

# Corporate Briefing Session

April 28<sup>th</sup>, 2026



### Fueling Pakistan's Economic Growth



- Agricultural Financing
- SME Financing
- Infrastructure Financing
- Remittances
- Sustainability / ESG
- Financial Inclusion



### Shaping the Financial Industry



- Retail Banking
- Consumer Banking
- Corporate Banking
- HBL Microfinance Bank
- HBL Zarai Services
- Development Finance
- Konnect by HBL
- Digital



### Achieving Regional Relevance



- China
- Bahrain
- UAE
- Sri Lanka
- Bangladesh
- Singapore
- United Kingdom
- Turkey
- Maldives

We will remain focused on investing within developing sectors across Pakistan, while creating growth opportunities for our customers

Key Facts Q1'26

Consolidated numbers Q1'2026

<p><b>#1</b></p> <p><b>Net Advances</b></p> <p><b>PKR 2.0 Tn</b></p> <p>Largest lender in the financial sector</p>	<p><b>Total Deposits</b></p> <p><b>PKR 5.4 Tn</b></p> <p>↓ 153 Bn vs Dec'25</p>	<p><b>CA Deposits</b></p> <p><b>PKR 2.0 Tn</b></p> <p>↓ 14 Bn vs Dec'25 (2<sup>nd</sup> largest)</p>	<p><b>#1</b></p> <p><b>Total Customers</b></p> <p><b>40Mn+</b></p>	<p><b>#1</b></p> <p><b>International Branches</b></p> <p><b>25</b></p>	<p><b>Total Branches in Pakistan</b></p> <p><b>1,952*</b></p> <p>Islamic – 609 (2<sup>nd</sup> largest)</p>
<p><b>NII</b></p> <p><b>PKR 71 Bn</b></p> <p>↑4% YoY</p>	<p><b>NFI</b></p> <p><b>PKR 21 Bn</b></p> <p>↓5% YoY</p>	<p><b>Total Revenue</b></p> <p><b>PKR 92 Bn</b></p> <p>↑2% YoY</p>	<p><b>PBT</b></p> <p><b>PKR 34 Bn</b></p> <p>↓8% YoY</p>	<p><b>PAT</b></p> <p><b>PKR 16 Bn</b></p> <p>↓3% YoY</p>	<p><b>Balance Sheet Size</b></p> <p><b>PKR 8.1 Tn</b></p> <p>(2<sup>nd</sup> largest)</p>
<p><b>Investment Portfolio</b></p> <p><b>PKR 4.8 Tn</b></p> <p>(3<sup>rd</sup> largest)</p>	<p><b>Total Capital</b></p> <p><b>PKR 456 Bn</b></p> <p>(2<sup>nd</sup> highest)</p>	<p><b>Share Price</b> (23<sup>rd</sup> Apr 2026)</p> <p><b>PKR 298.4</b></p> <p>↑71% vs Dec'24</p>	<p><b>Number of Shares</b></p> <p><b>1.47 Bn</b></p>	<p><b>Market Cap</b> (23<sup>rd</sup> Apr 2026)</p> <p><b>USD 1.6 Bn</b></p> <p>(one of the largest amongst banking sector)</p>	<p><b>Total CAR</b></p> <p><b>16.74%</b></p> <p>↓ 158bps vs Dec'25</p>

# Market recognition of our contribution as the leading bank in Pakistan

**Best Investment Bank**  
Best Bank for Large Corporates  
Best Cash Management Bank

**Sukuk Advisor of the Year**  
Best Islamic Project Finance Deal

**Project Finance House Utilities Deal of the Year**

**Best Board of the Year**

**Best Conventional Bank of the Year**

**Best Bond Advisor**  
Best Syndicated Loan

**Corporate & Investment Bank of the Year**

**Best Investment Bank**  
Best Bank for Large Corps  
Best Bank for Public Sector  
Best Sustainable Bank

**Best Bank**

**Best Bank**  
Best Bank for ESG  
Best Corporate Bank

**Best Islamic Finance Local Currency – Asia**

**Trade Finance / Project Finance Bank of the Year**

**Best Bank for ESG**

**Social Infrastructure – Education Deal of the Year**

**HBL ranked #1**  
HBLMFB ranked #2

**Women Leadership Champion**

**Best Mobile App**  
Best Digital Innovation  
Best Digital API

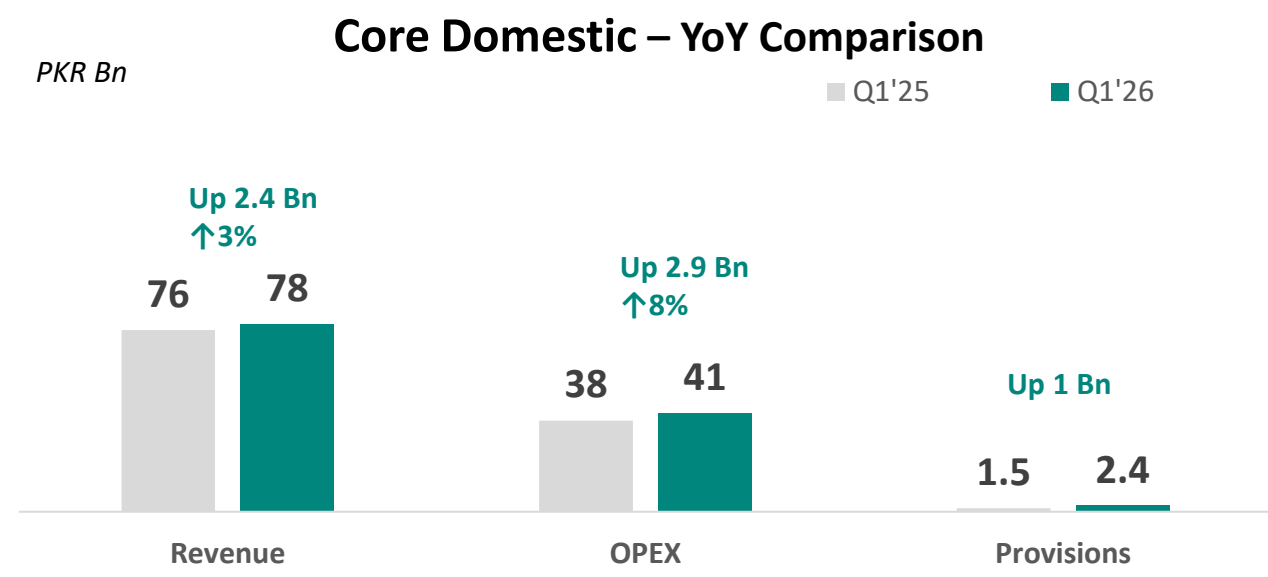
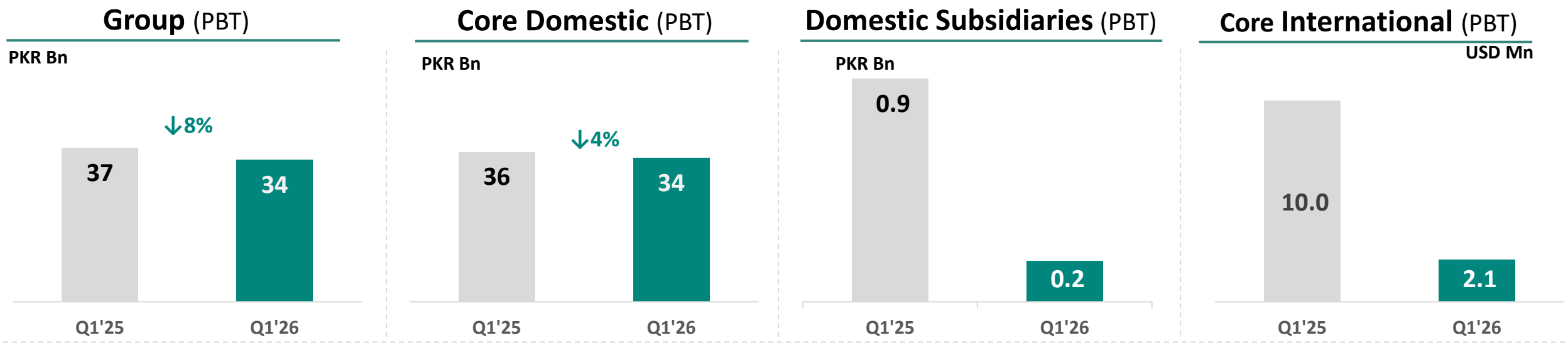
**Best Investment Bank Pakistan**

**Best Trade Partner Bank – Middle East**

**Best Social Media Campaign - TikTok**

**Won best practice in 15/15 categories in 2025**

# Q1'26 Performance remains resilient – with build up in revenues & strong cost discipline



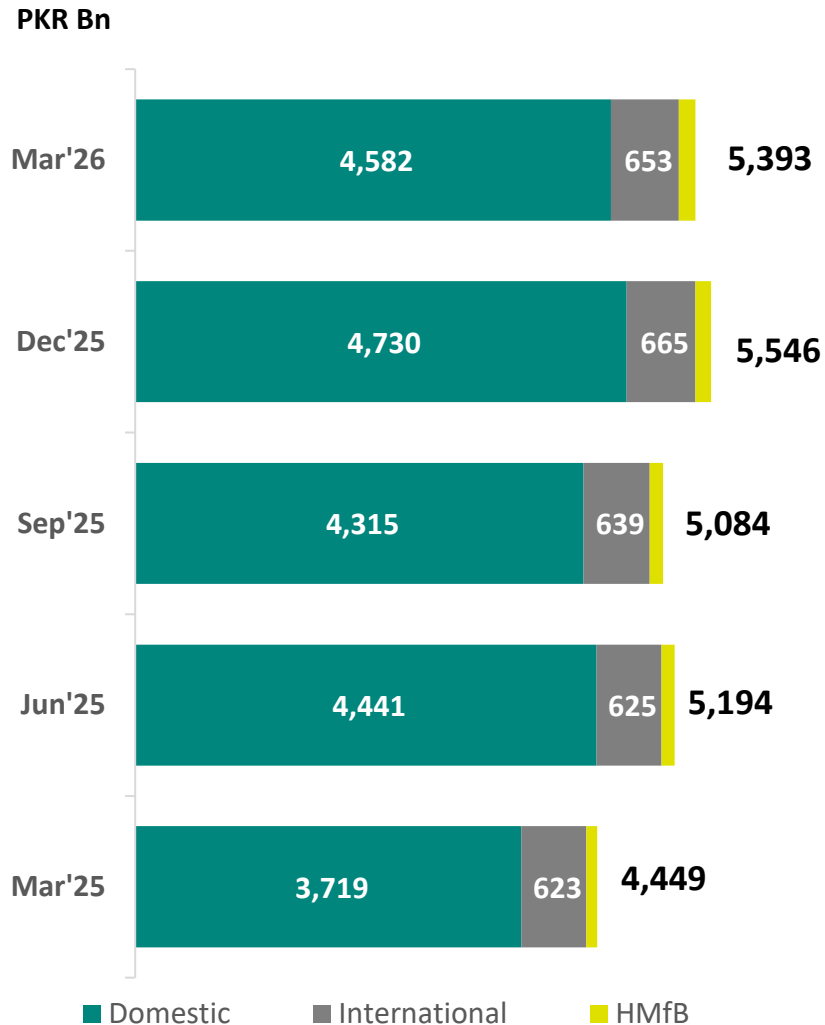
**Key drivers of growth and profitability in 2026:**

- NII up 4% YoY driven by proactive ALM strategy**
  - 19% YoY growth in Average Domestic CA of Rs. 254Bn
  - Treasury delivers strong returns with optimal fixed and floater mix
  - Reduction in cost of deposits – as funding base grows efficiently
- Fee base grew on the back of market leading card portfolio**
- Opex growth contained to 8% in Q1'26 with sharp focus on optimization**
- Higher provisioning in Q1'26 by ~PKR 1Bn as compared to Q1'25**

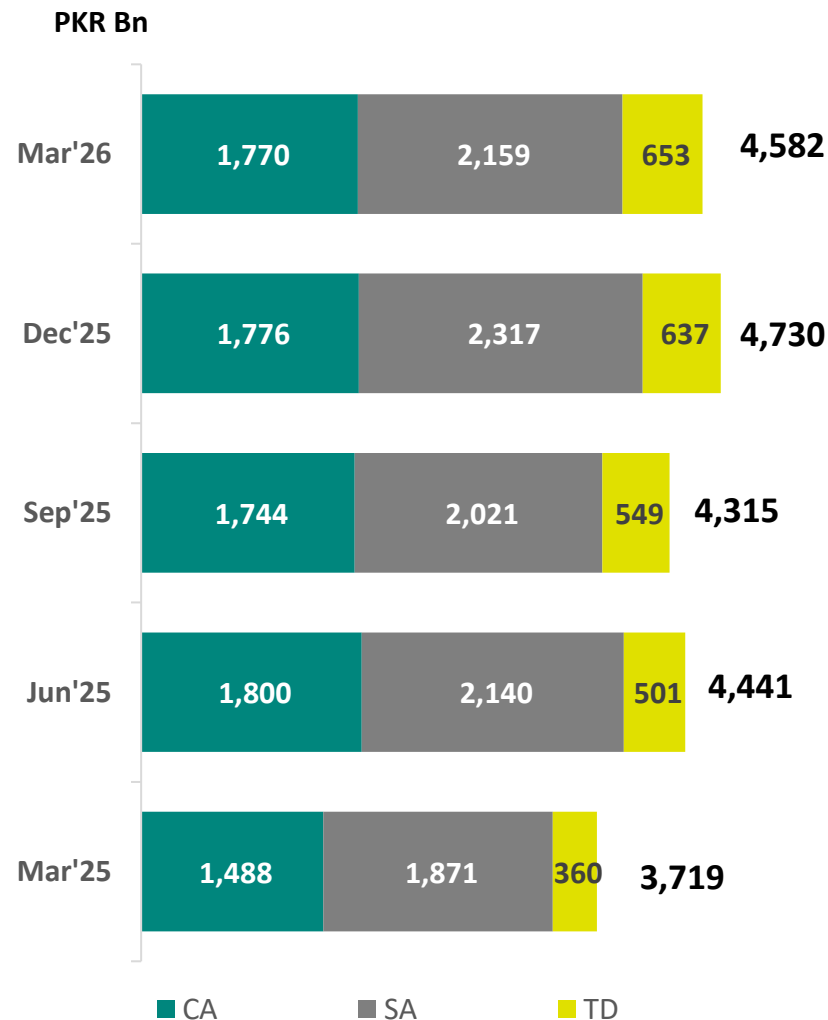
# Our deposit base has grown by ~PKR 1Tn over the last one year to Rs. 5.4Tn

## Investment in Retail Franchise continues with dedicated service model for target segments

Deposits at Rs 5.4T with 21% Growth v Mar'25



Domestic Deposits by Category



Retail remains dominant

### Strengthening the Retail Network

- Opened 75 new branches in 2025, expanding reach to align with the changing demographics
- Converted 143 branches to Islamic – representing 35% of total network
- Our Prestige proposition serves across 850 branches and 56 dedicated lounges
- Established 17 dedicated trade centers across 6 cities to better serve Commercial & SME clients

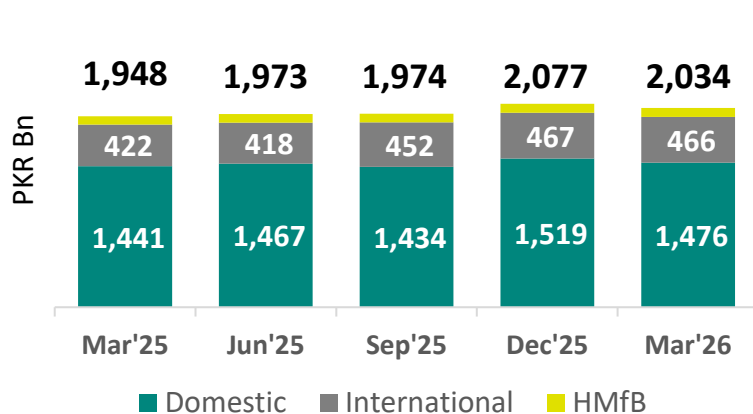
### Our Results

- Domestic CA deposits up from Rs. 1.49 Tn in Mar'25 to Rs. 1.77 Tn as at Mar'26 (up 19%, Rs. 282 Bn)
- Avg Domestic CA recorded increase of 19% (Q1'26 vs Q1'25) - incremental deposit of Rs. 254 Bn
- Overall Total domestic Deposits increased by 23% i.e Rs 863 Bn (Mar'26 vs Mar'25)
- International deposits remained stable at USD 2.3 Bn in Mar'26 (Dec'25: USD 2.4 Bn)

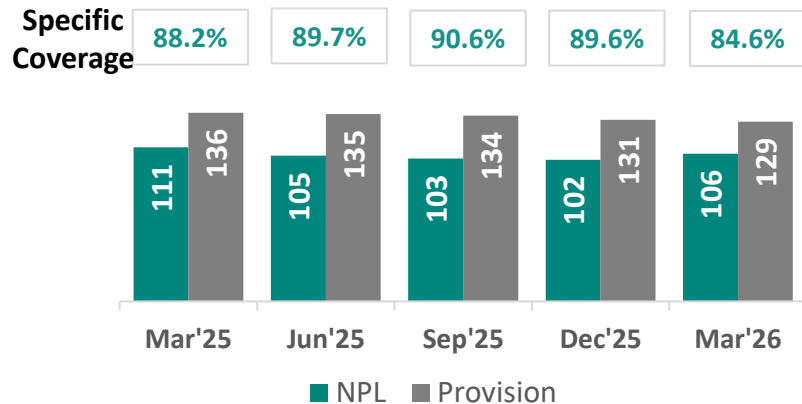
# Largest lending portfolio across all Banks – well diversified across leading sectors



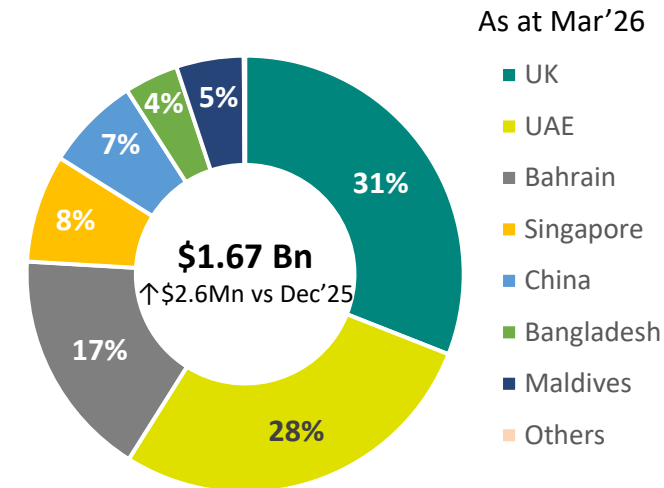
## Loan portfolio grows over the past year



## NPLs decline over the year, strong coverage

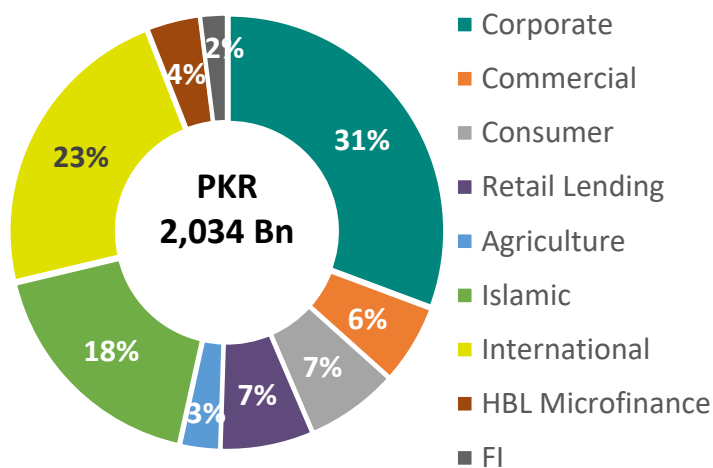


## International Loan Portfolio



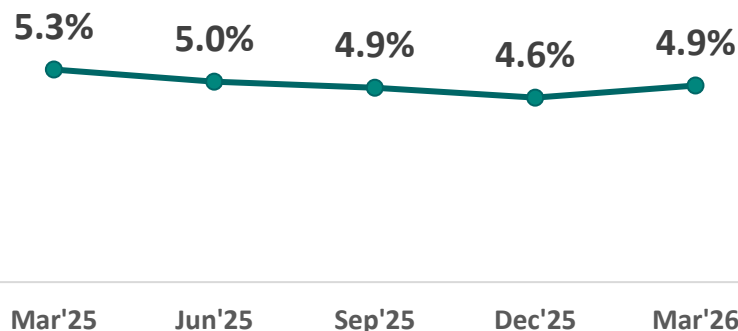
## Segment-wise portfolio breakup

As at Mar'26



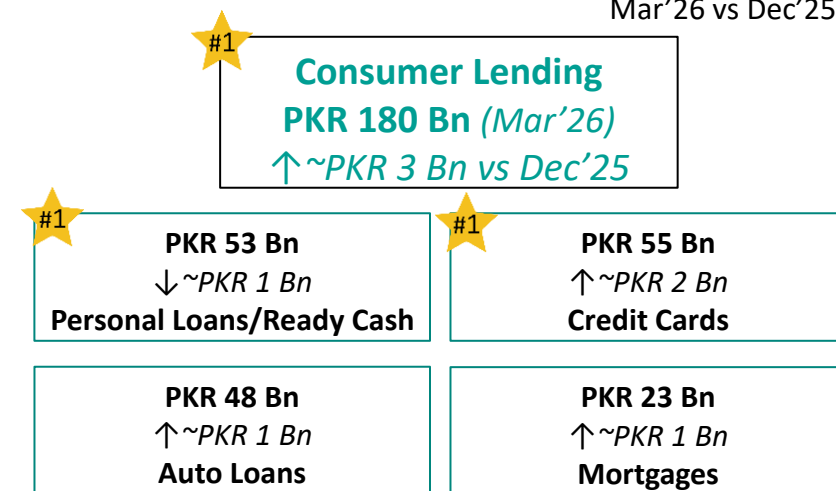
## Asset quality remains largely stable

Infection Ratio

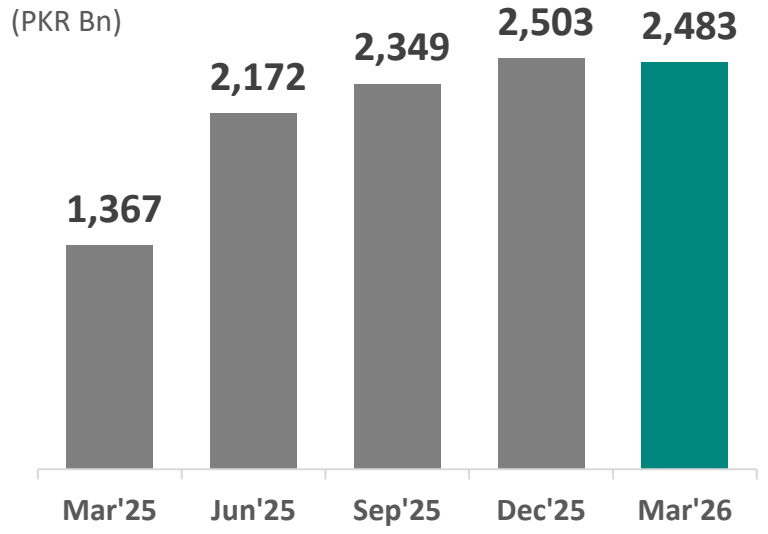


## Largest consumer book continues to grow

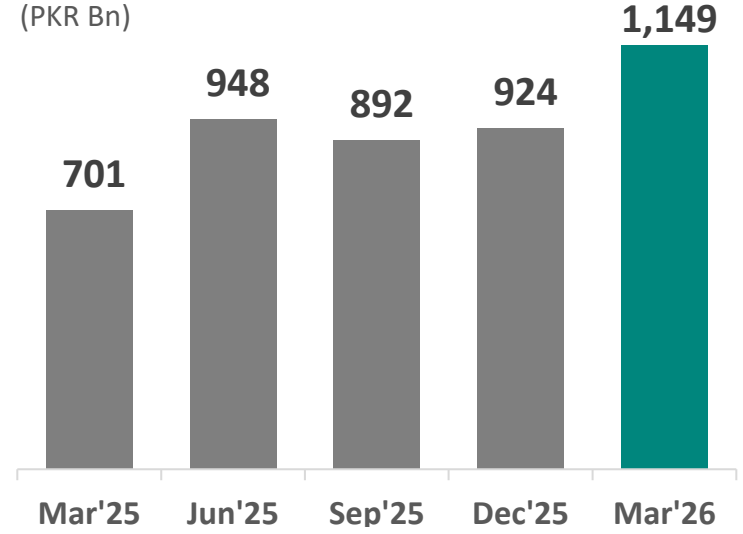
Mar'26 vs Dec'25



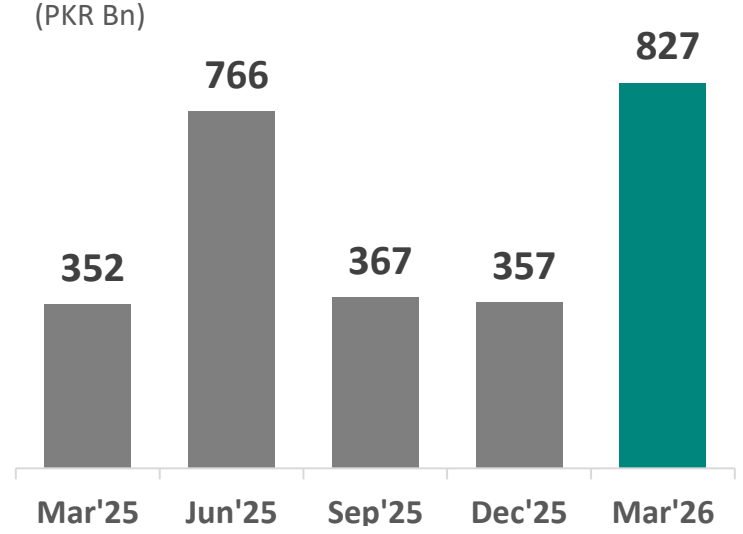
## Build up in floaters over the last 1 year



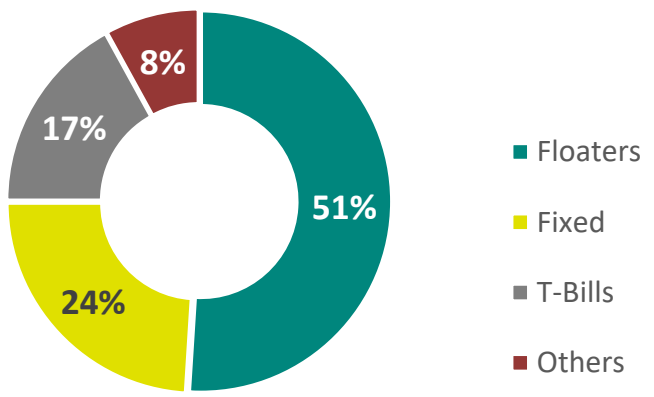
## Active fixed income participation



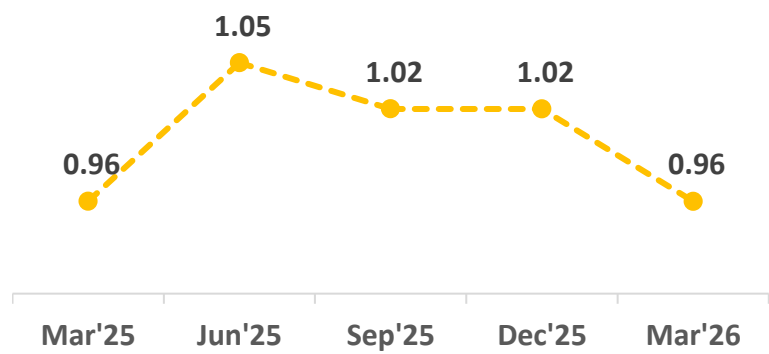
## T-Bills – supporting NIMs and trading



## Portfolio Mix as at Mar'26



## Overall portfolio duration



## ALM Strategy in 2026

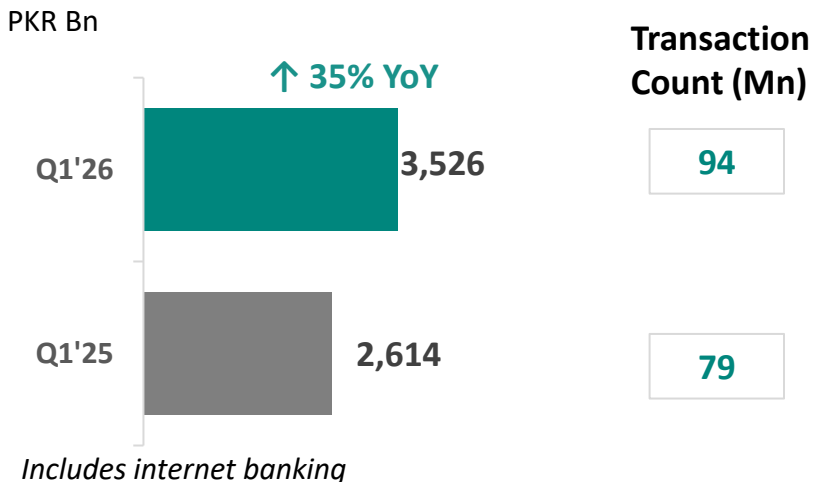
- Strong build up in floaters at healthy spreads
- Increase in fixed income portfolio to drive steady returns over the medium term
- Larger investment portfolio maintained during 2025 and in Q1'26, with active money market participation

# Our leadership in Digital Payments is growing our customer base, with cost efficiency

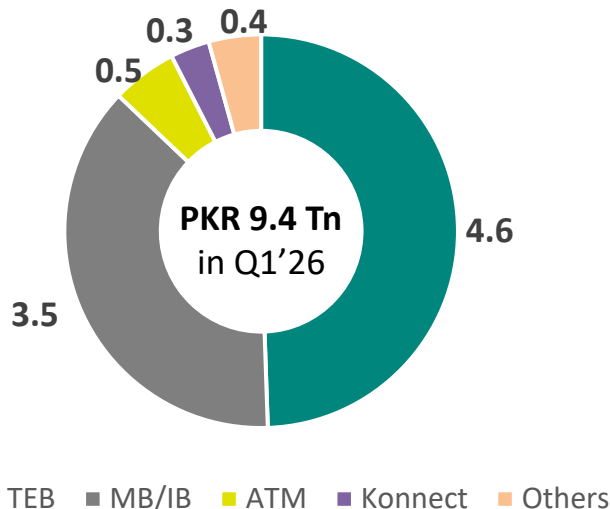


## Technology led investments are key to building future business models

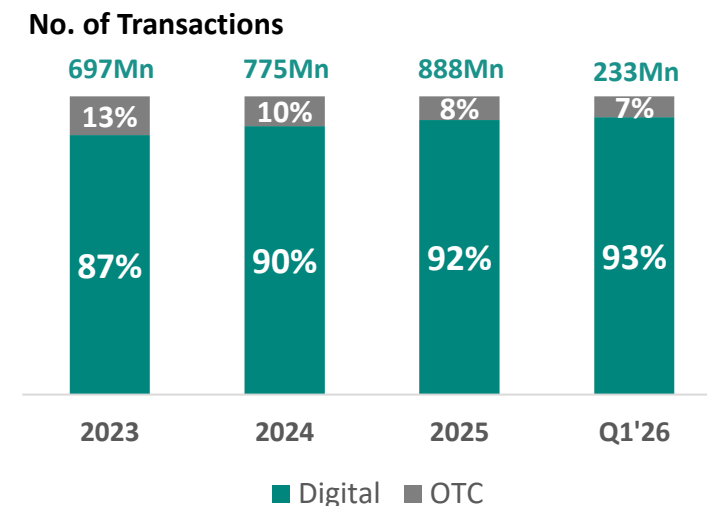
### Mobile banking payments cross Rs 3.5Tn



### Overall digital payments up 22%

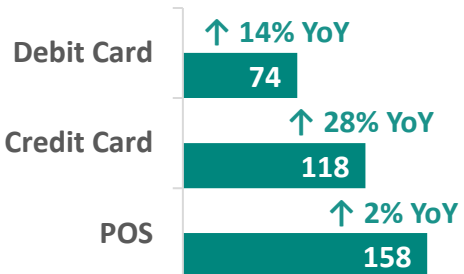


### Digital vs OTC ratio 93:7



### #1 Leadership in cards – 6.7M+ card base

#### Spend volumes Q1'26

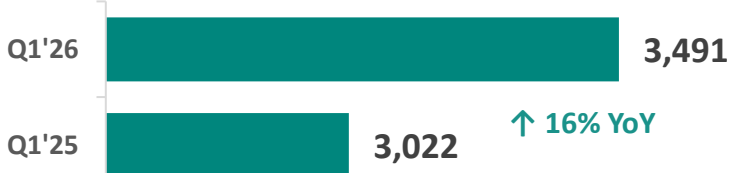


#### Market Share



### #1 Leadership in Transaction Banking

#### Payments (PKR Bn)



#### Collections (PKR Bn)

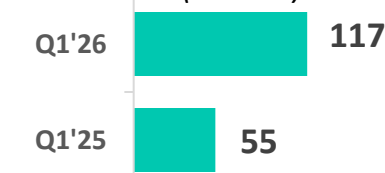


### #1 Leadership in Branchless Banking

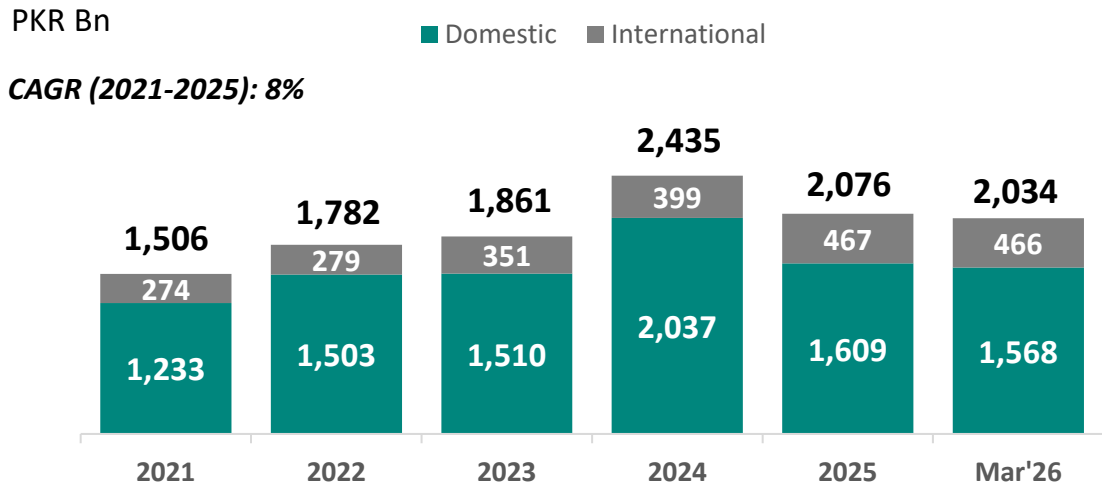
#### Konnect Volume (PKR Bn)



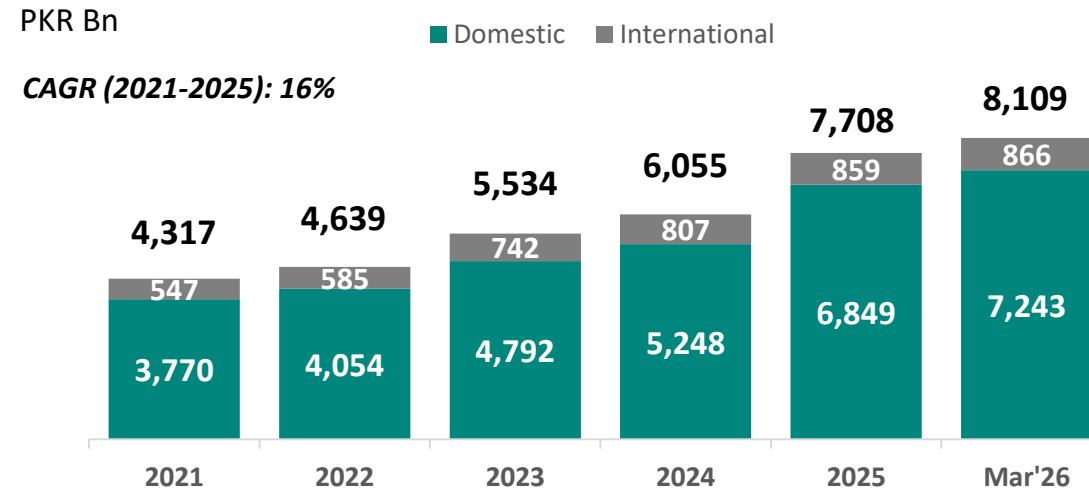
#### G2P Volume (PKR Bn)



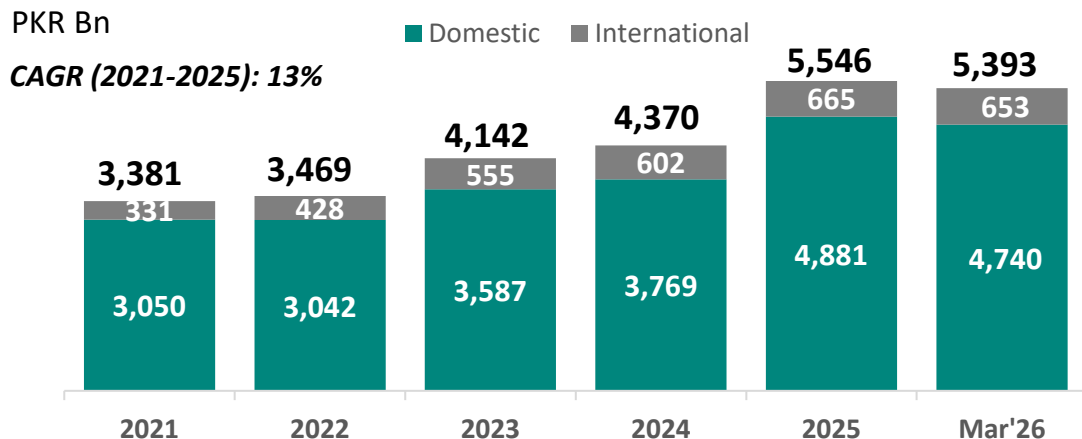
## Advances portfolio 5Y growth



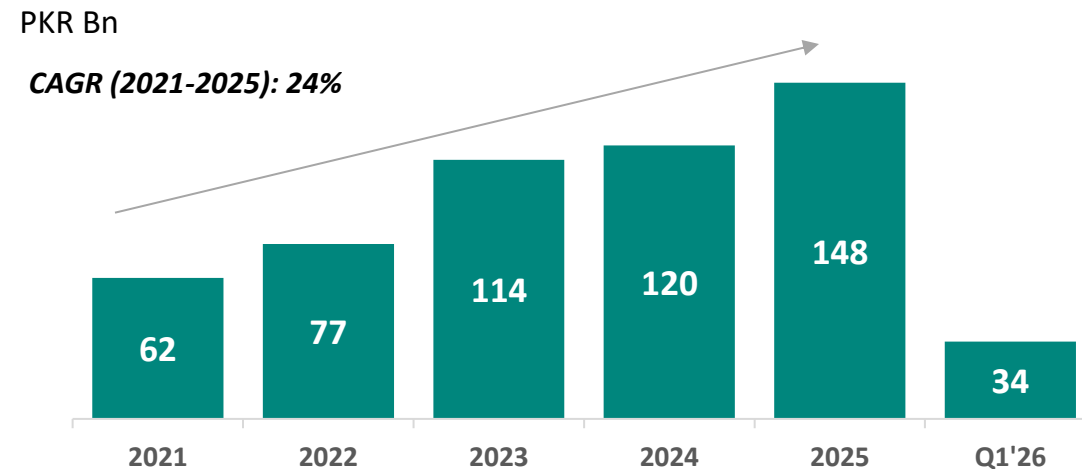
## Total Assets 5Y growth



## Deposits 5Y growth



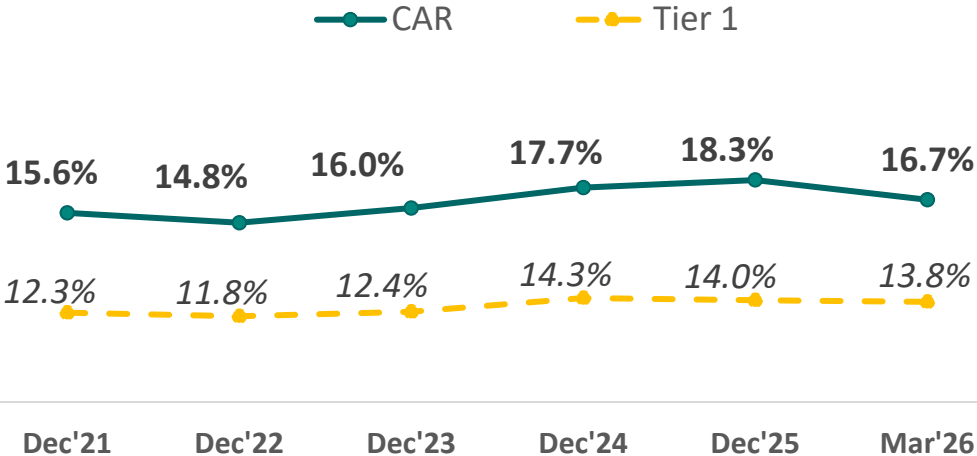
## Profit Before Tax 5Y growth



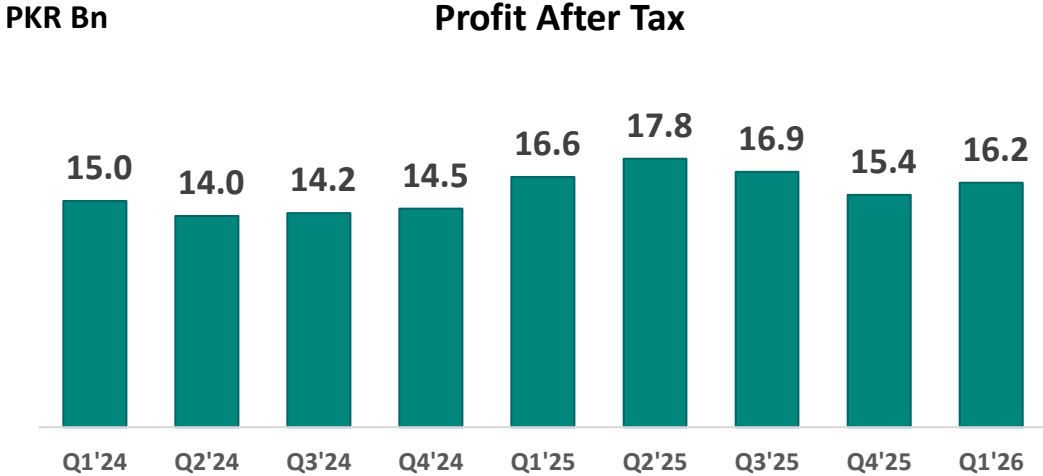
# ROE levels remain strong, with a sound capital base supporting growth



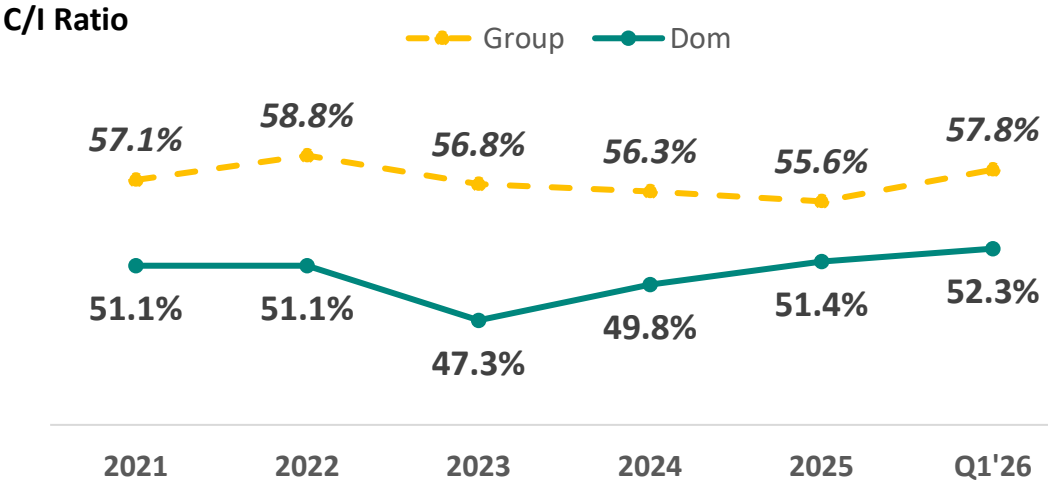
## Overall CAR levels remain resilient



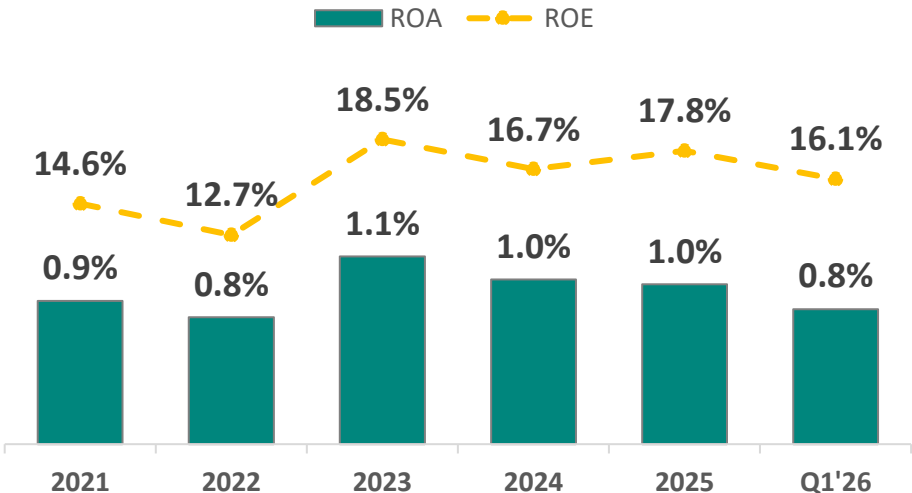
## Consistent earnings maintained despite NIM compression



## Cost discipline maintained



## ROE focus visible and growing to potential



# Consistent shareholder returns, dividend payouts increase with improving valuations

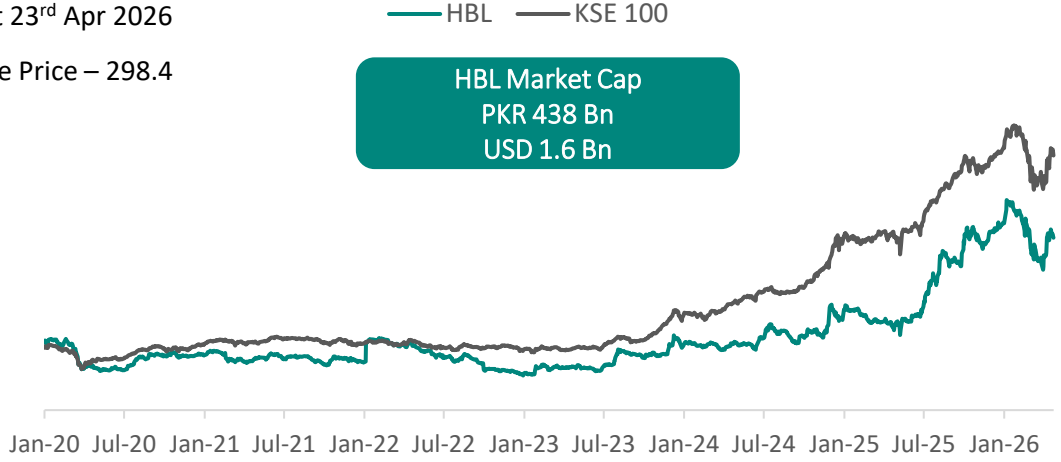


## HBL's share price vs KSE-100 over last 5 years

As at 23<sup>rd</sup> Apr 2026

Share Price – 298.4

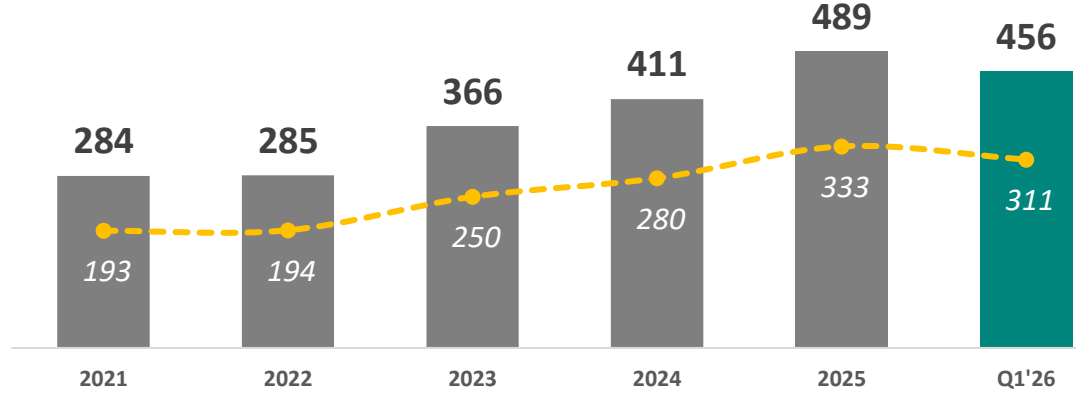
HBL Market Cap  
PKR 438 Bn  
USD 1.6 Bn



## Equity and Book Value per share

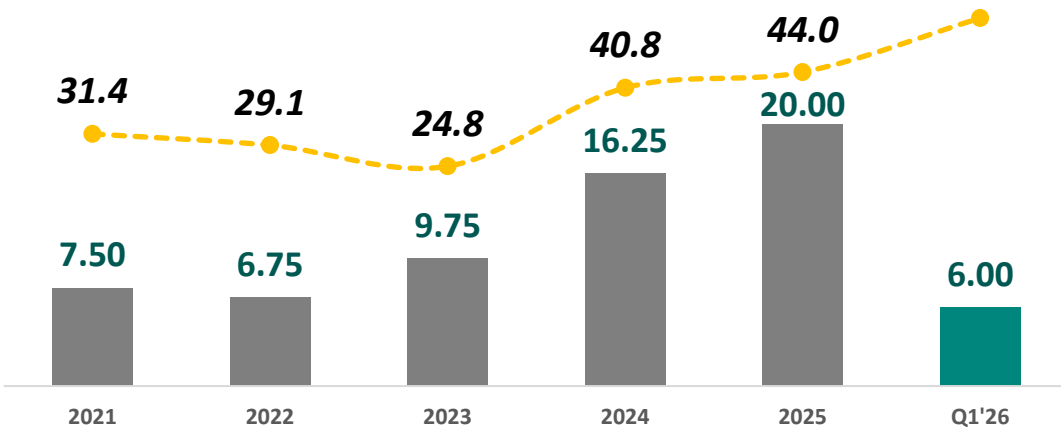
PKR Bn

Total Equity Book Value per Share



## Dividend payouts levels

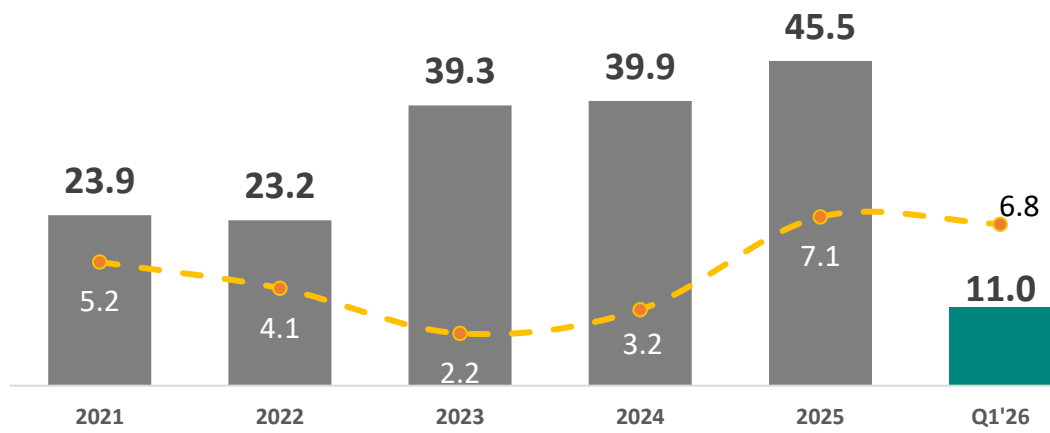
Cash Dividend per Share (PKR) Dividend Payout Ratio (%)



Dividend Payout Ratio= DPS / EPS

## EPS and P/E Ratio

EPS P/E



# Our strategic priorities ahead as we deliver our long term ambitions ...

- > Leverage customer base to actively contribute to the turnaround of the Digital Economy
- > Aggressive focus on CA growth and create market-leading products for emerging and high-value segments
- > Expand our footprint with a dedicated proposition based on demographics
- > Maintain our strong market positioning across Corporate, Commercial, TEB - with strong trade flows
- > Invest in Agri and SME, fully integrate unbanked segments within the financial sector
- > Grow our home remittance business targeting key corridors, while delivering differentiated solutions to beneficiaries
- > Maintain cost discipline while creating efficiencies within our business model
- > Core Banking Technology investments with better solution delivery of products and services

**Maintain sound capital base, with proactive risk mitigation – targeting stable ROE and consistent shareholder returns**