



SCBPL/CS/2023/075

7 September 2023

The General Manager
 Pakistan Stock Exchange Limited ('PSX')
 Stock Exchange Building
 Stock Exchange Road
 Karachi

Dear Sir,

Corporate Briefing Session - Standard Chartered Bank (Pakistan) Limited

We would like to inform you that the Corporate Briefing Session of Standard Chartered Bank (Pakistan) Limited will be held for the analysts, investors and shareholders to brief them about the Bank's financial performance and future outlook, as per following details:

Date: Thursday, 14 September 2023
 Time: 11:00am to 12:30pm
 Venue: Standard Chartered Bank (Pakistan) Limited, Head Office, I.I.Chundrigar Road, Karachi.
 Phone: 021-32450000 (Ext. 50851)

Pre-registration is mandatory for attending the session. Those who are interested to attend are required to get themselves registered with the Company Secretary Office at least 24 hours before the time of session (i.e before 11:00 a.m. on 13 September 2023) by providing following details at cosec.pk@sc.com:

Name	Company / Shareholders (Folio no).	Attendance (Physical / Virtual)	Cell No.	Email address

For those attending virtually, a video conferencing link will be sent to them at their given email addresses and login facility will be opened fifteen minutes before the meeting time to enable the participants to join the meeting after identification process.

We would appreciate your assistance in communicating this information to members of the Exchange.

Yours truly,

Asif Iqbal Alam
 Company Secretary

Corporate Briefing

14 September 2023



standard
chartered

saadiq
islamic

Agenda



Agenda	Time
Welcome note and introduction	11:00 AM – 11:05 AM
Recitation of Holy Quran	11:05 AM – 11:10 AM
Company Briefing / Strategy	11:10 AM – 11:30 AM
Financial Performance	11:30 AM – 11:45 AM
Community Investments	11:45 AM – 12:00 PM
Q&A	12:00 PM – 12:15 PM



Disclaimer

Important Notice

This document contains or incorporates by reference “forward-looking statements” regarding the belief or current expectations of Standard Chartered Bank (Pakistan) Limited, the board of the Company (the “Directors”) and other members of its senior management about the strategy, businesses and performance of the Company and its subsidiaries (the “Group”) and the other matters described in this document. Generally, words such as “may”, “could”, “will”, “expect”, “intend”, “estimate”, “anticipate”, “believe”, “plan”, “seek”, “continue” or similar expressions are intended to identify forward-looking statements.

Forward-looking statements involve inherent risks and uncertainties. They are not guarantees of future performance and actual results could differ materially from those contained in the forward-looking statements. Recipients should not place reliance on, and are cautioned about relying on, any forward-looking statements. Forward-looking statements are based on current views, estimates and assumptions and involve known and unknown risks, uncertainties and other factors, many of which are outside the control of the Group and are difficult to predict. Such risks, factors and uncertainties may cause actual results to differ materially from any future results or developments expressed or implied from the forward-looking statements. Such risks, factors and uncertainties include but are not limited to: changes in the credit quality and the recoverability of loans and amounts due from counterparties; changes in the Group’s financial models incorporating assumptions, judgments and estimates which may change over time; risks relating to capital, capital management and liquidity; risks associated with implementation of Basel III and uncertainty over the timing and scope of regulatory changes in various jurisdictions in which the Group operates; risks arising out of legal and regulatory matters, investigations and proceedings; operational risks inherent in the Group’s business; risks arising out of the Group’s holding company structure; risks associated with the recruitment, retention and development of senior management and other skilled personnel; risks associated with business expansion and engaging in acquisitions; reputational, compliance, conduct, information and cyber security and financial crime risks; global macroeconomic and geopolitical risks; risks arising out of the dispersion of the Group’s operations, the locations of its businesses and the legal, political and economic environment in such jurisdictions; competition; and other similar legislation or regulations; changes in the credit ratings or outlook for the Group; market, interest rate, commodity prices, equity price and other market risk; foreign exchange risk; financial market volatility; systemic risk in the banking industry and among other financial institutions or corporate borrowers; country risk; risks arising from operating in markets with less developed judicial and dispute resolution systems; risks arising out of regional hostilities, terrorist attacks, social unrest or natural disasters; risks arising out of health crises and pandemics, such as the COVID-19 (coronavirus) outbreak; climate related transition and physical risks; business model disruption risks; and failure to generate sufficient level of profits and cash flows to pay future dividends.

Any forward-looking statement contained in this document is based on past or current trends and/or activities of the Company and should not be taken as a representation that such trends or activities will continue in the future. No statement in this document is intended to be a profit forecast or to imply that the earnings of the Company and/or the Group for the current year or future years will necessarily match or exceed the historical or published earnings of the Company and/or the Group. Each forward-looking statement speaks only as of the date of the particular statement. Except as required by any applicable law or regulations, the Company expressly disclaims any obligation or undertaking to release publicly or make any updates or revisions to any forward-looking statement contained herein whether as a result of new information, future events or otherwise.

Nothing in this document shall constitute, in any jurisdiction, an offer or solicitation to sell or purchase any securities or other financial instruments, nor shall it constitute a recommendation or advice in respect of any securities or other financial instruments or any other matter.

Key messages



We are a global bank with deep local expertise in many of the world's most dynamic markets.
We have...

Navigated the economic downturn cycle well through effective pricing discipline, pass through and risk management

Accelerated in areas where we have distinctive competitive advantage

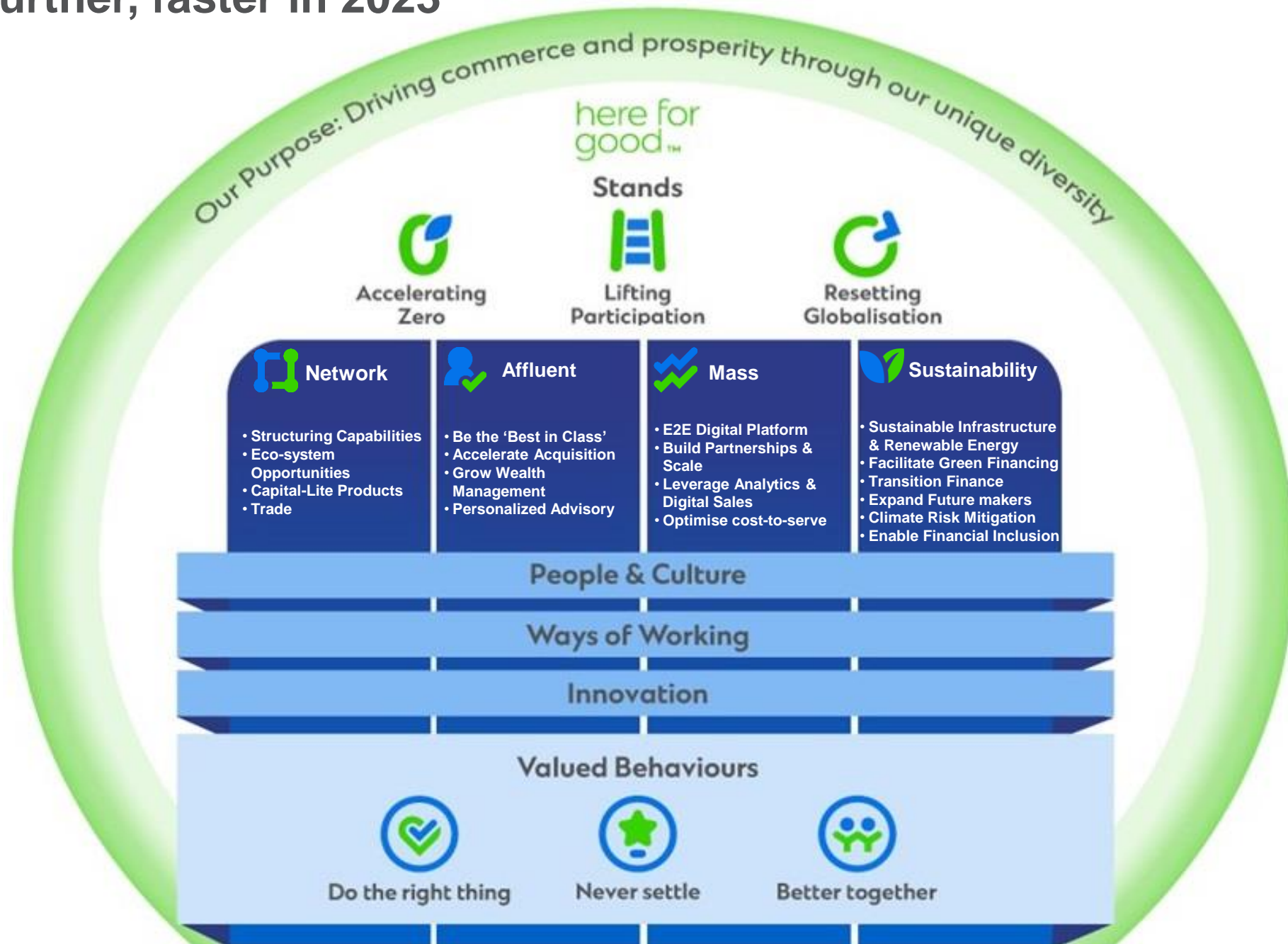
Maintained discipline on costs and improved our productivity

Continued to strengthen our foundations and controls

Entered 2023 with a strong capital base and continued investments in new digital technologies and platforms

...and are now ready for the next phase of our transformation goals including achieving higher returns, building a best-in-class customer experience and strengthening our position as an employer of choice to deliver sustainable growth and substantial value for our clients and shareholders

Going further, faster in 2023





Recent Achievements

Awards & Accolades

Global Diversity, Equity, & Inclusion Benchmark



Awards 2023

- Vision, Strategy, and Business Impact
- DEI Structure and Implementation Recruitment Award
- Work-Life Integration, Flexibility, & Benefits Award
- DEI Communications Award
- DEI Learning and Development Award
- Connecting DEI and Sustainability Award
- Community, Government Relations & Philanthropy Award

Adam Smith Award



Awards 2022/2021

- Special Recognition Award
- Best Account Receivables Solution for Coca Cola Beverages Pakistan Ltd.

The Asset Triple A Awards



Awards 2022/2021

- Best Trade Finance Bank / Best Supply Chain Bank
- Best Cash Management Bank
- Best Service Provider - Cash Management (Transaction Banking)
- Best Service Provider - Supply Chain (Transaction Banking)
- Best Renminbi Bank (Transaction Banking)
- Best Supply Chain Solutions for Indus Motor Company (Transaction Banking)
- Best Supply Chain Solutions for IATA (Transaction Banking)

Management Association of Pakistan



Awards 2022

- Corporate Excellence Award under the Commercial Bank Sector

Asia Money Award



Awards 2022

- Best Bank Award in the ESG category

Euromoney Market Leaders



Awards 2022

- Pakistan - CSR (Highly Regarded)
- Pakistan - D&I (Highly Regarded)
- Pakistan - Islamic Finance (Notable)

Global Transaction Banking Innovation



Awards 2022

- Best Digital Treasury Management Initiative

Corporate Treasurer Award



Awards 2021

- Best Transaction Bank
- Best Trade Finance Bank



Segmental Overview

Largest foreign bank serving all segments & Islamic windows

Consumer Private & Business Banking

1

- Serving over **770K** customers with wide range of assets, deposits and WM solutions
- Contributes **40%** to bank's revenue
- Enjoys leadership position for key assets products, digital and affluent segment
- Advances and deposits lower by **4%**
- Efficient and productive network of 40 branches
- High digital adoption

Corporate Commercial & Institutional Banking

2

- Serving over **1,000** global corporates, **700** local corporates and medium enterprises, financial institutions, SOEs and Government of Pakistan
- Contributes **46%** to bank's revenue
- Deposits growth of **7%** since start of year
- Advances growth momentum remained muted due to subdued business activity
- Leverages on global footprint by offering unique end to end client solutions including cash management, corporate finance, cross-border solutions as well as employee banking

Central & Other Items

3

- Comprising non client activities such as Treasury Markets and some central functions
- Contributes **14%** to bank's revenue
- Responsible for effective liquidity and interest rate risk management

Islamic Banking

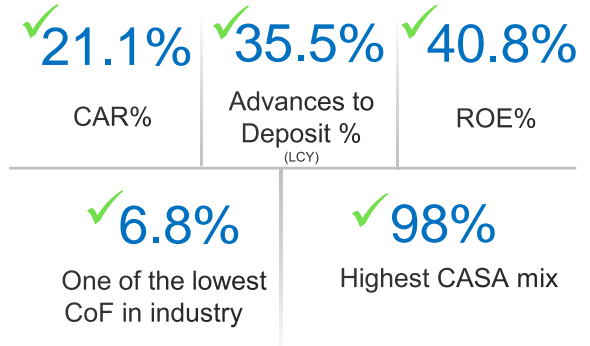
- Serving over **190k** customers and cuts across all businesses
- Contributes **13%** to bank's revenue; **28%** to advances and **9%** to deposits
- Bank leverages on Islamic Window model
- Operates under the global SC Islamic brand of "Saadiq"



Standard Chartered in Pakistan

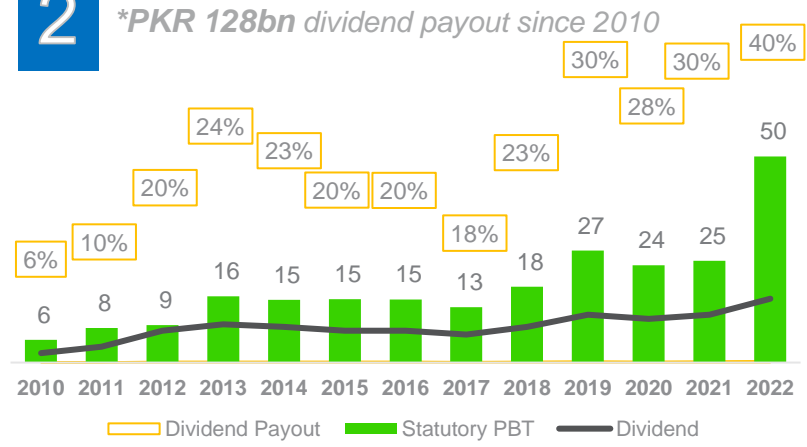
Strong fundamentals continue

1 Strong Fundamentals



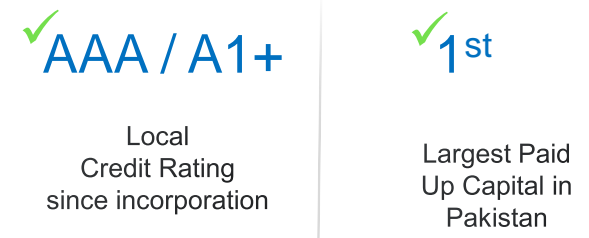
Facts based on H1 2023 Statutory Financials

2 Continuous Dividends



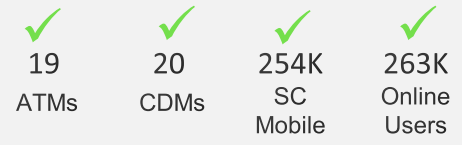
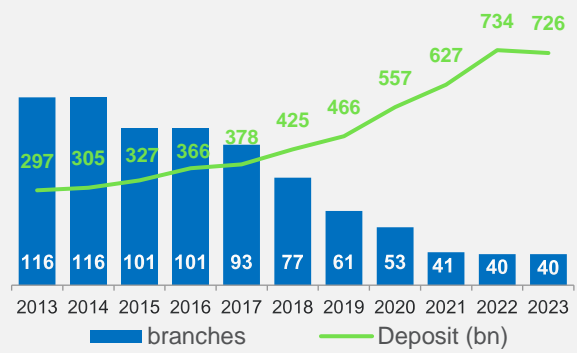
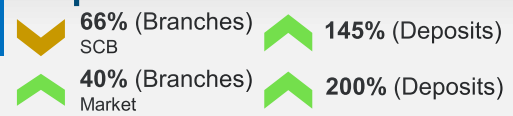
*Includes H1 2023 interim dividend

3 Solid Foundations



Facts based on H1 2023 Statutory Financials

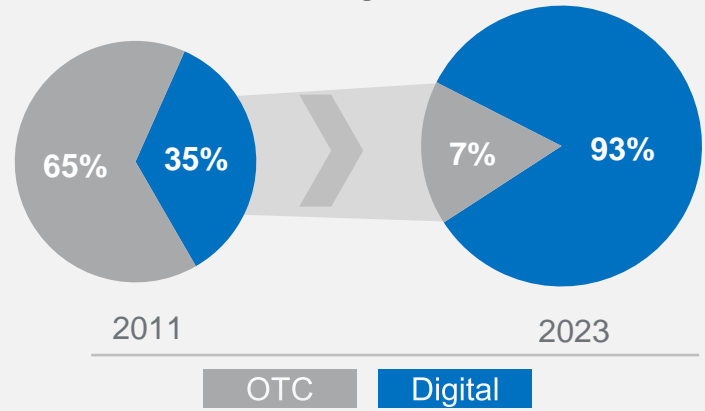
4 Optimized Network



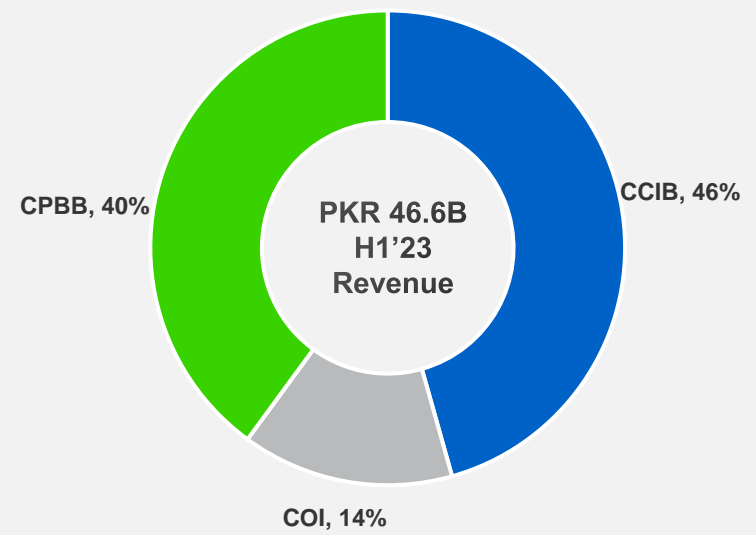
Facts based on H1 2023 Statutory Financials

5 Rapidly Digitizing

RB Transaction Migration



6 Diversified Business





Our Financials



Standard Chartered Pakistan - H1'23 Results

**Record half yearly
Profit before tax**
PKR 38.1B (up 73% y/y)

**Highest half yearly
Revenue**
PKR 46.6B (up 70% y/y)

**Industry leading
Cost to Income Ratio**
18% (24% in H1'22)

**Healthy growth in
Total Assets**
PKR 61.4B (up 7% ytd)

**Strong Return on Equity
in first half of the year**
41% (20% in H1'22)

**Highest ever
Interim Dividend**
40% (PKR 4.0 per share)



Income Statement

Resilient Financial Performance



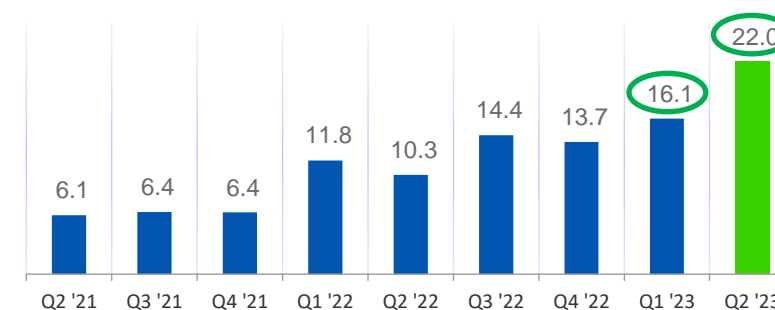
PKR Million	H1 2023 Actual	H1 2022 Actual	Var % Vs. H1 2022
Net Interest Income	42,524	17,038	150%
Non Interest Income	4,120	10,396	-60%
Revenue *	46,644	27,435	70%
Operating expenses	(8,513)	(6,700)	27%
Total operating expenses	(8,513)	(6,700)	27%
Profit before tax and provisions	38,130	20,734	84%
(Provisions)/ Reversals against loans and advances	12	1,314	-99%
Profit before tax	38,142	22,049	73%
Taxation	(19,358)	(13,940)	39%
Profit after tax	18,785	8,108	132%
EPS - Rupees	4.85	2.09	
ROA	3.9%	1.9%	
ROE	40.8%	20.2%	
CI Ratio	18.3%	24.4%	

Highlights

- Highest ever half yearly revenue of PKR 46.6 bn; up 70% y/y
- Costs were higher by 27% y/y as inflation picked up; cost to income ratio improved to 18.3% from 24.4% (Jun 22), driven by revenue upside
- Strong recovery efforts and risk discipline continued resulting in net reversal of PKR 12mn compared to a reversal of PKR 1,314mn in H1'22
- Record half yearly PBT of PKR 38.1bn
- Healthy Return on Equity of 40.8%
- Lowest CI ratio in the industry; reflective of bank's productivity & efficient delivery model

Quarter on quarter PBT

PKR B





Balance Sheet

Well capitalized and liquid

PKR Million	Jun-23 Actual	Dec-22 Actual	Var %
ASSETS			
Cash and balances with banks	99,053	77,656	28%
Lendings to financial institutions	122,709	51,286	139%
Investments – net	465,532	477,732	-3%
Advances – net	217,225	216,208	0%
Intangible assets	26,095	26,095	0%
Other assets	58,048	78,311	-26%
TOTAL ASSETS	988,661	927,289	7%
LIABILITIES			
Borrowings from financial institutions	35,131	28,064	25%
Deposits and other accounts	725,706	718,450	1%
Other liabilities	131,294	93,254	41%
TOTAL LIABILITIES	892,132	839,768	6%
Equity	96,530	87,521	10%
AD Ratio (Country)	29.9%	30.1%	
AD Ratio (LCY)	35.5%	35.0%	
CAR	21.14%	18.68%	
CASA	97.6%	95.5%	

Highlights

- Growth in underlying balance sheet with total assets at PKR 989bn, up by PKR 61bn or 7% from Dec 22
- Advances growth momentum remained muted in H1 2023 as the economy slowed down due to higher interest rates and inflation, volatility in FX and ongoing political and economic uncertainty
- Advances book remains short-term ~ 70% under one year focusing on trade and working capital lines at improved returns
- Investment portfolio well placed to take advantage of increase in interest rates, with weighted average interest rate repricing profile of ~2 months
- Total loss coverage ratio 99% (specific provision 95%)
- Deposits growth of PKR 7bn (1%) in H1'23. Current accounts registered strong growth of PKR 84bn (25%) from start of the year
- Strong and liquid balance sheet with LCY and Total AD ratio of 35.5% and 29.9% respectively
- Bank remains adequately capitalized with CAR of 21.1%

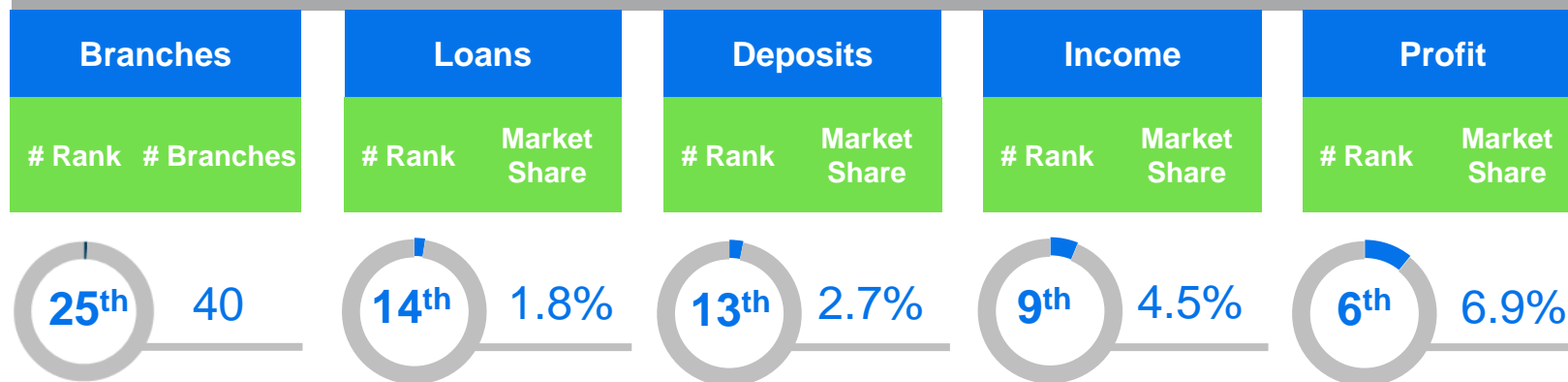
Deposits mix	Jun-23	Dec-22	Change	Var %	Mix % June 23
Current accounts	411,902	328,228	83,674	25%	57%
Saving accounts	296,283	357,983	(61,700)	-17%	41%
CASA	708,185	686,211	21,974	3%	98%
Term Deposits	17,521	32,239	(14,718)	-46%	2%
Total	725,706	718,450	7,256	1%	100%



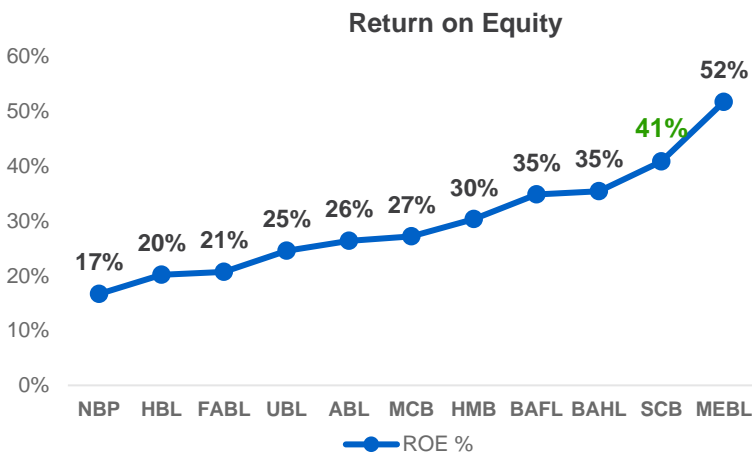
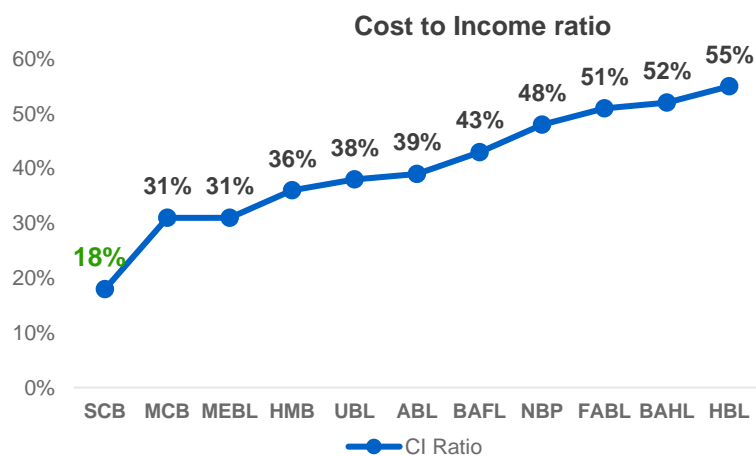
Banking Sector and Competitive Landscape

Strong, liquid & well capitalized

Market Standing – Punching well above our weight, competition is catching up



Ranks and market share based on H1 2023 Industry data/ Statutory results



SCB Strengths

- ✓ **Largest** share in MNCs & Correspondent Banking
- ✓ **Amongst top players** in Affluent, EB, and mortgage space
- ✓ **Trusted Advisor** to the Sovereign
- ✓ **Biggest** in Custody business
- ✓ **Leader** in FX spend and Spend per Card
- ✓ **Lowest** Cost to Income ratio
- ✓ **Strong** Return on Equity



What to watch?

Bank remains solid but there are uncertainties

Potential headwinds

- Uncertain domestic political and economic environment
- Geo-political tensions especially related to Russian-Ukraine war, US-China relationship
- Fiscal slippages on revenue and expenditure front
- Potential increase in loan impairments due to above-mentioned challenges and higher interest rates

Potential tailwinds

- Improved yield on assets, especially government securities due to higher interest rates
- Expected FDIs post set-up of Special Investment Facilitation Council (SIFC)
- Recovery in exports and remittances
- Realization of further bilateral and multilateral support and resumption of IMF programme



Community Investments

Here for Good



Delivering on Commitment

Embedded in the community

We will **empower the next generation to learn, earn and grow** through programmes focused on education, employability and entrepreneurship



futuremakers
by Standard Chartered



EDUCATION

Empowering adolescent girls with life skills



EMPLOYABILITY

Employability work readiness and vocational training schemes for youth



ENTREPRENEURSHIP

Provide training, capacity building and financing



Delivering on Commitment

Who will benefit

Globally, we will support **disadvantaged young people from low-income households**, particularly girls and people with visual impairments

Reach between 2019 – 2023



EDUCATION

Empowering adolescent girls with life skills

Adolescent girls aged 12 to 19 from low-income backgrounds

500,000
adolescent girls



EMPLOYABILITY

Employability work readiness and vocational training schemes for youth

Youth aged 16 to 30, prioritising women and people with visual impairments

100,000
youth for work



ENTREPRENEURSHIP

Provide training, capacity building and financing

Micro and small business owners, prioritising women

50,000
micro & small
businesses

Delivering on our commitment

Inclusive Communities



EDUCATION

130 schools

2 cities in 5 years



22,500+

girls impacted

Work Experience Module

- Trained 22 Goal coaches through work experience module in Karachi and Islamabad (2021)
- 120 more females to be trained from the Goal programme in 2023

EMPLOYABILITY

Futuremakers Inclusive Employability Project

- Beneficiaries include 480 youth with disabilities (20% with visual impairment).
- Expected project outcomes include 20% of project beneficiaries transitioning into formal employment (including self-employment)
- 40% of beneficiaries will be females

FLOOD RELIEF 2022

- 730+ rations distributed. Each ration were sufficient for a family of 5
- 50,000 meals distributed in Flood effected areas
- 1000 tents to be placed
- Cash grants to 240 households and rehabilitation of 140 water points



futuremakers
by Standard Chartered

SC-KU YOUTH FOOTBALL LEAGUE

Launched in 2017, this league engages over 3900+ children from underserved areas across Karachi. In 2021, league incorporated LFC way community coaching clinics. Through this programme a total of 100 coaches have been trained who have further trained 5000 children (as of Dec 2022). In 2021 we also launched the programme in Islamabad.

ENTREPRENEURSHIP



Agri Sector project (Phase 1)

- Support 1000 young people in Rural and pre-Urban areas
- 900+ beneficiaries have been successfully selected and onboarded

(Phase 2)

- Work with 700 high potential agripreneurs (88% women) from Phase 1
- Train a new batch of 303 young people (93% women)

SCWomen in Tech

- Launched in 2019
- 88 founders have graduated and have received mentoring and training
- 26 of them have received seed funding of PKR 1.5 million each
- Through this programme the bank focusses on capacity building of Women owned enterprises

Sustainability

At the core of our strategy



Environment

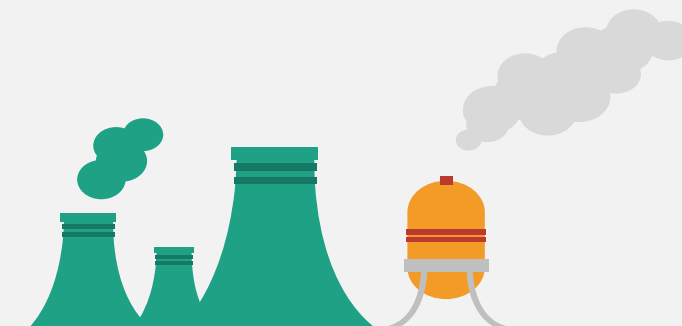
- **Sustainable Trade Structures**
 - ✓ Sustainable use of proceed structures to help clients in their day-to-day trade needs
 - ✓ Several transactions done to support BCI cotton trades
- **Green Project Financing**
 - ✓ Promote eco friendly projects
 - ✓ Exploring Retail Clients Solar Financing solutions
- **Transition Finance**
 - ✓ Project Financing for Clients to gradually align business with net zero goals
- **Carbon Credits**
 - ✓ Opportunities in Carbon trading space with large local Corporates
 - ✓ Purchase of Carbon Credits generated through Delta Blue Mangrove restoration project in Sind
- **Climate Risk Mitigation**
 - ✓ Employing energy efficient solutions and Green building designs & operations at premises
 - ✓ Continuous tracking, monitoring and reduction in emissions to meet 2030 targets

Social

- **Diversity & Financial Inclusion**
 - ✓ Digital onboarding and servicing solutions for unbanked mass market within CPBB
 - ✓ Exploring Supply Chain solutions for SMEs for CCIB clients' suppliers, vendors & distributors
 - ✓ Collaborations with DOs and Micro Finance Institutions
 - ✓ Low-Cost Housing Finance for low-income segments
 - ✓ Hiring practices aligned to increase female & differently-abled people in work streams
 - ✓ First ever Gender Bond being launched for clients
- **Community Engagement & Impact**
 - ✓ Expansion of GOAL programme to equip young girls with life enhancing skills – 22K + impacted
 - ✓ Helping women entrepreneurs scale their businesses through #SCWIT programme – 88 direct beneficiaries so far
 - ✓ Providing coaching and funding to women agri-preneurs in rural areas in partnership with British Asian Trust
 - ✓ Providing employment opportunities to people with disabilities in partnership with Sight savers – Target 480
- **Embedding Fair pay principles**
 - ✓ Launch of Employee assistance programs
 - ✓ Skills & development opportunities
 - ✓ Flexible work arrangements
 - ✓ Inflationary adjustments for impacted staff

Governance

- **ESG Advisory**
 - ✓ Provide thematic and bespoke advice to support our clients on environment and social issues
 - ✓ Helping clients on KPI bench markings, ESG ratings and climate risk mitigation
- **Ethics & Transparency**
 - ✓ Instituting industry leading Anti Bribery & Corruption policies and strong Risk management practices
 - ✓ Robust Business Continuity Planning and H&S standards
 - ✓ Employing best reporting standards
 - ✓ All encompassing Country Conduct Plan to ensure highest ethical standards in interactions with internal and external stakeholders
- **Board & Director Diversity**
 - ✓ Employing best in class diverse composition of Board INEDS and NEDs
 - ✓ Vibrant and diversified Board in terms of skills, experiences and exposures
 - ✓ Continuous knowledge sharing and building practices to further enhance Board capacity





Thank you