

# Corporate Briefing Session

## Performance Review

Year Ended December 31, 2025

# 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 *–(Retired)*
- Ms. Sultana Naheed -Independent Director
- Mr. Shahid Hassan – Director
- Mr. Abdul Aziz Khan – Independent Director
- Mr. Jamil Ahmed khan – Director *(Retired)*
- Mr. Nazish Ali – Executive Director

### Corporate Information:

- **President/Chief Executive Officer (Acting):**  
Mr. Nazish Ali
- **Company Secretary:**  
Mr. Noshad Ahmad
- **Chief Financial Officer:**  
Mr. Mansoor Ahmad
- **Auditors:**  
M/S Rehman Sarfraz Rahim Iqbal Rafiq CA's *(Proposed to be Appointed for 2026 Audit in accordance with applicable regulatory requirements)*  
RSM Avais Hyder Liaquat Nauman *Chartered Accountant (Retired upon completion of the statutory tenure of five years)*
- **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 141/K Upper Mall Scheme, Lahore, Paksitan

## Company Profile:

### Credit Rating:

The long-term rating of the Bank is “BB” (Double B) 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 May 15<sup>th</sup> , 2025.

### Major Loans Products:

- Apna Gold
- Apna Business Loan
- Apna Live Stock Loan
- Apna House Loan
- Apna Agri Loan
- Apna Pension Loan
- Apna Sawari Deals
- Apna Salary Loan
- Apna Tractor 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's loss before tax reduced significantly from PKR 3,062 million to PKR 1,605 million, representing a 51% reduction compared to the previous year.
- Bank's successful transition from a negative Net Interest Margin (NIM) position in 2024 to a positive and strengthening margin profile in 2025.
- Investments – net of provisions of the Bank stood at PKR. 2,640 million as compared to PKR. 1,873 million as of December 31, 2024.
- Advances increased to PKR 10,566 million as at December 31, 2025, compared to PKR 8,196 million as at December 31, 2024.
- Total asset of the Bank increased as compared to the previous year amount of PKR. 17,446 million and stood at PKR. 20,730 million as of December 31, 2025.
- Total deposits and other accounts increased to PKR 30,060 million, compared to PKR 25,674 million as at December 31, 2024.
- The Bank has been non-compliant with Minimum Capital Requirements (MCR) and Capital Adequacy Ratio (CAR) requirements of Prudential Regulations for Microfinance Banks (MFB's).

## Strategic Plan:



اپنا بینک

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 demonstrate their unwavering commitment to support the Bank. They have also issued a formal letter of support to the Bank's management, pledging to provide the requisite funding to the Bank. They have injected funds of PKR. 500 million during the year in shape of share deposit money, bringing the total share deposit money to PKR. 2,350 million. This funding is enabling the Bank to meet its maturing commitments and to expand its advances portfolio and is 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.

### ❖ Recovery of Non-Performing Advances:

The non-performing advances were largely a consequence of the unprecedented economic downturn following the Covid-19 pandemic. As full provision has already been made, therefore, significant additional provisions are not expected in future years 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 PKR. 347.3 million in principal from these loans in year 2025 and has also made recovery of PKR. 20.4 million subsequently till January 2026. These recoveries are also enabling 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, and, its impact started reflecting from the current year. 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. 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.

The management is pleased to note that the measures implemented have started yielding positive results, as reflected in the current year's performance. Building on this momentum, the management remains confident that continued execution of its strategic plan will further strengthen financial and operational performance in the coming years

**Merger Proposal:**

The State Bank of Pakistan (SBP) has allowed Mobilink Microfinance Bank Limited (MMBL) to conduct Due Diligence (DD) of APNA Microfinance Bank Limited (AMBL), subject to compliance with applicable laws, rules, regulations. In case of successful DD and negotiations, AMBL shall be merged with and into Mobilink Microfinance Bank Limited under section 48 of Banking Company Ordinance 1962.

## KEY FINANCIAL METRICS

		<b>Dec-25</b>	<b>Dec-24</b>	<b>Dec-23</b>	<b>Dec-22</b>
		<i>Rupees</i>	<i>Rupees</i>	<i>Rupees</i>	<i>Rupees</i>
<b>BALANCE SHEET</b>	Total Assets	20,730,270,642	17,445,619,530	17,019,602,610	19,587,476,542
	Advances-net of provisions	10,566,072,768	8,195,981,631	7,613,667,085	8,354,266,042
	Deposits	30,059,813,402	25,674,402,711	22,449,764,944	22,606,344,550
	Share Capital	4,289,849,620	4,289,849,620	4,289,849,620	4,289,849,620
	Share Deposit money	2,350,390,279	1,850,390,279	1,350,390,279	350,390,276
		<b>6,640,239,899</b>	<b>6,140,239,899</b>	<b>5,640,239,899</b>	<b>4,640,239,896</b>
	Net Equity	(10,509,232,599)	(9,432,704,486)	(6,640,802,055)	(4,046,985,297)
Accumulated Loss	(15,931,684,702)	(14,283,606,279)	(10,972,676,243)	(7,378,859,482)	
<b>PROFIT &amp; LOSS</b>	Mark-up / return / interest earned	3,152,248,880	2,808,827,545	2,526,908,227	2,265,996,265
	Mark-up / return / interest expensed	(3,006,449,388)	(3,994,479,994)	(2,731,115,695)	(1,600,191,347)
	Administrative expenses	(2,019,347,366)	(2,199,224,062)	(2,261,434,587)	(2,232,557,861)
	Profit / (Loss) before taxation	(1,605,104,509)	(3,062,597,733)	(3,560,304,877)	(4,875,980,057)
	Profit / (Loss) after taxation	(1,648,078,423)	(3,099,992,152)	(3,593,816,761)	(4,489,363,903)
	Earning/(loss) per Share	(3.84)	(7.23)	(8.38)	(10.47)

## BALANCE SHEET:

### ASSETS

Cash and balances with treasury banks
Balances with other MFBs/Banks/NBFIs
Investments
Advances
Property and equipment
Right-of-use assets
Intangible assets
Deferred tax asset
Other assets
<b>Total Assets</b>

2025	2024
Rupees	Rupees
1,292,690,277	1,645,885,474
2,728,467,930	2,067,975,843
2,640,055,660	1,873,476,171
10,566,072,768	8,195,981,631
486,844,712	557,130,528
347,604,532	421,806,211
138,230,459	148,345,561
1,700,000,000	1,700,000,000
830,304,304	835,018,111
<b>20,730,270,642</b>	<b>17,445,619,530</b>

### LIABILITIES

Bills payable - in Pakistan
Deposits and other accounts
Lease liabilities
Other liabilities
<b>Total liabilities</b>

141,939,087	69,677,100
30,059,813,402	25,674,402,711
482,616,668	582,357,105
555,134,084	551,887,100
<b>31,239,503,241</b>	<b>26,878,324,016</b>

### NET ASSETS

<b>(10,509,232,599)</b>	<b>(9,432,704,486)</b>
-------------------------	------------------------

### REPRESENTED BY:

Share capital
Capital reserves
Discount on issue of shares
Share deposit money
Statutory reserve
Depositors' protection fund
Fair value reserve on investments
Revenue reserve
Accumulated loss
<b>Total Capital</b>

4,289,849,620	4,289,849,620
(1,335,963,831)	(1,335,963,831)
2,350,390,279	1,850,390,279
22,078,496	22,078,496
5,519,624	5,519,624
90,577,915	19,027,605
(15,931,684,702)	(14,283,606,279)
<b>(10,509,232,599)</b>	<b>(9,432,704,486)</b>

### CONTINGENCIES AND COMMITMENTS

-

-

## PROFIT AND LOSS ACCOUNT

	<b>2025</b>	<b>2024</b>
	<b>Rupees</b>	<b>Rupees</b>
Mark-up / Return / Interest Earned	3,152,248,880	2,808,827,545
Mark-up / Return / Interest Expensed	(3,006,449,388)	(3,994,479,994)
Net mark-up/Interest profit/(loss)	145,799,492	(1,185,652,449)
<b>NON MARK-UP/ INTEREST INCOME</b>		
Fee and commission income	285,664,278	223,280,094
Other Income	60,661,708	64,536,432
Total non mark-up/ interest Income	346,325,986	287,816,526
Net income / (loss)	492,125,478	(897,835,923)
<b>NON MARK-UP/ INTEREST EXPENSES</b>		
Operating expenses	(2,019,347,366)	(2,199,224,062)
Other charges	(123,536)	(909,617)
Total non mark-up/ interest expenses	(2,019,470,902)	(2,200,133,679)
Loss before credit loss allowance	(1,527,345,424)	(3,097,969,602)
Credit loss allowance and write offs - net	(77,759,085)	35,371,869
Loss for the year before levy and taxation	(1,605,104,509)	(3,062,597,733)
Levy - Minimum tax differential	(42,973,914)	(37,394,419)
Loss for the year before taxation	(1,648,078,423)	(3,099,992,152)
Provision for taxation	-	-
Loss for the year	(1,648,078,423)	(3,099,992,152)
Loss per share - basic and diluted	(3.84)	(7.23)

# QUESTION & ANSWER SESSION

**DISCLAIMER:**

This presentation, prepared for the information purpose only, is not and dose not form part of any offer for sale or solicitation of any offer to subscribe for or purchase or sell any securities nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever.

THANK YOU