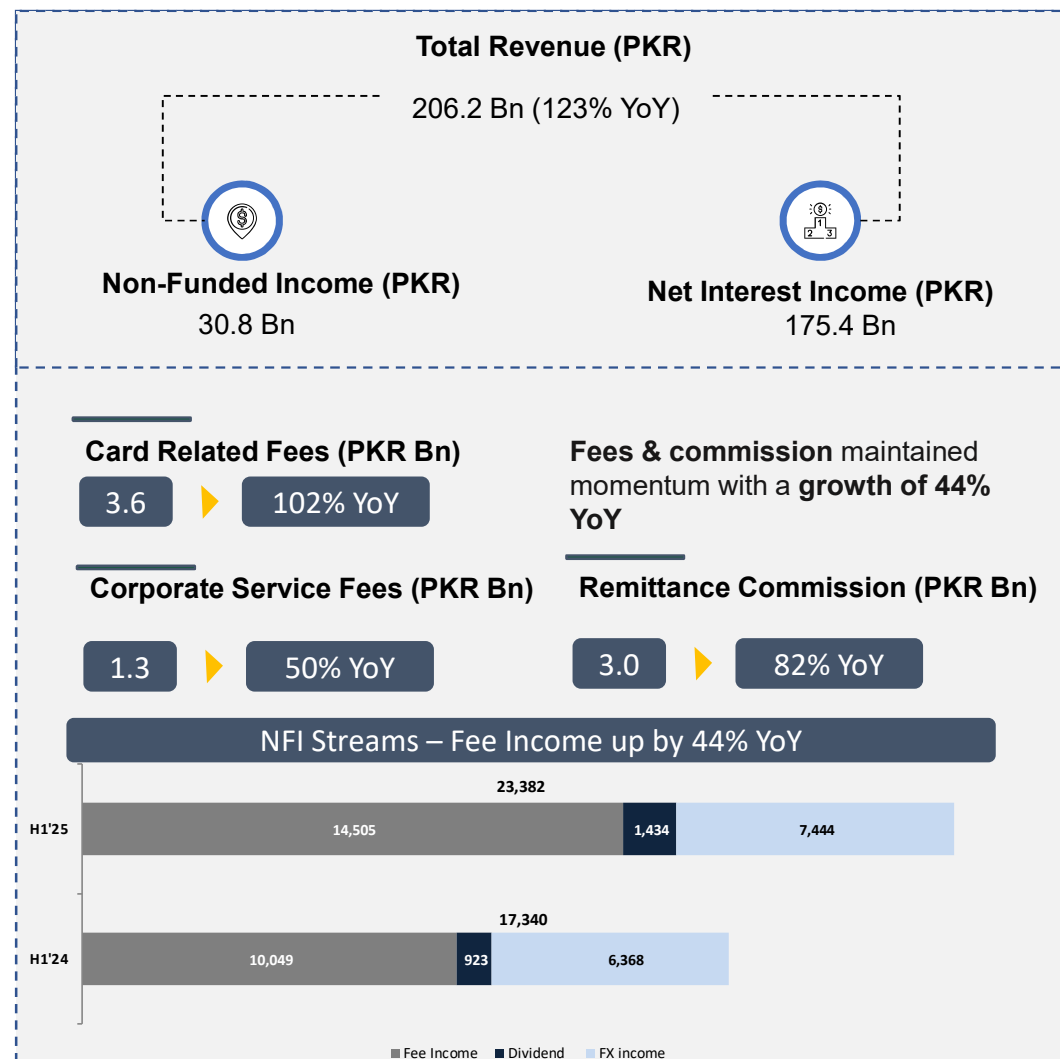


PBT	148.7B	▲	158% YoY	CAR	23.1%	▲	10.6% above Minimum level
PAT	63.8B	▲	117% YoY	EPS	25.7	▲	114% YoY
ROE		48.8%	▲	2063 YoY bps			

# 1H25 Results – Standalone

Income Statement	Rs in bln		Var %
	H1'24	H1'25	
Interest Earned	515.2	564.0	9%
Interest Expensed	(461.5)	(388.6)	16%
<b>Net Interest Income</b>	<b>53.6</b>	<b>175.4</b>	<b>227%</b>
<b>Non Interest Income</b>	<b>38.7</b>	<b>30.8</b>	<b>-21%</b>
<b>Total Revenue</b>	<b>92.3</b>	<b>206.2</b>	<b>123%</b>
Operating expenses	35.8	58.5	64%
<b>Total Expenses</b>	<b>37.0</b>	<b>61.4</b>	<b>66%</b>
<b>Pre Prov. Operating Profit</b>	<b>55.3</b>	<b>144.8</b>	<b>162%</b>
Provision Exp./Other writeoffs	2.4	3.9	-64%
<b>Profit Before Tax</b>	<b>57.7</b>	<b>148.7</b>	<b>158%</b>
<b>Profit After Tax</b>	<b>29.4</b>	<b>63.8</b>	<b>117%</b>
<b>Effective Tax Rate</b>	<b>49.0%</b>	<b>57.1%</b>	<b>-17%</b>
<b>Earnings Per Share (EPS)</b>	<b>12.0</b>	<b>25.7</b>	<b>114%</b>

EPS adjusted for share split impact



Balance Sheet	Rs in bln		Var %
	Dec'24	Jun'25	
Advances	1,443	1,063	-26%
Investments	5,887	8,877	51%
FI Lendings	18	91	391%
Others	714	1,058	48%
<b>Total Assets</b>	<b>8,063</b>	<b>11,089</b>	<b>38%</b>
Deposits	2,640	4,292	63%
Borrowings	4,855	6,072	25%
Subordinated Debts	10	11	10%
Others	241	287	19%
<b>Total Liabilities</b>	<b>7,747</b>	<b>10,662</b>	<b>38%</b>
<b>Net Assets</b>	<b>316</b>	<b>426</b>	<b>35%</b>
Share Capital	12	13	2%
Reserves	115	134	17%
Unappropriated Profit	112	142	27%
Surplus on reval. of Assets	77	138	78%
<b>Total Equity including Surplus</b>	<b>316</b>	<b>426</b>	<b>35%</b>

## Deposit Growth

- Deposits at PKR 4.3 Tln, up 63% compared to Dec'24
- Current accounts up 45%, savings up 73% compared to Dec'24
- Current to total deposits ratio is 54% (Dec'24: 60%)
- CASA ratio levels at 90% (Dec'24 : 94%)

## Corporate Bank Lending continuing with strong asset quality

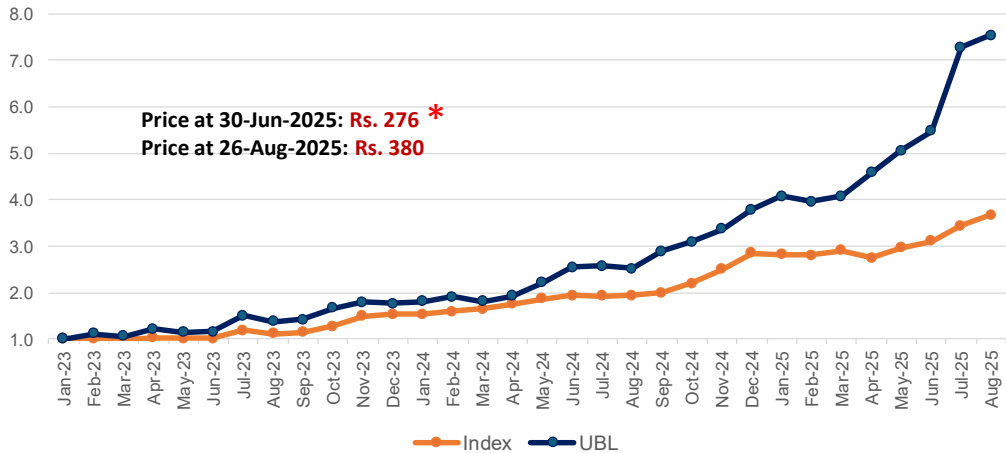
- Domestic performing advances at PKR 754 Bn (Dec'24: PKR 1,129 Bn)
- Domestic infection ratio in check at 3.2% in Jun'25 (Dec '24: 2.2%)

## Investments portfolio position bolstering top line performance

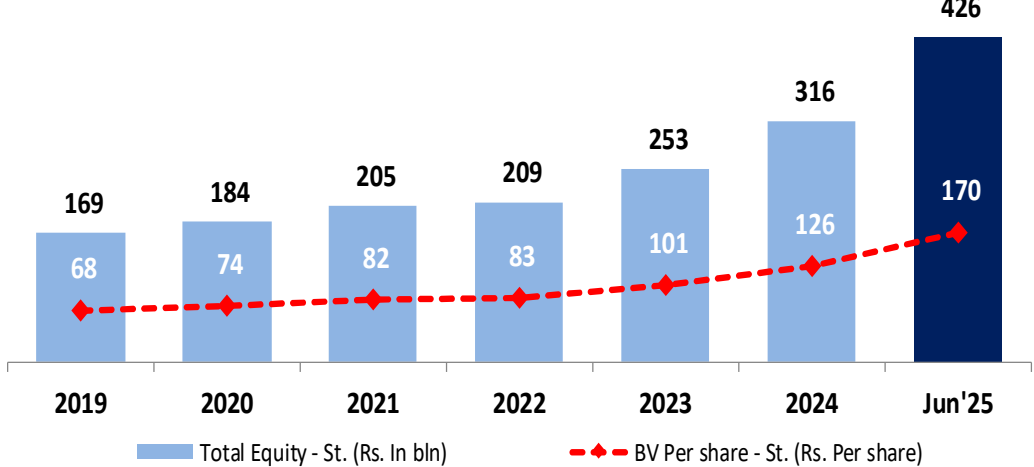
- The investment portfolio increased 51% to PKR 8.9 Tln in Jun'25
- Well diversified portfolio of fixed and floating rate investments

# Strong Dividend Pay-outs Maintained

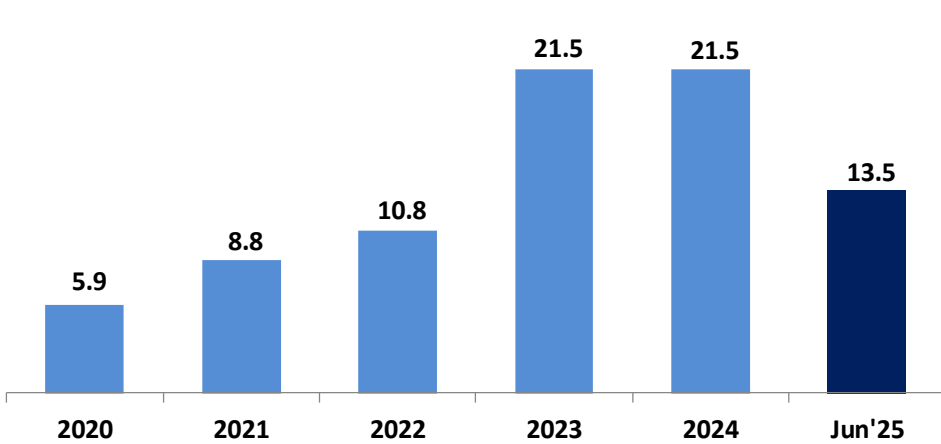
## Change in PSX 100 Index vs UBL Share (Stock Split in 2025)



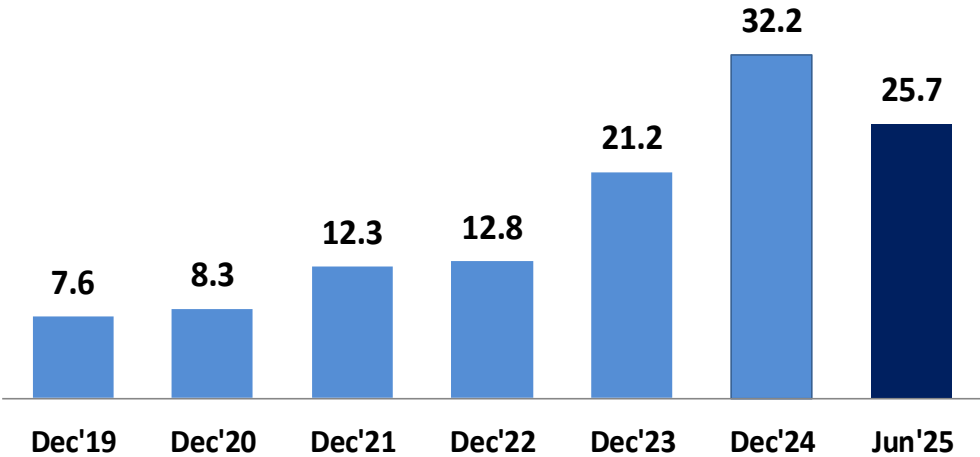
## Equity and Book Value – Standalone



## Dividend Levels (Rs / Share)



## Earnings Per Share – Standalone (Rs / Share)

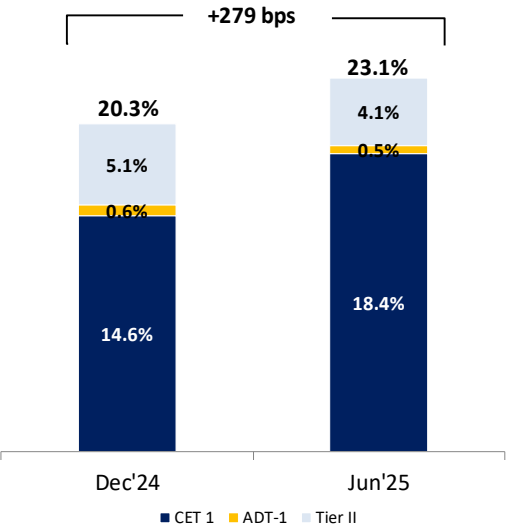


All numbers adjusted for share split impact

Investor Relations – June 2025

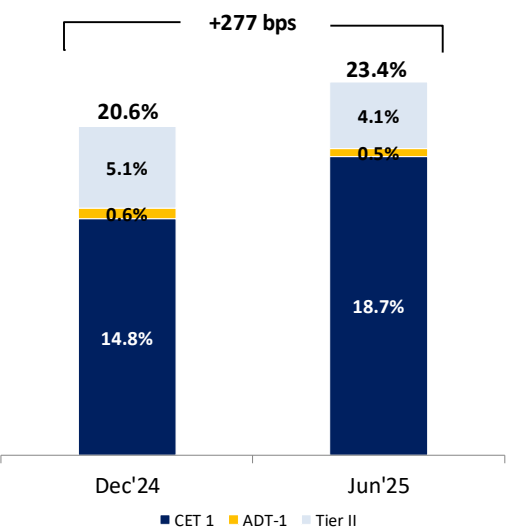
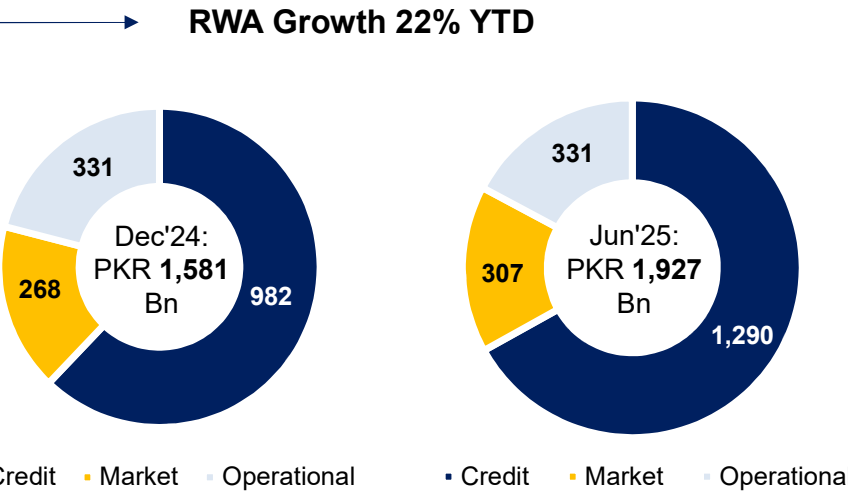


# CAR – Maintaining Adequate Capital Levels to Support Future Investment and Growth



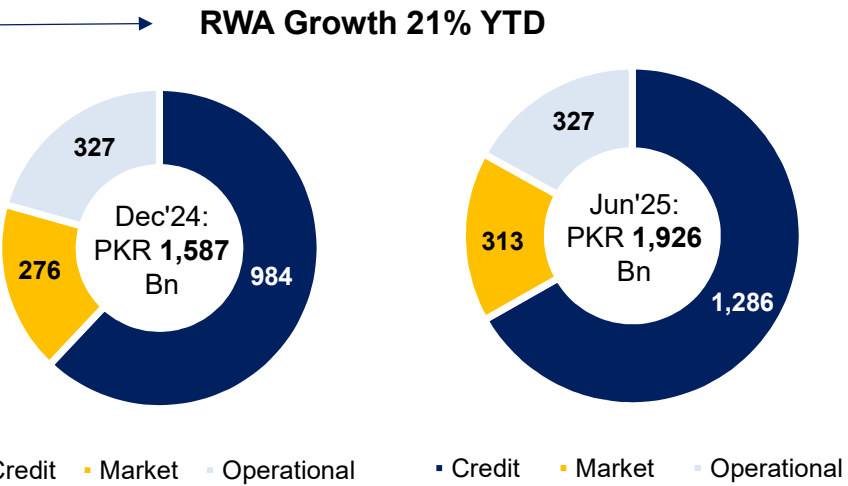
**Standalone CAR**

- UBL remains well capitalized with adequate buffers over regulatory requirements
- CAR at 23.1% with buffer of 10.6% over the minimum regulatory requirement of 12.5%**



**Consolidated CAR**

- CAR at 23.4% with buffer of 10.9% over the minimum regulatory requirement of 12.5%**



# Digital Snapshot



## Digital Cheque Deposit

Deposit a Cheque via the UBL digital mobile application, with the convenience of just a few clicks. UBL customers can now deposit UBL cheques via the App without visiting the bank branch



## UBL Digital Watch App

With the UBL digital watch app, you can now check your account balance, view transaction history, transfer funds, manage your debit card, and much more, all from the convenience of your wrist.



## UBL Urooj Account

UBL Urooj Account - One of a kind current account designed specially to support women in meeting their daily needs and enhancing their lifestyles.



## Freelancer Account

We have developed a full-fledged onboarding product that not only facilitates the freelancers financially but also supports the Government's drive to lead Pakistan as a top enabler and marketplace for freelancing and promote financial inclusion of the freelancer-banked arena.



## On boarding Wizard

Anyone can now visit UBL website and App and provide personal details. On-boarding wizard will guide them through the type of account they can open and guide them step-by-step through the process.



## Urdu Language Support

UBL is now available in Pakistan's national language. This allows for inclusion of several new segments of customers to enable them digitally and to provide them convenience for their financial needs.



## Bill Scanner

The barcode scanner for bill payments! With this new feature, paying bills has never been easier.



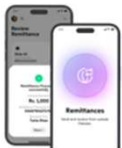
## Tap N Pay

UBL customers can now use their mobile phone for payments on POS.



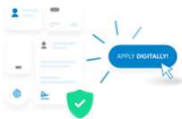
## Biometric Verification through App

Customers do not need to visit the branch or ATM anymore for providing biometric verification. They can do so anywhere, anytime using UBL Digital Mobile App.



## Remittance through App

UBL Customers can now pull remittances into local PKR account through UBL Digital App without the need to visit the branch.



## EB Account Opening With Auto KYC

KYC details are now auto-populated using existing employee data available on Digital Corporate portal. Incorporating auto-populated fields minimizes the need for manual data entry and reduces the likelihood of errors, providing a seamless user experience for account opening.



## Person-to-Person QR payments

QR payments can be made now to other people simply by scanning their QR code on UBL digital app. Every customer can now become a payment receiver by sharing their QR with others to receive payment or simply letting them scan their QR on the app!

# Awards & Recognition



## ASIAMONEY

“Best Digital Bank Pakistan 2020”  
 “Best Digital Bank Pakistan 2021”  
 “Best Bank for Digital solutions 2022”  
 “Best Bank for ESG in Pakistan 2023”



## PAKISTAN BANKING AWARDS

“Best Digital Banking Award 2020”  
 “Best Digital Bank Pakistan 2021”



## PAKISTAN DIGITAL AWARDS

“Best Emerging Technology Award 2021”  
 “Best Mobile App Award 2021”  
 “Best Mobile Banking App 2025”  
 “Best Digital Payment Processor 2025”



## CONSUMER CHOICE AWARD

“Bank with best Digital Services in Pakistan”



## EUROMONEY

“Market Leader for Digital Solutions 2022”



## STATE BANK OF PAKISTAN

“Highest no. of Roshan Digital Accounts”, presented by PM Pakistan



## STATE BANK OF PAKISTAN

“First to open Asaan Digital Account” through Digital App in a competition held by SBP



## ASIAN BANKING & FINANCE

“Mobile Banking & Payment initiative of the year” 2022 & 2023  
 “Customer Experience Initiative of the Year 2025”  
 “Digital Transformation of the Year 2025”



## ASIAN TECHNOLOGY EXCELLENCE

“Augmented Reality and Virtual Reality – Financial Services”

# Key ESG Themes in UBL's Strategy

## Environmental



### Paperless Banking

550,406 digital accounts were opened as part of the Digital and Paperless Banking initiative.



### Renewable Energy Investment

UBL has a current exposure of PKR 9 billion in renewable energy projects like wind, solar, and biomass.



### Energy Conservation

All branches converted to LED lighting, with awareness campaigns on energy conservation.



### Deforestation Prevention

UBL discourages financing clients involved in deforestation.



### Solar Energy Conversion

163 branches switched to solar power to reduce reliance on conventional energy.

## Social



### SheRise Development Plan

Multiple training sessions were conducted, and SheRise WhatsApp groups were created for the Central, North, and South regions. An email for SheRise was also developed to empower women and facilitate quick communication of problems and harassment complaints.



### Workforce Diversity

23% of the workforce is female, with a goal of 45% by 2025.



### Youth Empowerment

UBL pioneered an initiative to hire undergraduated students as permanent staff, offering opportunities for young talent.



### Maternity Leave Extension

Maternity leave was extended from 3 to 6 months.

## Governance



### Governance & Integrity

All employees are trained annually on risk and compliance.



### Board Diversity & Independence

The board includes a diverse range of expertise, with separate roles for the Chairman and CEO.



### Regulatory Compliance

UBL adheres to local (SBP, SECP) and international regulations across its operational regions (UAE, Bahrain, Qatar).



### Ethics and Code of Conduct

Annual revisions to the code of conduct ensure ethical practices across UBL's operations.

## Important Information

The information contained herein reflects our latest business statement as at June 30, 2025. Except the historical information contained herein, statements in this Release which contain words or phrases such as 'will', 'would', 'indicating' expected to' etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, future levels of non-performing loans, our growth and expansion in business, the impact of any acquisitions, the adequacy of our allowance for credit losses, technological, implementation and changes, the actual growth in demand for banking products and services, investment income, cash flow projections, our exposure to market risks as well as other risks detailed in the reports filed by us with various regulatory authorities as per applicable laws and regulations. UBL undertakes no obligations to update forward-looking statements to reflect event or circumstances after the date thereof.