



## Third Quarter Report September 2014



**Soneri Bank Limited**

Roshan Har Qadam

# Third Quarter **Report**

September 2014 (Un-audited)

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## CORPORATE INFORMATION

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### CHAIRMAN

MR. ALAUDDIN FEERASTA

### CHIEF EXECUTIVE OFFICER

MR. MOHAMMAD AFTAB MANZOOR

### DIRECTORS

MR. NOORUDDIN FEERASTA

MR. AMAR ZAFAR KHAN

MR. S. ALI ZAFAR

MR. MUHAMMAD RASHID ZAHIR

MR. MANZOOR AHMED (NIT NOMINEE)

MR. SHAHID ANWAR (NIT NOMINEE)

### CHIEF FINANCIAL OFFICER

MS. ANJUM HAI

### COMPANY SECRETARY

MR. MUHAMMAD ALTAF BUTT

### AUDITORS

A.F. FERGUSON & CO.

CHARTERED ACCOUNTANTS

### LEGAL ADVISORS

MANAN LAW ASSOCIATES,  
ADVOCATES

### REGISTERED OFFICE

RUPALI HOUSE 241-242,  
UPPER MALL SCHEME,  
ANAND ROAD, LAHORE - 54000

### CENTRAL OFFICE

10TH FLOOR, PNSC BUILDING,  
M.T. KHAN ROAD, KARACHI

### REGISTRAR AND SHARE TRANSFER AGENT

THK ASSOCIATES (PRIVATE) LTD.,  
GROUND FLOOR,  
STATE LIFE BUILDING NO. 3,  
DR. ZIAUDDIN AHMED ROAD  
KARACHI - 75530  
UAN: (021) 111-000-322  
FAX: (021) 3565 5595

## DIRECTORS' REVIEW

On behalf of the Board of Directors, I am pleased to present the Directors' Review of Soneri Bank Limited ('the Bank') along with the un-audited condensed interim financial statements for the quarter and nine months ended 30 September 2014.

### Economy

During the quarter under review the key macro indicators remained stable. However, the incidence of monsoon floods and the existing political impasse may affect targeted improvement in the macroeconomic position. At stake is GDP growth targeted at 5.1 percent and reductions in chronic fiscal deficit and government borrowing. Maintaining a close watch on inflation, the State Bank of Pakistan (SBP) maintained an unchanged stance on the discount rate. While inflation recorded an improving trend at 7.6 percent versus 8.1 percent during the corresponding period last year, concerns remain as subsidies on utilities are expected to reduce further in the coming months. Despite the above mentioned factors and continued energy shortages, policy makers remain optimistic to reach a higher GDP growth figure over FY 14.

Current account balance posted a deficit of USD 1.4 billion for Jul-Aug FY15, a deterioration of \$0.8bn over the corresponding period last year. This is mainly due to trade deficit which increased to USD 4.2 billion during Jul-Aug FY15 largely due to increased oil imports. Improvement in workers' remittances of overseas Pakistanis by 12.6 percent during Jul-Aug FY15 helped soften the impact of the trade imbalance. The PKR gains, however, were reversed against the USD, as it declined 3.9 percent over its June end. Foreign exchange reserves declined approx. 6.6 percent or \$929 million during the period under review. Government remains confident of achieving adequate balance of payment support as the privatization process gets underway. Deals for UBL and PPL have closed while OGDCL and HBL are also expected in the near future. Furthermore, a Sukuk issue of USD 500 million is also being targeted for the current fiscal year.

### Operating Results and Business Overview

The summarized financial position of the Bank for the nine months ended is as follows:

Profit & Loss Account	30 September 2014	30 September 2013	Variance %
----- (Rupees in '000) -----			
Net Interest Margin & Non-Markup Income	6,561,443	5,372,341	22.13
Non-Markup Expense	4,362,239	3,505,681	24.43
Profit before Tax & Provisions	2,199,204	1,866,660	17.81
Profit before Tax	1,749,778	1,364,495	28.24
Profit after Tax	1,120,269	923,568	21.30
Earning Per Share - Rupee	1.02	0.84	21.43

Statement of Financial Position	30 September 2014	31 December 2013	Variance %
----- (Rupees in '000) -----			
Shareholders Equity (excluding Surplus)	13,621,269	12,450,416	9.40
Deposits	150,426,174	140,579,907	7.00
Advances - net	96,228,927	97,179,028	-0.98
Investments - net	65,900,919	46,702,797	41.11

## DIRECTORS' REVIEW

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Bank has posted Rs. 1.75 billion profit before tax for the nine months ended 30 September 2014 and Rs. 1.12 billion profit after tax. This significant growth of 21.43 percent over the corresponding period last year, translates into earnings per share of Rs. 1.02 (September 2013: Re. 0.84).

Revenue comprising net mark-up income and non-markup income has increased by 22.13 percent versus corresponding period of 2013. This is underpinned by higher spread and average net earning assets.

Non-markup expenses grew by 24.43 percent as compared to corresponding period last year largely due to rising prices of utilities, inflation and impact of branches opened in last quarter of 2013. Branch network presently comprises of 238 fully-operational branches (September 2013: 235 branches).

Provision against non-performing loans amounted to Rs. 451.68 million during the nine months ended which is lower by 14.23 percent compared to the corresponding last year.

Your Bank's balance sheet grew by 14.75 percent over December 2013. Net assets amounted to Rs. 14.35 billion as at 30 September 2014, being 8.04 percent higher than 2013 base of Rs. 13.28 billion. Deposits grew by 7.00 percent in the nine months period closing at Rs. 150.43 billion (December 2013: Rs. 140.58 billion). Net advances are almost at 2013 year end position standing at Rs. 96.23 billion (December 2013: Rs. 97.18 billion).

It is with great satisfaction that I inform you that your bank continues to operate with adequate liquidity and capital adequacy levels and enjoys respectable standing with the international financial institutions. I am confident that with an effective risk management, strong internal control and compliance systems the Bank will remain satisfactorily compliant with all the regulatory requirements and will continue to maintain the present trend of growth in business and profitability.

### Credit Rating

The Pakistan Credit Rating Agency Limited (PACRA) has maintained your Bank's rating as AA-(Double A Minus) for the long term and A1+ (A One Plus) for the short term with a stable outlook, vide its notification dated: 04 June 2014.

### Acknowledgment

I would like to take this opportunity to thank the State Bank of Pakistan, the Securities and Exchange Commission of Pakistan and the Ministry of Finance for their continued support and guidance. I am also thankful to our valued customers for their continued patronage and confidence and want to extend my appreciation to the bank employees as the driving force in the growth of the bank over the years.

### ALAUDDIN FEERASTA

Chairman

Lahore: 23 October 2014

## CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

AS AT 30 SEPTEMBER 2014

	Note	(Un-audited) 30 September 2014 (Rupees in '000)	(Audited) 31 December 2013
<b>ASSETS</b>			
Cash and balances with treasury banks	7	15,033,810	12,672,753
Balances with other banks	8	2,857,436	957,170
Lendings to financial and other institutions	9	3,206,357	2,737,751
Investments - net	10	65,900,919	46,702,797
Advances - net	11	96,228,927	97,179,028
Operating fixed assets	12	4,221,955	4,008,574
Deferred tax assets - net		92,621	103,495
Other assets - net	13	6,652,940	4,872,304
		<b>194,194,965</b>	<b>169,233,872</b>
<b>LIABILITIES</b>			
Bills payable		2,307,714	2,577,943
Borrowings	14	23,728,820	10,485,479
Deposits and other accounts	15	150,426,174	140,579,907
Sub-ordinated loan		-	-
Liabilities against assets subject to finance lease		-	-
Deferred tax liabilities - net		-	-
Other liabilities		3,381,347	2,307,900
		<b>179,844,055</b>	<b>155,951,229</b>
<b>NET ASSETS</b>		<b>14,350,910</b>	<b>13,282,643</b>
<b>REPRESENTED BY</b>			
Share capital		11,024,636	11,024,636
Reserves		841,554	617,500
Discount on issue of right shares		(1,001,361)	(1,001,361)
Unappropriated profit		2,756,440	1,809,641
		<b>13,621,269</b>	<b>12,450,416</b>
Surplus on revaluation of assets - net of tax		729,641	832,227
		<b>14,350,910</b>	<b>13,282,643</b>
<b>CONTINGENCIES AND COMMITMENTS</b>	16		

The annexed notes 1 to 24 form an integral part of this condensed interim financial information.

CHAIRMAN

PRESIDENT AND  
CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR

## CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED)

FOR THE QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2014

Note	For the nine months ended		For the quarter ended	
	30 September 2014	30 September 2013	30 September 2014	30 September 2013
----- (Rupees in '000) -----				
Mark-up / return / interest earned	12,248,226	10,050,181	4,347,750	3,266,174
Mark-up / return / interest expensed	7,795,575	6,460,443	2,785,155	2,112,782
<b>Net mark-up / return / interest income</b>	<b>4,452,651</b>	<b>3,589,738</b>	<b>1,562,595</b>	<b>1,153,392</b>
Provision against non - performing loans and advances - net	11.2	451,682	526,621	152,002
Reversal of provision against diminution in the value of investments	10.10	(2,256)	(24,501)	-
Bad debts written off directly		-	45	-
		449,426	502,165	152,002
<b>Net mark-up / return / interest income after provisions</b>	<b>4,003,225</b>	<b>3,087,573</b>	<b>1,410,593</b>	<b>1,097,029</b>
<b>Non mark-up / interest income</b>				
Fee, commission and brokerage income	948,886	761,416	312,393	249,580
Dividend income	137,872	148,348	68,402	110,326
Income from dealing in foreign currencies	466,302	314,452	183,698	207,511
Unrealised gain / (loss) on revaluation of investments classified as held-for-trading	1,585	(5,282)	3,467	(7,557)
Gain on sale of securities - net	335,449	406,367	62,446	119,247
Other income	218,698	157,302	43,862	44,654
<b>Total non mark-up / interest income</b>	<b>2,108,792</b>	<b>1,782,603</b>	<b>674,268</b>	<b>723,761</b>
	6,112,017	4,870,176	2,084,861	1,820,790
<b>Non mark-up / interest expenses</b>				
Administrative expenses	4,220,349	3,508,559	1,385,368	1,273,941
Provision / (reversal of provision) against other assets - net	91	(33,624)	91	(2,000)
Other charges	141,799	30,746	17,883	17,592
<b>Total non mark-up / interest expenses</b>	<b>4,362,239</b>	<b>3,505,681</b>	<b>1,403,342</b>	<b>1,289,533</b>
	1,749,778	1,364,495	681,519	531,257
Extraordinary / unusual items	-	-	-	-
<b>Profit before taxation</b>	<b>1,749,778</b>	<b>1,364,495</b>	<b>681,519</b>	<b>531,257</b>
<b>Taxation</b> - Current	<b>673,343</b>	<b>474,000</b>	<b>236,744</b>	<b>173,000</b>
- Prior	-	(411,427)	-	-
- Deferred	(43,834)	378,354	(11,657)	(14,044)
	629,509	440,927	225,087	158,956
<b>Profit after taxation</b>	<b>1,120,269</b>	<b>923,568</b>	<b>456,432</b>	<b>372,301</b>
----- (Rupees) -----				
<b>Earning per share - basic and diluted</b>	<b>1.02</b>	<b>0.84</b>	<b>0.41</b>	<b>0.34</b>
		(Restated)		(Restated)

The annexed notes 1 to 24 form an integral part of this condensed interim financial information.

CHAIRMAN

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CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR



# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED)

FOR THE QUARTER AND NINE MONTHS ENDED 30 SEPTEMBER 2014

	For the nine months ended		For the quarter ended	
	30 September 2014	30 September 2013	30 September 2014	30 September 2013
	<b>(Rupees in '000)</b>			
Profit after taxation for the period	<b>1,120,269</b>	923,568	<b>456,432</b>	372,301
<b>Items that may be reclassified to profit and loss account</b>				
<b>Other comprehensive income</b>				
Surplus / (deficit) on revaluation of "Available-for-sale" securities - net (i)	-	-	-	-
Surplus on revaluation of operating fixed assets - net (ii)	-	-	-	-
<b>Items that may not be reclassified to profit and loss account</b>				
Remeasurement gain / (loss) on defined benefit plan	<b>11,029</b>	(10,337)	-	(5,169)
Deferred tax on remeasurement gain on defined benefit plan	<b>(3,860)</b>	3,618	-	1,809
	<b>7,169</b>	(6,719)	-	(3,360)
<b>Total comprehensive income for the period</b>	<b>1,127,438</b>	916,849	<b>456,432</b>	368,941

(i) Surplus / (deficit) on revaluation of "Available-for-sale securities" net of tax is presented under separate head below equity as "Surplus / (deficit) on revaluation of assets" in accordance with the requirements specified by the State Bank of Pakistan vide BSD circular 20 dated 4 August 2000 and BSD circular 10 dated 13 July 2004.

(ii) Surplus on revaluation of operating fixed assets net of tax is presented under separate head below equity as "Surplus / (deficit) on revaluation of assets" in accordance with the requirements of section 235 of the Companies Ordinance, 1984.

The annexed notes 1 to 24 form an integral part of this condensed interim financial information.

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## CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED)

FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2014

	30 September 2014	30 September 2013
	(Rupees in '000)	
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Profit before taxation	1,749,778	1,364,495
Less: Dividend income	(137,872)	(148,348)
	<u>1,611,906</u>	<u>1,216,147</u>
<b>Adjustment for non-cash and other items:</b>		
Depreciation / amortisation	501,807	512,336
Provision against non-performing loans and advances - net	451,682	526,621
Provision / (Reversal of provision) against other assets	91	(33,624)
Workers' Welfare Fund	39,606	29,776
Reversal of provision against diminution in the value of investments	(2,256)	(24,501)
Reversal of provision for diminution in the value of investments recognised in capital gains	-	(38,575)
Unrealised (gain) / loss on revaluation of investments classified as held-for-trading	(1,585)	5,282
Bad debts written off directly	-	45
Loss / (gain) on sale of fixed assets	13,595	(8,206)
	<u>1,002,940</u>	<u>969,154</u>
	<u>2,614,846</u>	<u>2,185,301</u>
<b>(Increase) / decrease in operating assets</b>		
Lendings to financial and other institutions	(468,606)	(1,209,769)
Advances	498,419	(4,746,490)
Others assets - (excluding advance taxation)	(2,340,308)	(517,400)
	<u>(2,310,495)</u>	<u>(6,473,659)</u>
<b>Increase / (decrease) in operating liabilities</b>		
Bills payable	(270,229)	1,920,218
Borrowings	13,243,341	(12,097,536)
Deposits and other accounts	9,846,267	12,211,679
Other liabilities	1,044,870	644,717
	<u>23,864,249</u>	<u>2,679,078</u>
	<u>24,168,600</u>	<u>(1,609,280)</u>
	<u>(113,111)</u>	<u>(629,210)</u>
Income tax paid		
<b>Net cash flows generated from / (used in) from operating activities</b>	<u>24,055,489</u>	<u>(2,238,490)</u>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Net investments in securities	(19,203,199)	2,379,102
Dividend income received	137,816	81,617
Investment in operating fixed assets (including intangible assets)	(737,282)	(486,511)
Proceeds from disposal of operating fixed assets	8,499	26,048
<b>Net cash flows (used in) / generated from investing activities</b>	<u>(19,794,166)</u>	<u>2,000,256</u>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Sub-ordinated loan	-	(299,280)
<b>Net cash flows used in financing activities</b>	<u>-</u>	<u>(299,280)</u>
<b>Increase / (decrease) in cash and cash equivalents</b>	<u>4,261,323</u>	<u>(537,514)</u>
Cash and cash equivalents at the beginning of the period	<u>13,629,923</u>	<u>12,740,516</u>
<b>Cash and cash equivalents at the end of the period</b>	<u>17,891,246</u>	<u>12,203,002</u>
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>		
Cash and balances with treasury banks	15,033,810	11,540,703
Balances with other banks	2,857,436	662,299
	<u>17,891,246</u>	<u>12,203,002</u>

The annexed notes 1 to 24 form an integral part of this condensed interim financial information.

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DIRECTOR

# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)

FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2014

	Share capital	Capital reserves			General reserve	Unappropriated profit (b)	Total
		Discount on issue of shares	Share premium	Statutory reserve (a)			
(Rupees in '000)							
Balance as at 1 January 2013	10,022,396	(1,001,361)	1,405	408,724	-	1,947,135	11,378,299
Transfer to General Reserves	-	-	-	-	1,000,000	(1,000,000)	-
Changes in equity for nine months ended 30 September 2013							
Total comprehensive income for the period							
Profit after tax for nine months ended 30 September 2013	-	-	-	-	-	923,568	923,568
Remeasurement loss on defined benefit plan - net of tax	-	-	-	-	-	(6,719)	(6,719)
Transfer from surplus on revaluation of fixed assets to unappropriated profit - net of tax	-	-	-	-	-	43,524	43,524
Transfer to statutory reserve	-	-	-	184,714	-	(184,714)	-
Balance as at 30 September 2013	10,022,396	(1,001,361)	1,405	593,438	1,000,000	1,722,794	12,338,672
Changes in equity during quarter ended 31 December 2013							
Total comprehensive income for the period							
Profit after tax for quarter ended 31 December 2013	-	-	-	-	-	113,289	113,289
Remeasurement loss on defined benefit plan - net of tax	-	-	-	-	-	(17,674)	(17,674)
Transfer from surplus on revaluation of fixed assets to unappropriated profit - net of tax	-	-	-	-	-	16,129	16,129
Transfer to statutory reserve	-	-	-	22,657	-	(22,657)	-
Transactions with owners, recorded directly in equity							
Issue of bonus shares	1,002,240	-	-	-	(1,000,000)	(2,240)	-
Balance as at 31 December 2013	11,024,636	(1,001,361)	1,405	616,095	-	1,809,641	12,450,416
Changes in equity for nine months ended 30 September 2014							
Total comprehensive income for the period							
Profit after tax for nine months ended 30 September 2014	-	-	-	-	-	1,120,269	1,120,269
Remeasurement gain on defined benefit plan - net of tax	-	-	-	-	-	7,169	7,169
Transfer from surplus on revaluation of fixed assets to unappropriated profit - net of tax	-	-	-	-	-	43,415	43,415
Transfer to statutory reserve	-	-	-	224,054	-	(224,054)	-
Balance as at 30 September 2014	11,024,636	(1,001,361)	1,405	840,149	-	2,756,440	13,621,269

(a) This represents reserves created under section 21 (i) (a) of the Banking Companies Ordinance, 1962.

(b) As more fully explained in note 11.5 of this condensed interim financial information, unappropriated profit includes an amount of Rs.1,189,466 million net of tax as at 30 September 2014 (31 December 2013: Rs.1,253,114 million) representing additional profit arising from availing forced sale value benefit for determining provisioning requirement which is not available for the purpose of distribution of dividend to shareholders.

The annexed notes 1 to 24 form an integral part of this condensed interim financial information.

CHAIRMAN

PRESIDENT AND  
CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR

## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2014

### 1. STATUS AND NATURE OF BUSINESS

- 1.1** Soneri Bank Limited ("the Bank") was incorporated in Pakistan on 28 September 1991 as a public limited company under the Companies Ordinance, 1984. Its shares are quoted on Karachi, Lahore and Islamabad stock exchanges. The Bank is engaged in banking services as described in the Banking Companies Ordinance, 1962 through a network of 238 branches (31 December 2013: 239); including 15 Islamic Banking branches (31 December 2013: 9) in Pakistan.

The Registered office of the Bank is located at Rupali House 241-242, Upper Mall Scheme, Anand Road, Lahore, Punjab.

- 1.2** Based on the financial statements of the Bank for the year ended 31 December 2013, the Pakistan Credit Rating Agency Limited (PACRA) has determined the Bank's long term rating as AA- and short term rating as A1+.

### 2. BASIS OF PRESENTATION

In accordance with the directives of the Federal Government regarding the shifting of the banking system to Islamic modes, the State Bank of Pakistan has issued various circulars from time to time. Permissible form of trade related mode of financing includes purchase of goods by the bank from their customers and immediate resale to them at appropriate mark-up in price on deferred payment basis. The purchase and sales arising under these arrangements are not reflected in this condensed interim financial information as such but are restricted to the amount of facility actually utilised and the appropriate portion of mark-up thereon.

The condensed interim financial information results of the Islamic banking branches have been consolidated in this condensed interim financial information for reporting purposes only. Inter branch transactions and balances have been eliminated. In accordance with the directives issued by the SBP, the un-audited condensed interim statement of financial position of Islamic banking branches is disclosed in note 21 of this condensed interim financial information.

### 3. STATEMENT OF COMPLIANCE

- 3.1** This condensed interim financial information has been prepared in accordance with the approved accounting standards as applicable in Pakistan. The approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board and Islamic Financial Accounting Standards (IFASs) issued by the Institute of Chartered Accountants of Pakistan, as are notified under the Companies Ordinance, 1984, the requirements of the Companies Ordinance, 1984, the Banking Companies Ordinance, 1962, or the directives issued by the Securities and Exchange Commission of Pakistan (SECP) and the State Bank of Pakistan (SBP). Wherever the requirements of the Companies Ordinance, 1984, the Banking Companies Ordinance, 1962, IFASs notified under the Companies Ordinance, 1984, or the directives issued by the SECP and SBP differ with the requirements of IFRSs, the requirements of the Companies Ordinance, 1984, the Banking Companies Ordinance, 1962, and IFASs notified under the Companies Ordinance, 1984, or the requirements of the said directives issued by the SECP and SBP prevail.
- 3.2** The SBP has deferred the applicability of International Accounting Standard (IAS) 39, 'Financial Instruments: Recognition and Measurement' and International Accounting Standard (IAS) 40, 'Investment Property' for Banking Companies through BSD Circular Letter No. 10 dated 26 August 2002 till further instructions. Further, the SECP has also deferred the applicability of International Financial Reporting Standard (IFRS) 7, 'Financial Instruments: Disclosures' through its notification SRO 411(I) / 2008 dated 28 April 2008. Accordingly, the requirements of these standards have not been considered in the preparation of this condensed interim financial information. However, investments have been classified and valued in accordance with the requirements prescribed by the SBP through various circulars.

**3.3** The SBP vide its BSD Circular No. 07 dated 20 April 2010 has clarified that for the purpose of preparation of financial statements in accordance with International Accounting Standard - 1 (Revised), 'Presentation of Financial Statements', two statement approach shall be adopted i.e. separate 'Profit and Loss Account' and 'Statement of Comprehensive Income' shall be presented, and Balance Sheet shall be renamed as 'Statement of Financial Position'. Furthermore, the surplus / deficit on revaluation of available for sale (AFS) securities only, may be included in the 'Statement of Comprehensive Income'. However, it should continue to be shown separately in the statement of financial position below equity. Accordingly, the above requirements have been adopted in the preparation of this condensed interim financial information.

**3.4** The disclosures made in this condensed interim financial information have been limited based on the format prescribed by the State Bank of Pakistan through BSD Circular Letter No. 2 dated 12 May 2004 and the requirements of the International Accounting Standard 34, "Interim Financial Reporting". They do not include all of the information required for the full annual financial statements, and this condensed interim financial information should be read in conjunction with the financial statements of the Bank for the year ended 31 December 2013.

#### **4. BASIS OF MEASUREMENT**

##### **4.1 Accounting Convention**

This condensed interim financial information has been prepared under the historical cost convention, except that certain fixed assets are carried at revalued amounts and certain investments and derivatives have been marked to market and are carried at fair value. In addition, obligation in respect of staff retirement benefit is carried at present value.

##### **4.2 Functional and presentation currency**

Items included in this condensed interim financial information are measured using the currency of the primary economic environment in which the Bank operates. This condensed interim financial information is presented in Pakistani Rupees, which is the Bank's functional and presentation currency.

##### **4.3 Critical accounting estimates and assumptions**

The basis and the methods used for critical accounting estimates and judgements adopted in this condensed interim financial information are the same as those applied in the preparation of the annual financial statements of the Bank for the year ended 31 December 2013.

#### **5. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies used in the preparation of this condensed interim financial information are the same as those applied in the preparation of the annual financial statements of the Bank for the year ended 31 December 2013.

#### **6. FINANCIAL RISK MANAGEMENT**

The Bank's Financial Risk Management objectives and policies are consistent with those disclosed in the annual financial statements of the Bank for the year ended 31 December 2013.

Un-audited  
30 September  
2014  
(Rupees in '000)

Audited  
31 December  
2013

## 7. CASH AND BALANCES WITH TREASURY BANKS

In hand		
Local currency	3,118,997	3,068,125
Foreign currencies	857,939	775,566
In transit		
Local currency	-	-
Foreign currency	102,649	85,143
With State Bank of Pakistan in		
Local currency current account	8,047,937	5,133,639
Foreign currency current account	617,243	604,460
Foreign currency deposit account against foreign currency deposits mobilised	1,806,194	1,823,288
With National Bank of Pakistan in		
Local currency current account	482,851	1,182,532
	<u>15,033,810</u>	<u>12,672,753</u>

## 8. BALANCES WITH OTHER BANKS

In Pakistan		
In current accounts	220,249	223,956
In deposit accounts	1,200,026	250,026
Outside Pakistan		
In current accounts	1,437,161	483,188
	<u>2,857,436</u>	<u>957,170</u>

## 9. LENDINGS TO FINANCIAL AND OTHER INSTITUTIONS

Call money lending	2,000,000	1,000,000
Repurchase agreement lending	-	990,954
Margin Trading System	206,357	46,797
Letter of placement	1,000,000	700,000
	<u>3,206,357</u>	<u>2,737,751</u>

## 10. INVESTMENTS

### 10.1 Investments by types

		Un-audited 30 September 2014			Audited 31 December 2013		
Note		Held by Bank	Given as collateral	Total	Held by Bank	Given as collateral	Total
----- (Rupees in '000) -----							
Held-for-trading investments	10.2	122,468	-	122,468	1,565,686	-	1,565,686
Available-for-sale investments	10.3	56,190,398	5,848,503	62,038,901	40,797,493	1,348,100	42,145,593
Held-to-maturity investments	10.4	3,634,348	-	3,634,348	2,881,239	-	2,881,239
<b>Investments at cost</b>		<b>59,947,214</b>	<b>5,848,503</b>	<b>65,795,717</b>	<b>45,244,418</b>	<b>1,348,100</b>	<b>46,592,518</b>
Provision for diminution in the value of investments	10.10	(132,107)	-	(132,107)	(134,363)	-	(134,363)
Surplus / (Deficit) on revaluation of Held-for-trading investments		669	-	669	(323)	-	(323)
Surplus / (Deficit) on revaluation of Available for sale investments		238,152	(1,512)	236,640	246,420	(1,455)	244,965
<b>Investments - net of provisions</b>		<b>60,053,928</b>	<b>5,846,991</b>	<b>65,900,919</b>	<b>45,356,152</b>	<b>1,346,645</b>	<b>46,702,797</b>

Un-audited 30 September 2014				Audited 31 December 2013		
	Held by Bank	Given as collateral	Total	Held by Bank	Given as collateral	Total
(Rupees in '000)						
<b>10.2 Held-for-Trading investments</b>						
Fully paid-up ordinary shares	122,468	-	122,468	8,636	-	8,636
Market Treasury Bills	-	-	-	1,557,050	-	1,557,050
	<b>122,468</b>	<b>-</b>	<b>122,468</b>	<b>1,565,686</b>	<b>-</b>	<b>1,565,686</b>
<b>10.3 Available for sale investments</b>						
Market Treasury Bills	13,073,434	5,848,503	18,921,937	32,945,900	1,348,100	34,294,000
Pakistan Investment Bonds	40,754,138	-	40,754,138	5,956,285	-	5,956,285
Government of Pakistan - Ijarah Sukuks	200,000	-	200,000	200,000	-	200,000
Sukuk Bonds	75,000	-	75,000	-	-	-
Fully paid-up ordinary shares	1,778,713	-	1,778,713	1,434,115	-	1,434,115
Term Finance Certificates	72,015	-	72,015	49,095	-	49,095
Units of mutual funds	237,098	-	237,098	212,098	-	212,098
	<b>56,190,398</b>	<b>5,848,503</b>	<b>62,038,901</b>	<b>40,797,493</b>	<b>1,348,100</b>	<b>42,145,593</b>
<b>10.4 Held to maturity investments</b>						
Pakistan Investment Bonds	263,635	-	263,635	264,859	-	264,859
Term Finance Certificates	608,009	-	608,009	695,360	-	695,360
Government of Pakistan - Ijarah Sukuks	1,899,989	-	1,899,989	1,700,004	-	1,700,004
Sukuk Bonds	862,715	-	862,715	221,016	-	221,016
	<b>3,634,348</b>	<b>-</b>	<b>3,634,348</b>	<b>2,881,239</b>	<b>-</b>	<b>2,881,239</b>
				<b>Un-audited 30 September 2014</b>	<b>Audited 31 December 2013</b>	
				<b>Note</b>	<b>(Rupees in '000)</b>	
<b>10.5 Investments by segment</b>						
<b>Federal Government Securities</b>						
- Market Treasury Bills				10.6	<b>18,921,937</b>	35,851,050
- Pakistan Investment Bonds					<b>41,017,773</b>	6,221,144
- Government of Pakistan Ijara Sukuk Bonds					<b>2,099,989</b>	1,900,004
					<b>62,039,699</b>	43,972,198
<b>Fully Paid-up Ordinary Shares</b>						
- Listed companies				10.7	<b>1,859,381</b>	1,400,951
- Unlisted companies				10.8	<b>41,800</b>	41,800
					<b>1,901,181</b>	1,442,751
<b>Units of Mutual Funds</b>						
- Open ended					<b>125,000</b>	100,000
- Closed - end					<b>112,098</b>	112,098
					<b>237,098</b>	212,098
<b>Term Finance Certificates, Bonds, Participation Term Certificates and Certificates of Investments</b>						
- Listed Term Finance Certificates				10.9	<b>302,413</b>	340,691
- Unlisted Term Finance Certificates					<b>377,611</b>	403,764
- Sukuk Bonds					<b>937,715</b>	221,016
					<b>1,617,739</b>	965,471
<b>Investments at cost</b>						
Provision for diminution in value of investments				10.10	<b>65,795,717</b>	46,592,518
Surplus / (Deficit) on revaluation of Held-for-trading investments					<b>(132,107)</b>	(134,363)
Surplus on revaluation of Available-for-sale investments					<b>669</b>	(323)
					<b>236,640</b>	244,965
					<b>65,900,919</b>	46,702,797
<b>Investments (net of provisions)</b>						

- 10.6** This includes securities having book value of Rs. 30,700 million (31 December 2013: Rs. 30,700 million) pledged with the State Bank of Pakistan and National Bank of Pakistan to facilitate T. T. discounting facility for the branches of the Bank.
- 10.7** During 2012, the Bank along with other lenders of Azgard Nine Limited entered into a Share Transfer and Debt Swap Agreement dated 12 April 2012. The Bank under the agreement acquired 605,138 shares of Agritech Limited at a price of Rs. 35 per share and settled the loan exposure of Rs. 21.180 million against it. The Bank also acquired additional 124,541 shares against total cash consideration of Rs. 4.359 million. As at 30 September 2014 the bank has recorded an impairment loss of Rs. 17.278 million on these shares. The State Bank of Pakistan vide circular no. BPRD / BRD - (Policy) / 2013 - 1857 dated 15 February 2013 has clarified that such shares need not be classified as strategic investment.
- 10.8** This includes shares of Islamabad Stock Exchange Limited (ISEL) acquired in pursuance of corporatization and demutualization of ISEL as a public company limited by shares. Out of total 3,034,603 number of shares so acquired 1,820,762 shares have been deposited in a blocked account with the Central Depository Company of Pakistan Limited (CDC). The said shares along with Trading Right Entitlement Certificate (refer note 12.3) were received against surrender of Stock Exchange Membership Card. The TRE Certificate lapsed on 26 August 2014. Further as the fair value of both the assets transferred and asset obtained can not be determined with reasonable accuracy, the above shares have been recorded at the carrying value of Stock Exchange Membership Card in the Bank's books.
- 10.9** The Bank purchased 4,000 certificates of Wapda Sukuk in September 2009 through a market based transaction for a total cash consideration of Rs. 19.8 million having a face value of Rs. 20 million. These certificates were available in the seller's CDC account and were transferred to Bank's CDC account on completion of the transaction. Periodic Ijarah rental due on 22 October 2009 was not paid to the Bank on the plea that certain discrepancy in Central Depository Register was the reason for non payment.

The Bank through a legal notice has clarified that it purchased the aforementioned Sukuk Certificates from the market for a valuable consideration and at that time these Sukuks were already entered in the Central Depository Register of the seller's account. However, the Bank has fully provided the outstanding amount against these Sukuks. The Bank has filed a recovery suit which is pending before the Sindh High Court, Karachi.

	Note	Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
<b>10.10 Particulars of provision for diminution in value of investments</b>			
The analysis of total provision held are as follows:			
Opening balance		134,363	160,432
(Reversal) / charge for the period / year		(2,256)	12,506
Write off / transfer		-	(38,575)
Net reversal		(2,256)	(26,069)
Closing balance		132,107	134,363
<b>11. ADVANCES</b>			
Loans, cash credits, running finances, etc. - in Pakistan		99,806,011	97,397,600
Net investment in finance lease - in Pakistan		-	-
		99,806,011	97,397,600
Bills discounted and purchased (excluding government treasury bills)			
- Payable in Pakistan		664,793	707,037
- Payable outside Pakistan		3,307,257	6,212,896
		3,972,050	6,919,933
Advances - gross	11.1	103,778,061	104,317,533
Provision against consumer / small enterprises loans - general		(33,222)	(29,781)
Provision for non-performing loans and advances	11.4	(7,515,912)	(7,108,724)
Advances - net of provision		96,228,927	97,179,028



- 11.1** Advances include Rs. 10,414.366 million (31 December 2013: Rs. 10,424.111 million) which have been placed under non-performing status as detailed below:

30 September 2014 (Un-audited)									
Classified Advances			Provision Required			Provision Held			
Domestic	Overseas	Total	Domestic	Overseas	Total	Domestic	Overseas	Total	
(Rupees in '000)									
Category of classification									
Other Assets Especially Mentioned (Agri financing)	40,418	-	40,418	792	-	792	792	-	792
Substandard	579,022	-	579,022	106,815	-	106,815	106,815	-	106,815
Doubtful	901,834	-	901,834	367,541	-	367,541	367,541	-	367,541
Loss	8,893,092	-	8,893,092	7,040,764	-	7,040,764	7,040,764	-	7,040,764
	10,414,366	-	10,414,366	7,515,912	-	7,515,912	7,515,912	-	7,515,912

31 December 2013 (Audited)								
Classified Advances			Provision Required			Provision Held		
Domestic	Overseas	Total	Domestic	Overseas	Total	Domestic	Overseas	Total
(Rupees in '000)								
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**11.2 Particulars of provision against non-performing loans and advances**

	<b>Un-audited 30 September 2014</b>				<b>Audited 31 December 2013</b>			
	Specific	General Consumer	Small Enterprises	Total	Specific	General Consumer	Small Enterprises	Total
(Rupees in '000)								
Opening balance	7,108,724	10,781	19,000	7,138,505	6,420,903	8,454	-	6,429,357
Charge for the period / year	902,685	3,441	-	906,126	1,196,205	2,327	19,000	1,217,532
Reversals made during the period / year	(454,444)	-	-	(454,444)	(495,003)	-	-	(495,003)
	<u>448,241</u>	<u>3,441</u>	<u>-</u>	<u>451,682</u>	<u>701,202</u>	<u>2,327</u>	<u>19,000</u>	<u>722,529</u>
Amount written off	(41,053)	-	-	(41,053)	(13,381)	-	-	(13,381)
Transfer	-	-	-	-	-	-	-	-
Closing balance	<u>7,515,912</u>	<u>14,222</u>	<u>19,000</u>	<u>7,549,134</u>	<u>7,108,724</u>	<u>10,781</u>	<u>19,000</u>	<u>7,138,505</u>

- 11.3** General provision against consumer financing represents provision maintained at an amount equal to 1.5% of the fully secured performing portfolio of consumer loan and 5% of the unsecured performing portfolio as required under the Prudential Regulations issued by SBP.
- 11.4** General provision against small enterprises represents general provision maintained at an amount equal to 1.0% of the fully secured performing portfolio and 2.0% of the unsecured performing portfolio as required under the Prudential Regulations issued by SBP.
- 11.5** The Bank has availed the benefit of forced sales value of pledged stocks and mortgaged residential and commercial properties held as collateral against non-performing advances and investments as allowed under the regulation issued by the State Bank of Pakistan. Had the benefit not been taken by the Bank, the specific provision against non-performing advances and non-performing investments (as appearing in note 10) would have been higher by Rs.1,826.878 million and Rs.3.070 million respectively. The additional profit arising from availing this benefit - net of the tax amounting to Rs.1,189.466 million is not available for distribution either as cash or stock dividend.
- 11.6** Above advances include an amount of Rs 300 million due from Wateen Telecom Limited. The restructuring negotiations with this customer are currently underway. The State Bank of Pakistan has granted exemption from classification of this customer till 31 October 2014.

	Note	Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
<b>12. OPERATING FIXED ASSETS</b>			
<b>Capital work-in-progress</b>		<b>558,397</b>	108,217
<b>Property and equipments:</b>			
Land			
- Freehold		<b>362,778</b>	362,778
- Leasehold		<b>160,689</b>	160,689
Building on:			
- Freehold		<b>116,220</b>	115,183
- Leasehold		<b>1,236,166</b>	1,304,725
Leasehold Improvements		<b>694,548</b>	667,474
Furniture, fixtures, equipments and computers		<b>725,345</b>	841,921
Vehicles		<b>93,152</b>	96,062
<b>Assets held under ijarah:</b>			
- Motor vehicles		<b>83,383</b>	98,614
- Plant and machinery		<b>147,514</b>	175,876
<b>Intangible assets:</b>			
Intangibles	12.3	<b>43,763</b>	77,035
		<b>4,221,955</b>	4,008,574
		<b>Un-audited 30 September 2014 (Rupees in '000)</b>	<b>Un-audited 30 September 2013</b>

**12.1 The following additions were made at cost during the period:**

Land, building and leasehold	<b>104,054</b>	157,099
Furniture, fixtures, equipment and computers	<b>128,506</b>	301,243
Vehicles	<b>29,015</b>	42,740
Intangibles	<b>25,527</b>	35,014
	<b>287,102</b>	536,096

Un-audited 30 September 2014 (Rupees in '000)	Un-audited 30 September 2013
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**12.2 The written down value of fixed assets disposed of / deleted during the period were as follows:**

Land, building and leasehold	17,893	12,604
Furniture, fixtures, equipment and computers	4,024	2,433
Vehicles	177	2,805
	<b>22,094</b>	<b>17,842</b>

**12.3** The Trading Right Entitlement Certificate (TRE Certificate) acquired on surrender of Islamabad Stock Exchange Membership Card is stated at NIL value.

According to section 5 of the Stock Exchanges (Corporatization, Demutualization and Integration) Act, 2012 an initial shareholder who was issued TRE certificate and was not registered as a corporate broker with the Exchange, was required to do so within two years from the date of demutualization i.e. 27 August 2012. This ended on 26 August 2014 resulting in lapse of TRE Certificate.

**13. OTHER ASSETS**

This includes non-banking asset acquired in satisfaction of claims amounting to Rs 17.4 million classified as held for sale. A formal plan to dispose of the property / asset is in place and it is expected that the process of sale of these properties will be completed in the near future.

Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
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**14. BORROWINGS**

**Secured**

Borrowings from the State Bank of Pakistan

- Export refinance scheme
- Long term financing facility (LTFF) for plant and machinery
- Long term financing - export oriented projects (LTF - EOP)
- Modernization of SME - rice husking
- Financing facility for storage of agriculture produce
- Repurchase agreement borrowings

6,079,532	6,866,019
704,371	848,067
78,470	182,650
12,869	4,969
16,578	24,867
-	-
<b>6,891,820</b>	<b>7,926,572</b>

Repurchase agreement borrowings -other banks

Borrowings from other financial institutions

5,842,590	-
1,714,972	1,339,621
<b>14,449,382</b>	<b>9,266,193</b>

**Unsecured**

Call borrowings

Overdrawn nostro accounts

9,030,029	850,000
249,409	369,286
<b>23,728,820</b>	<b>10,485,479</b>

Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
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## 15. DEPOSITS AND OTHER ACCOUNTS

### Customers

Fixed deposits	46,530,877	41,947,218
Savings deposits	67,020,193	64,339,770
Current accounts - Remunerative	-	-
Current accounts - Non- remunerative	33,985,879	32,102,977
Call deposits	381,768	214,312
Margin deposits / Others	1,598,162	1,449,775
	<u>149,516,879</u>	<u>140,054,052</u>

### Financial Institutions

Remunerative - deposits	909,120	525,677
Non-remunerative - deposits	175	178
	<u>909,295</u>	<u>525,855</u>

<u>150,426,174</u>	<u>140,579,907</u>
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## 15.1 Particulars of deposit and other accounts

In local currency	138,629,202	128,852,085
In foreign currencies	11,796,972	11,727,822
	<u>150,426,174</u>	<u>140,579,907</u>

## 16. CONTINGENCIES AND COMMITMENTS

### 16.1 Direct credit substitutes

#### Contingent liability in respect of guarantees favouring:

- Government	1,450,770	1,308,692
- Others	239,007	95,235
	<u>1,689,777</u>	<u>1,403,927</u>

### 16.2 Transaction - related contingent liabilities

#### Contingent liability in respect of performance bonds, bid bonds, shipping guarantees and standby letters of credit etc. favouring:

- Government	4,317,799	4,580,937
- Banking companies and other financial institutions	35,727	160,592
- Others	2,365,940	2,645,675
	<u>6,719,466</u>	<u>7,387,204</u>

### 16.3 Trade - related contingent liabilities

Letters of credit	20,987,076	16,497,354
Acceptances	3,768,349	4,637,712

### 16.4 Suit filed by customers for recovery of alleged losses suffered pending in the High Court which the bank does not acknowledge as debt

2,400	2,400
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### 16.5 Commitments in respect of fixed assets

33,079	1,336,404
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## 16.6 Other Contingencies

### 16.6.1 Taxation

- a) For the tax year 2011, the Bank had filed return under self assessment scheme as envisaged in section 120 of the Income Tax Ordinance, 2001. The income tax department has amended the assessment of tax year 2011 under section 122(5A) of the Income Tax Ordinance, 2001. The amended assessment order has been passed by adding / disallowing certain expenses / deductions resulting in additional net tax liability of Rs. 313.38 million.

The Bank has filed appeal before the Appellate Tribunal Inland Revenue (ATIR) against these disallowances and deductions.

- b) For years ended 31 December 2008, 2009 and 2010, aggregate liability of Rs. 159.10 million has been adjudged under Rule 40A of the Federal Excise Rules 2005 read with section 7 of the Federal Excise Act 2005, on the grounds that Bank failed to deposit applicable Federal Excise Duty on certain income heads. Against the said liability the Bank had preferred appeal before the Commissioner Inland Revenue (Appeals). As a result of appeal filed by the Bank before the Commissioner Inland Revenue (Appeals) certain add backs have been deleted and a net liability of Rs. 61.508 million is now pending against which the Bank has preferred an appeal before the Appellate Tribunal Inland Revenue, (ATIR).

- c) For the year ended 31 December 2011, a liability of Rs. 58.914 million has been adjudged under Rule 40A of the Federal Excise Rules 2005 read with section 7 of the Federal Excise Act 2005, on the grounds that the Bank failed to deposit applicable Federal Excise Duty on certain income heads. Against the said liability the Bank had preferred an appeal before the Commissioner Inland Revenue (Appeals). As a result of appeal filed by the Bank before the Commissioner Inland Revenue (Appeals) certain add backs have been deleted and a net liability of Rs.2.714 million is now pending against which the Bank has preferred an appeal before the Appellate Tribunal Inland Revenue (ATIR).

- d) The tax department has filed tax references before honourable Lahore High Court, Lahore in respect of certain deductions allowed by the Appellate Tribunal Inland Revenue (ATIR) for assessment year 2000-2001 to tax year 2010.

The Bank and its tax advisor are of the view that the above issues will ultimately be decided in Bank's favour. Therefore, no additional provision has been made against the aforementioned matters in the condensed interim financial information.

- 16.6.2 A penalty of Rs. 50 million has been imposed by Competition Commission of Pakistan ("the Commission") on the Bank on account of uncompetitive behaviour and imposing uniform cost on cash withdrawal from ATM transaction. The Bank alongwith other Banks' had filed a constitutional petition before the Competition Appellate Tribunal which has set aside the order of the Commission. Against the said order of the Competition Appellate Tribunal, the Commission has filed an appeal before the Supreme Court of Pakistan, the hearing of which is pending.

Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
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### 16.7 Commitments in respect of extended credits

<u>6,482,113</u>	<u>4,950,000</u>
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The Bank makes commitments to extend credit in the normal course of its business but these, being revocable commitments, do not attract any significant penalty or expense if the facility is unilaterally withdrawn.

Un-audited  
30 September  
2014  
(Rupees in '000)

Audited  
31 December  
2013

**16.8 Commitments in respect of forward exchange contracts**

Purchase		
- Banks	<u>10,796,050</u>	<u>15,728,958</u>
- Customers	<u>3,789,464</u>	<u>3,559,891</u>
Sale		
- Banks	<u>14,440,143</u>	<u>16,519,673</u>
- Customers	<u>651,095</u>	<u>2,092,717</u>

**16.9 Commitments in respect of equity future contracts**

- Sale	<u>34,769</u>	<u>8,763</u>
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**16.10 Commitments in respect of lendings to financial and other institutions**

- Margin trading system	<u>23,412</u>	<u>13,131</u>
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**17. INCOME FROM DEALING IN FOREIGN CURRENCIES**

This includes conversion cost of foreign currency transactions into / from local currency funds (i.e. swap cost on foreign currency transactions) which amount to Rs. 39.213 million (30 September 2013: Rs. 206.734 million).

**18. BASIC AND DILUTED EARNINGS PER SHARE**

	Un-audited			
	For the nine months ended		For the quarter ended	
	30 September 2014	30 September 2013	30 September 2014	30 September 2013
	(Rupees in '000)			
Profit after tax for the period	<u>1,120,269</u>	<u>923,568</u>	<u>456,432</u>	<u>372,301</u>
	(Number of shares in thousands)			
	(Restated)		(Restated)	
Weighted average number of ordinary shares	<u>1,102,463</u>	<u>1,102,463</u>	<u>1,102,463</u>	<u>1,102,463</u>
	(Restated)		(Restated)	
Basic earning per share- Rupee	<u>1.02</u>	<u>0.84</u>	<u>0.41</u>	<u>0.34</u>

**18.1** Diluted earning per share has not been presented as the Bank does not have any convertible instruments in issue at 30 September 2014 and 30 September 2013 which would have any effect on the earnings per share if the option to convert is exercised.

**19. RELATED PARTY TRANSACTIONS**

The Bank has related party relationship with its group companies, major shareholders, associated undertakings, directors and their close family members including their associate, staff retirement plans, key management personnel and entities over which directors are able to exercise significant influence.

Banking transactions with related parties are executed substantially on the same terms, except transactions with directors and key management personnel that are as per their terms of employment, including mark-up rates and collateral, as those prevailing at the time of comparable transactions with unrelated parties and do not involve more than a normal risk. Details of transactions with related parties and balances with them as at the period end are as follows:

(Un-Audited) 30 September 2014	(Audited) 31 December 2013	(Un-Audited) 30 September 2014	(Audited) 31 December 2013	(Un-Audited) 30 September 2014	(Audited) 31 December 2013	(Un-Audited) 30 September 2014	(Audited) 31 December 2013	(Un-Audited) 30 September 2014	(Audited) 31 December 2013
Bank's Chief Executive / Executives		Directors and their close family members		Related group companies		Major shareholders		Staff retirement funds	
(Rupees in '000)									

#### Deposits

Balance at the beginning									
of the year	10,612	13,539	1,242,027	1,080,222	701,957	606,467	305,281	121,098	218,752
Placements during the period	159,501	292,590	2,886,501	2,169,266	37,628,842	48,320,065	1,575,410	5,846,361	1,129,741
Withdrawals during the period	(157,616)	(295,517)	(3,051,385)	(2,007,461)	(37,832,913)	(48,224,575)	(1,290,133)	(5,662,178)	(1,001,385)
Balance at end of the period	12,497	10,612	1,077,143	1,242,027	497,886	701,957	590,558	305,281	347,108

#### Advances

Balance at the beginning									
of the year	69,210	127,173	91,132	29,464	279,900	275,846	-	-	-
Disbursements during the period	21,679	24,274	20,243	90,944	26,897	11,377	-	-	-
Transfer in *	-	-	-	-	39,815	-	-	-	-
Repayments during the period	(8,689)	(82,237)	(9,278)	(29,276)	(15,048)	(7,323)	-	-	-
Transfer out **	-	-	-	-	(39,815)	-	-	-	-
Balance at end of the period	82,200	69,210	102,097	91,132	291,749	279,900	-	-	-

\* This represents balances pertaining to parties that became related during the current period.

\*\* This represents balances pertaining to parties that ceased to be related during any part of the current period.

Note	Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
<b>Investments</b>		
- NIT - Income Fund	100,000	100,000
- NIT - Unit Trust	25,000	-
	<u>125,000</u>	<u>100,000</u>
<b>Transaction-related contingent liabilities</b>		
- Related group companies	<u>29,118</u>	<u>29,123</u>
<b>Trade-related contingent liabilities</b>		
- Related group companies	<u>43,652</u>	<u>182,443</u>

**Transactions for the  
nine months ended**  
**30 September 2014**    **30 September 2013**  
**(Un-audited)**  
**(Rupees in '000)**

Loans and advances repaid / adjusted during the period	<b>33,016</b>	119,154
Loans and advances granted during the period	<b>68,819</b>	128,141
Mark-up received / accrued on loans and advances		
- Bank's Chief Executive / Executives	<b>3,728</b>	3,042
- Directors and their close family members	<b>11,977</b>	11,022
- Related group companies	<b>25,392</b>	20,943
	<b>41,097</b>	35,007
Profit paid / accrued on deposits		
- Bank's Chief Executive / Executives	<b>265</b>	261
- Directors and their close family members	<b>106,820</b>	143,121
- Related group companies	<b>45,880</b>	28,191
- Major shareholders	<b>34,651</b>	23,994
- Staff retirement funds	<b>10,143</b>	34,801
	<b>197,759</b>	230,368
Commission/ brokerage / bank charges recovered		
- Bank's Chief Executive / Executives	<b>5</b>	15
- Directors and their close family members	<b>32</b>	21
- Related group companies	<b>994</b>	1,908
- Major shareholders	<b>2</b>	2
- Staff retirement funds	<b>9</b>	2
	<b>1,042</b>	1,948
Donation paid	<b>10,000</b>	10,000
Contributions to employees' benefit plans	<b>111,594</b>	114,168
Key management personnel compensation		
- Salaries and benefits	<b>140,967</b>	129,160
- Post retirement benefits	<b>5,797</b>	5,380
	<b>146,764</b>	134,540

**19.1** Balances pertaining to parties that were related at the beginning of the period but ceased to be so related during any part of the current period are not reflected as part of the closing balance. The same are accounted for through the movement presented above.

## **20. CONCENTRATION OF CREDIT AND DEPOSITS**

### **20.1 Credit risk and concentration of credit risk**

Credit risk is a risk arising from an obligors' unwillingness to perform an obligation or its ability to perform being impaired resulting in financial loss to the Bank. Bank regularly monitor credit risk at portfolio level to ensure no undue concentration of risk is present. The Bank also attempts to control credit risk by continually assessing the credit worthiness of counter parties and obtaining security where appropriate.

Concentration of credit risk arises when a number of counter parties are engaged in similar business activities, or activities in the same geographical region, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentration of credit risk indicates the relative sensitivity of the Bank's performance to developments, affecting a particular industry or geographical location. The Bank seeks to manage its credit risk exposure through diversification of lending activities to avoid undue concentration of risks with individuals or groups of customers in specific locations or business.



## 20.2 Segment by class of business

	30 September 2014 (Un-audited)					
	Gross advances		Deposits		*Contingencies and commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Textile and synthetic	23,353,615	22.50%	1,866,571	1.24%	3,359,195	10.13%
Food and allied	26,764,323	25.79%	2,939,587	1.95%	5,872,738	17.71%
Electronic and electrical appliances	2,055,317	1.98%	191,699	0.13%	1,634,476	4.93%
Individuals	3,900,873	3.76%	81,100,940	53.91%	279,742	0.84%
Others	47,703,933	45.97%	64,327,377	42.77%	22,018,517	66.39%
	<b>103,778,061</b>	<b>100.00%</b>	<b>150,426,174</b>	<b>100.00%</b>	<b>33,164,668</b>	<b>100.00%</b>

	31 December 2013 (Audited)					
	Gross advances		Deposits		*Contingencies and commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Textile and synthetic	27,492,622	26.35%	1,896,144	1.35%	4,192,832	14.01%
Food and allied	20,519,743	19.67%	3,072,375	2.19%	4,609,502	15.40%
Electronic and electrical appliances	2,537,839	2.43%	164,467	0.12%	2,707,854	9.05%
Individuals	3,203,683	3.07%	77,227,567	54.93%	172,482	0.58%
Others	50,563,646	48.48%	58,219,354	41.41%	18,243,527	60.96%
	<b>104,317,533</b>	<b>100.00%</b>	<b>140,579,907</b>	<b>100.00%</b>	<b>29,926,197</b>	<b>100.00%</b>

\*Contingencies only includes trade-related contingencies

**20.2.1** Business classes where bank has greater than ten percent concentration are disclosed, including their outstanding across the categories.

## 20.3 Segment by sector

	30 September 2014 (Un-audited)					
	Gross advances		Deposits		Contingencies and commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Public / Government	17,060,480	16.44%	17,319,916	11.51%	53,865	0.16%
Private	86,717,581	83.56%	133,106,258	88.49%	33,110,803	99.84%
	<b>103,778,061</b>	<b>100.00%</b>	<b>150,426,174</b>	<b>100.00%</b>	<b>33,164,668</b>	<b>100.00%</b>

	31 December 2013 (Audited)					
	Gross advances		Deposits		Contingencies and commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Public / Government	18,703,425	17.93%	17,578,981	12.50%	53,865	0.18%
Private	85,614,108	82.07%	123,000,926	87.50%	29,872,332	99.82%
	<b>104,317,533</b>	<b>100.00%</b>	<b>140,579,907</b>	<b>100.00%</b>	<b>29,926,197</b>	<b>100.00%</b>

## 20.4 Segment details with respect to business activities

### Primary segment information

The Bank is organised into following major business segments:

- Corporate
- Trading and Sales
- Retail Banking

All assets, liabilities, off balance sheet items and items of income and expense are distributed in primary segments in accordance with the core functions performed by the business groups.

The segment analysis with respect to business activity is as follows:

	Nine months ended 30 September 2014 (Un-audited)			
	Corporate Finance	Trading and Sale	Retail Banking	Total
	(Rupees in '000)			
<b>30 September 2014</b>				
Total income - net	4,524,602	5,875,039	3,957,377	14,357,018
Total expenses	4,435,291	4,967,573	3,204,376	12,607,240
Net income	89,311	907,466	753,001	1,749,778
Segment assets (Gross)	63,947,747	73,056,911	64,871,548	201,876,206
Segment non performing assets	2,226,193	-	8,188,173	10,414,366
Segment provision required against assets *	1,411,346	10,375	6,259,520	7,681,241
Segment liabilities	9,164,357	16,992,494	153,687,204	179,844,055
Segment return on net assets (ROA) (%) - per annum**	0.19%	1.66%	1.72%	1.20%
Segment cost of funds (%) - per annum***	7.30%	8.88%	6.18%	6.39%

	Nine months ended 30 September 2013 (Un-audited)			
	Corporate Finance	Trading and Sale	Retail Banking	Total
	Restated (Rupees in '000)			
<b>30 September 2013</b>				
Total income - net	3,874,251	4,779,324	3,179,208	11,832,783
Total expenses	3,737,075	3,847,172	2,884,041	10,468,288
Net income	137,176	932,152	295,167	1,364,495
Segment assets (Gross)	53,854,062	62,045,073	53,522,522	169,421,657
Segment non performing assets	1,666,525	-	8,732,152	10,398,677
Segment provision required against assets *	1,102,806	10,375	5,937,961	7,051,142
Segment liabilities	9,818,138	1,502,871	138,079,126	149,400,135
Segment return on net assets (ROA) (%) - per annum**	0.35%	2.01%	0.87%	1.14%
Segment cost of funds (%) - per annum***	6.88%	9.07%	5.90%	6.09%

\* The provision against each segment represents provision held against advances and investments.

\*\* Segment ROA = Net Income / (Segment Assets - Segment Provisions) computed on cutoff balances.

\*\*\*Segment cost of funds have been computed based on the average balances.

**20.5** The above analysis includes allocation of items as per the approved mapping policy of the Bank.

## 21. ISLAMIC BANKING BUSINESS

The Bank is operating 15 Islamic Banking branches (31 December 2013: 9). The condensed interim statement of financial position and condensed interim profit and loss account of these branches (including Islamic Banking Division) are as follows:

	Note	Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
<b>21.1 Condensed Interim Statement of Financial Position</b>			
<b>As at 30 September 2014</b>			
<b>ASSETS</b>			
Cash and balances with treasury banks		491,892	330,475
Due from Financial institutions		1,200,026	250,026
Investments		2,764,109	1,908,714
Islamic financing and related assets		2,437,561	2,407,437
Operating fixed assets		150,866	120,546
Due from head office		16,900	252,297
Other assets	21.2.1	155,004	159,864
<b>Total Assets</b>		<b>7,216,358</b>	<b>5,429,359</b>
<b>LIABILITIES</b>			
Bills payable		6,670	5,484
Due to financial institutions		-	97,044
Deposits and other accounts			
- Current accounts		1,170,840	805,783
- Saving accounts		3,525,727	2,255,074
- Term deposits		1,782,422	1,610,931
- Others		98,201	106,686
Other liabilities		115,397	80,268
<b>Total Liabilities</b>		<b>6,699,257</b>	<b>4,961,270</b>
<b>NET ASSETS</b>		<b>517,101</b>	<b>468,089</b>
<b>REPRESENTED BY:</b>			
Islamic Banking Fund		500,000	400,000
Accumulated profit	21.2.1	14,904	66,252
		514,904	466,252
Surplus on revaluation of assets - net of tax		2,197	1,837
		517,101	468,089
		Un-audited 30 September 2014	Un-audited 30 September 2013 (Restated)
		(Rupees in '000)	
<b>21.2 Condensed Interim Profit and Loss Account</b>			
<b>For the nine months ended 30 September 2014</b>			
Profit / return earned		365,887	246,081
Return expensed	21.2.1	(278,834)	(201,396)
<b>Net income earned before provision</b>		<b>87,053</b>	<b>44,685</b>
Reversal / (provision) against non-performing financings		24,008	(3,681)
Provision for diminution in value of investment		-	-
<b>Net income earned after provision</b>		<b>24,008</b>	<b>(3,681)</b>
<b>Other income</b>		<b>111,061</b>	<b>41,004</b>
Fee, commission and brokerage income		19,270	18,041
Other income		108,440	92,138
		127,710	110,179
<b>Other expenses</b>		<b>238,771</b>	<b>151,183</b>
Administrative expenses		223,867	141,624
Provision against other assets		-	(3,767)
<b>Profit before taxation</b>		<b>14,904</b>	<b>13,326</b>

**21.2.1** These figures have been restated to exclude inter segment profitability charge of Rs.29.989 million@ 10.02% (2013: Rs.27.679 million @9.25%) in line with financial reporting requirement.

**21.2.2** Deposit and other accounts include redeemable capital of Rs. 5,406.350 million (31 December 2013: Rs.3,972.691 million) and deposits on Qard basis of Rs. 1,170.840 million (31 December 2013: Rs. 805.783 million). Remunerative deposits which are on Modaraba basis are considered as redeemable capital and non - remunerative deposits are classified as being on Qard basis.

### 21.3 Condensed Interim Cash Flow Statement (Un-audited)

	Un-audited 30 September 2014 (Rupees in '000)	Un-audited 30 September 2013
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Profit before taxation	14,904	13,326
Less: Dividend income	-	-
	<b>14,904</b>	13,326
<b>Adjustments:</b>		
Depreciation / amortisation	94,258	79,188
(Reversal) / provision against non-performing advances	(24,008)	3,681
Gain on sale of fixed assets	(197)	(546)
	<b>70,053</b>	82,323
	<b>84,957</b>	95,649
<b>(Increase) / decrease in operating assets</b>		
Islamic Financing and Related Assets-net	(83,111)	454,427
Others assets - (excluding advance taxation)	240,257	(297,654)
	<b>157,146</b>	156,773
<b>Increase / (decrease) in operating liabilities</b>		
Bills payable	1,186	276
Due to financial institutions	(97,044)	(112,425)
Deposits and other accounts	1,798,716	617,985
Other liabilities	(31,123)	195,408
	<b>1,671,735</b>	701,244
	<b>1,913,838</b>	953,666
Income tax paid	-	-
<b>Net cash flows from operating activities</b>	<b>1,913,838</b>	953,666
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Net investments in securities	(855,035)	(783,596)
Dividend received	-	-
Investment in operating fixed assets (including intangible assets)	(47,633)	(116,092)
Proceeds from disposal of fixed assets	247	547
<b>Net cash used in investing activities</b>	<b>(902,421)</b>	(899,141)
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Capital injection from Head Office	100,000	-
<b>Net cash used in financing activities</b>	<b>100,000</b>	-
<b>Increase in cash and cash equivalents</b>	<b>1,111,417</b>	54,525
Cash and cash equivalents at the beginning of the period	580,501	261,974
Cash and cash equivalents at the end of the period	<b>1,691,918</b>	316,499
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>		
Cash and balances with treasury banks	491,892	316,473
Balances with other banks	1,200,026	26
	<b>1,691,918</b>	316,499

	Un-audited 30 September 2014 (Rupees in '000)	Un-audited 30 September 2013
<b>21.4 Remuneration to shariah advisor</b>	<b>950</b>	<b>900</b>
	Un-audited 30 September 2014 (Rupees in '000)	Audited 31 December 2013
<b>21.5 Charity fund</b>		
Opening balance	-	138
Addition during the period / year	384	792
Payment / utilization during the period / year	-	(930)
Closing balance	384	-
<b>21.6 Islamic Mode of Financing</b>		
Murabaha	259,595	525,091
Ijarah	230,806	274,490
Diminishing Musharaka	1,045,002	1,108,522
Salam	-	417,369
Advance against islamic financing:		
- Murabaha	426,108	27,608
- Car Ijarah	14,844	19,617
- Machine Ijarah	-	33,691
- Diminishing Musharaka	235,156	-
- Salam	208,736	-
Other Islamic modes	17,314	1,049
	<b>2,437,561</b>	<b>2,407,437</b>

## 22. DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information was authorised for issue on 23 October 2014 by the Board of Directors of the Bank.

## 23. CORRESPONDING FIGURES

Comparative information has been re-classified and re-arranged in this condensed interim financial information, wherever necessary, to facilitate comparison and to conform with changes in presentation in the current period. Earnings per share for the period have been restated consequent to the issue of bonus shares. Significant reclassification included following:

Reclassification from Profit and loss account	Reclassification to Profit and loss account	Note	For the nine months ended	For the quarter ended	
			30 September	30 September	30 September
			2013	2014	2013
----- (Rupees in '000) -----					
Mark-up / return / interest earned	Fee, commission and brokerage income	23.1	455	591	190
Fee, commission and brokerage income	Administrative expenses	23.1	12,388	5,281	4,571
Mark-up / return / interest expensed	Administrative expenses	23.1	14,807	5,958	5,369

**23.1** These represents processing fees relating to agriculture finance and income on visa transactions.

## 24. GENERAL

Figures have been rounded off to the nearest thousand rupees unless otherwise stated.

CHAIRMAN

PRESIDENT AND  
CHIEF EXECUTIVE OFFICER

DIRECTOR

DIRECTOR

## LIST OF BRANCHES

### REGISTERED OFFICE

Rupali House 241-242,  
Upper Mall Scheme, Anand Road,  
Lahore - 54000, Pakistan  
Tel.: (+92-42) 35713101-4 & 35792180  
Fax: (+92-42) 35713095-6

### CENTRAL OFFICE

10th Floor, PNSC Building, M. T. Khan Road  
Karachi, Pakistan  
Tel.: (+92-21) 32444401-5 & 111-567-890  
Fax: (+92-21) 35643314, 35643325 & 6  
Swift: SONEPKKAXXX  
E-mail: info@soneribank.com

### CENTRAL REGION

#### Main Branch, Lahore

Tel.: (042) 36368141-8 & 111-567-890

#### Defence Branch, Lahore

Tel.: (042) 35897181-2 & 35691037-8

#### Gulberg Branch, Lahore

Tel.: (042) 35713445-8, 35759273 &  
(042) 35772294-5

#### Circular Road Branch, Lahore

Tel.: (042) 37670486 & 37670489

#### Model Town Branch, Lahore

Tel.: (042) 35889311-2 & 35915666

#### Akbar Chowk Branch, Lahore

Tel.: (042) 35177800-2 & 35221410

#### Cavalry Ground Branch, Lahore

Tel.: (042) 36653728-9 & 36619697

#### Islamic Banking

##### Temple Road Branch, Lahore

Tel.: (042) 36376341-2

#### Allama Iqbal Town Branch, Lahore

Tel.: (042) 37812394-5

#### Baghbanpura Branch, Lahore

Tel.: (042) 36832811-3

#### Thokar Niaz Baig Branch, Lahore

Tel.: (042) 35313651, 3 & 4

#### Ghazi Chowk Branch, Lahore

Tel.: (042) 35188505-7

#### Islamic Banking

##### New Garden Town Branch, Lahore

Tel.: (042) 35940611-3

#### DHA Phase-III Branch, Lahore

Tel.: (042) 35734083-5

#### Chungi Amer Sadhu Branch, Lahore

Tel.: (042) 35808611-3

#### Johar Town Branch, Lahore

Tel.: (042) 35204191-3

#### Wahdat Road Branch, Lahore

Tel.: (042) 37424821-6

#### Gunpat Road Branch, Lahore

Tel.: (042) 37361607-9

#### Airport Road Branch, Lahore

Tel.: (042) 35700115-7

#### Ravi Road Branch, Lahore

Tel.: (042) 37725356-7

#### Shahdara Chowk Branch, Lahore

Tel.: (042) 37941741-3

#### Manga Mandi Branch, Lahore

Tel.: (042) 35383517-8

#### Badian Road Branch, Lahore

Tel.: (042) 37165390 & 3

#### Mughalpura Branch, Lahore

Tel.: (042) 36880892-4

#### Upper Mall Branch, Lahore

Tel.: (042) 35789346-9

#### Islampura Branch, Lahore

Tel.: (042) 37214394-6

#### Garhi Shahu Branch, Lahore

Tel.: (042) 36294201-2

#### Zarrar Shaheed Road Branch, Lahore

Tel.: (042) 36635167-8

#### Hamdard Chowk Kot Lakhpat Br., Lahore

Tel.: (042) 35140261-5

#### Kana Kacha Branch, Lahore

Tel.: (042) 36187413

#### Sabzazar Branch, Multan Road, Lahore

Tel.: (042) 37830881-2

#### DHA Phase-IV Branch, Lahore

Tel.: (042) 35694156-7

#### Azam Cloth Market Sub Branch, Lahore

Tel.: (042) 37662203-4

#### Jail Road Branch, Lahore

Tel.: (042) 37421730-3

#### Badami Bagh Branch, Lahore

Tel.: (042) 37731601, 2 & 4

#### Montgomery Road Branch, Lahore

Tel.: (042) 36291013-4

#### DHA Phase: VI Branch, Lahore

Tel.: (042) 37180536-7

#### Muridke Branch

Tel.: (042) 37166511-2

#### Main Branch, Gujranwala

Tel.: (055) 3843560-2 & 111-567-890

#### Gujranwala Cantt. Branch, Gujranwala

Tel.: (055) 3861932-4

#### Wapda Town Branch, Gujranwala

Tel.: (055) 4291136-7

#### Kamokee Branch, Distt. Gujranwala

Tel.: (055) 6813501-6

#### Main Branch, Faisalabad

Tel.: (041) 2639877-8 & 111-567-890

#### Peoples Colony Branch, Faisalabad

Tel.: (041) 8555715-6

#### Ghulam Muhammadabad Br., Faisalabad

Tel.: (041) 2680113-4

#### Islamic Banking

##### East Canal Road Branch, Faisalabad

Tel.: (041) 2421381-2

#### Jaranwala Branch, Distt. Faisalabad

Tel.: (041) 4312201-2

#### Samundri Branch, Distt. Faisalabad

Tel.: (041) 3423983-4

#### Chiniot Branch

Tel.: (047) 6333840-2

#### Jhang Branch

Tel.: (047) 7651601-2

#### Small Industrial Estate Branch, Sialkot

Tel.: (052) 3242607-9

#### Pasrur Road Branch, Sialkot

Tel.: (052) 3521655 & 3521755

**Islamic Banking**  
**Sialkot Cantt Branch, Sialkot**  
Tel.: (052) 4560023-4

**Godhpur Branch, Sialkot**  
Tel.: (052) 4563932-3

**Daska Branch, Distt. Sialkot**  
Tel.: (052) 6617847-8

**Sheikhupura Branch**  
Tel.: (056) 3613570 & 3813133

**Nankana Sahib Branch**  
Tel.: (056) 2876342-3

**Wazirabad Branch**  
Tel.: (055) 6603703-4 & 6608555

**Ghakkhar Mandi Branch**  
Tel.: (055) 3832611-2

**Main Branch, Multan**  
Tel.: (061) 4519927 & 4512884

**Islamic Banking**  
**Shah Rukn-e-Alam Branch, Multan**  
Tel.: (061) 6784052-3 & 6782081

**Bosana Road Branch, Multan**  
Tel.: (061) 6520693 & 6210691

**Mumtazabad Branch, Multan**  
Tel.: (061) 6760213-4

**Chowk Shaheedan Branch, Multan**  
Tel.: (061) 4581281-2

**Azmat Road Branch, Dera Ghazi Khan**  
Tel.: (064) 2471630-7

**Lodhran Branch**  
Tel.: (0608) 364766-7

**Rahim Yar Khan Branch**  
Tel.: (068) 5886042-4

**Liaquatpur Branch, Distt. Rahim Yar Khan**  
Tel.: (068) 5792041-2

**Sadiqabad Branch**  
Tel.: (068) 5702162 & 5800168

**Bahawalpur Branch**  
Tel.: (062) 2731703-1

**Hasilpur Branch**  
Tel.: (062) 2441481-3

**Sargodha Branch**  
Tel.: (048) 3726021-3

**Khanewal Branch**  
Tel.: (065) 2551560-2

**Kabirwala Branch, Distt. Khanewal**  
Tel.: (065) 2400910-3

**Mian Channu Branch**  
Tel.: (065) 2662201-2

**Burewala Branch**  
Tel.: (067) 3773110 & 20

**Depalpur Branch**  
Tel.: (044) 4541341-2

**Okara Branch**  
Tel.: (044) 2553012-4

**Sahiwal Branch**  
Tel.: (040) 4467742-3

**Chichawatni Branch**  
**Distt. Sahiwal**  
Tel.: (040) 5484852-3

**Layyah Branch**  
Tel.: (060) 6414207-8

**Kharoor Pacca Branch**  
Tel.: (0608) 341041-2

**Muzafargarh Branch**  
Tel.: (066) 2422901, 3 & 5

**Fazal Garh Sanawan Branch,**  
**Distt. Muzafargarh**  
Tel.: (066) 2250214-5

**Sheikho Sugar Mills Branch**  
**Distt. Muzafargarh**  
Tel.: (061) 6006352-7

**Shahbaz Khan Road Branch, Kasur**  
Tel.: (0492) 764891-2

**Hafizabad Branch**  
Tel.: (0547) 541641-2

**Pattoki Branch**  
Tel.: (049) 4422435-6

**Sambrial Branch**  
Tel.: (052) 6523451-2

**Vehari Branch**  
Tel.: (067) 3360015, 21 & 22

**Gagoo Mandi Branch, Distt. Vehari**  
Tel.: (067) 3500311-2

**Mandi Bahauddin Branch**  
Tel.: (0546) 507601-2

**Mailsi Branch, Distt. Vehari**  
Tel.: (067) 3750140-5

**Bahawalnagar Branch**  
Tel.: (063) 2274795-6

**Haroonabad Branch, Distt. Bahawalnagar**  
Tel.: (063) 2251664-5

**Toba Tek Singh Branch**  
Tel.: (046) 2513203-4

**Gojra Branch, Distt. Toba Tek Singh**  
Tel.: (046) 3516388-9

**Kamalia Branch, Distt. Toba Tek Singh**  
Tel.: (046) 3411405-6

**Gujrat Branch**  
Tel.: (0533) 520591-4

**Panjan Kasana Branch, Distt. Gujrat**  
Tel.: (0537) 533525 & 534525

**Kharian Branch**  
Tel.: (053) 7602905-7

**Lalamusa Branch**  
Tel.: (053) 7511072-3

#### **SOUTH REGION**

**Main Branch, Karachi**  
Tel.: (021) 32436990-4 & UAN 111-567-890

**Clifton Branch, Karachi**  
Tel.: (021) 35877773-4, 35861386

**Garden Branch, Karachi**  
Tel.: (021) 32232877-8

**F. B. Area Branch, Karachi**  
Tel.: (021) 36373782-3 & 36811646

**Korangi Industrial Area Branch, Karachi**  
Tel.: (021) 35113898-9 & 35113900-1

**AKUH Branch, Karachi**  
Tel.: (021) 34852252-3

**Haidery Branch, Karachi**  
Tel.: (021) 36638617 & 36630409-410

**Jodia Bazar Branch, Karachi**  
Tel.: (021) 32413627, 32414920

**Shahrah-e-Faisal Branch, Karachi**  
Tel.: (021) 34535553-4

**DHA Branch, Karachi**  
Tel.: (021) 35852209 & 35845211

**Gulshan-e-Iqbal Branch, Karachi**  
Tel.: (021) 34811831-2

**SITE Branch, Karachi**  
Tel.: (021) 32568213 & 32550997

**Zamzama Branch, Karachi**  
Tel.: (021) 35375836-7

**Gole Market Branch, Karachi**  
Tel.: (021) 36618932 & 36681324

**Gulistan-e-Jauhar Branch, Karachi**  
Tel.: (021) 34020944-5

**M. A. Jinnah Road Branch, Karachi**  
Tel.: (021) 32213972 & 32213498

**Gulbahar Branch, Karachi**  
Tel.: (021) 36607744

**North Karachi Branch, Karachi**  
Tel.: (021) 36920140-1

**Block-7 Gulshan-e-Iqbal Branch, Karachi**  
Tel.: (021) 34815811-2

**Islamic Banking  
Cloth Market Branch, Karachi**  
Tel.: (021) 32442961 & 32442977

**Paria Street Kharadar Branch, Karachi**  
Tel.: (021) 32201059-60

**Suparco Branch, Karachi**  
Tel.: (021) 34970560 & 34158325-6

**Chandni Chowk Branch, Karachi**  
Tel.: (021) 34937933 & 34141296

**Allama Iqbal Road Branch, Karachi**  
Tel.: (021) 34387673-4

**Nishtar Road Branch, Karachi**  
Tel.: (021) 32239711 & 3

**Islamic Banking  
Waterpump Branch, Karachi**  
Tel.: (021) 36312113

**Apwa Complex Branch, Karachi**  
Tel.: (021) 32253143 & 32253216

**Clifton Block-2 Branch, Karachi**  
Tel.: (021) 35361115-6

**Malir Branch, Karachi**  
Tel.: (021) 34518730 & 34517983

**Bahadurabad Branch, Karachi**  
Tel.: (021) 34135842-3

**New Challi Branch, Karachi**  
Tel.: (021) 32625246 & 32625279

**Shah Faisal Colony Branch, Karachi**  
Tel.: (021) 34602446-7

**Zaibunissa Street Saddar Branch, Karachi**  
Tel.: (021) 35220026-7

**Liaquatabad Branch, Karachi**  
Tel.: (021) 34860723-6 & 34860725

**Lea Market Branch, Karachi**  
Tel.: (021) 32526193-4

**Korangi Township No: 3 Branch, Karachi**  
Tel.: (021) 36007572, 35071176 & 80

**North Karachi Ind. Area Branch, Karachi**  
Tel.: (021) 36962851-3

**F. B. Industrial Area Branch, Karachi**  
Tel.: (021) 36829961-3

**Napier Road Branch, Karachi**  
Tel.: (021) 32713538-9

**Gulshan-e-Hadeed Branch, Karachi**  
Tel.: (021) 34710252 & 34710256

**Metroville Branch, Karachi**  
Tel.: (021) 36752206-7

**Defence Phase-II Extension Branch, Karachi**  
Tel.: (021) 35386910 & 1

**North Karachi Township Branch, Karachi**  
Tel.: (021) 36968605-6

**Karachi Stock Exchange Branch, Karachi**  
Tel.: (021) 32414003-4

**Gulshan-e-Jamal Branch, Karachi**  
Tel.: (021) 34682682-3

**Alyabad Branch, Karachi**  
Tel.: (021) 36826727 & 36332517

**Saudabad Branch, Malir, Karachi**  
Tel.: (021) 34111904-5

**Shireen Jinnah Colony Branch, Karachi**  
Tel.: (021) 34166263

**Islamic Banking  
Al-Tijarah Centre Branch, Karachi**  
Tel.: (021) 34169252-3

**Barkat-e-Haidery Branch, Karachi**  
Tel.: (021) 36645688-9

**Shadman Town Branch, Karachi**  
Tel.: (021) 36903038-9

**New Town Branch, Karachi**  
Tel.: (021) 32220702 & 4

**Enquiry Office Nazimabad No: 2 Br., Karachi**  
Tel.: (021) 36601504-5

**Block 13-D Gulshan-e-Iqbal Branch, Karachi**  
Tel.: (021) 34983883-4

**Timber Market Branch, Karachi**  
Tel.: (021) 32742491-2

**Khayaban-e-Ittehad Branch, Karachi**  
Tel.: (021) 35347414-5

**Sindhi Muslim Co-operative Housing  
Society Branch, Karachi**  
Tel.: (021) 34527085-6

**Bahria Complex-III Branch, Karachi**  
Tel.: (021) 35640731, 2 & 3

**Main Branch, Hyderabad**  
Tel.: (022) 2781528-9 & UAN 111-567-890

**F. J. Road Branch, Hyderabad**  
Tel.: (022) 2728131 & 2785997

**Latifabad Branch, Hyderabad**  
Tel.: (022) 3816309

**Qasimabad Branch, Hyderabad**  
Tel.: (022) 2651968

**Islamic Banking  
Isra University Br., Distt. Hyderabad**  
Tel.: (022) 2032322 & 2030161-4

**Prince Ali Road Branch, Hyderabad**  
Tel.: (022) 2638515-6

**S.I.T.E. Branch, Hyderabad**  
Tel.: (022) 3886861-2

**Faqir Jo Pir Branch, Hyderabad**  
Tel.: (022) 2612685-6



**Matyari Branch, Distt. Matyari**

Tel.: (022) 2760125-6

**Sukkur Branch**

Tel.: (071) 5622382 & 5622925

**Sanghar Branch, Distt. Sanghar**

Tel.: (0235) 543376-8

**Tando Adam Branch, Distt. Sanghar**

Tel.: (0235) 571640-44

**Golarchi Branch, Distt. Badin**

Tel.: (0297) 853193-4

**Talhar Branch, Distt. Badin**

Tel.: (0297) 830389

**Deh. Sonhar Branch, Distt. Badin**

Tel.: (0297) 810025-6

**Matli Branch**

Tel.: (0297) 840171-2

**Buhara Branch, Distt. Thatta**

Tel.: (0298) 613169

**Jati Town Branch, Distt. Thatta**

Tel.: (0298) 777120 & 129

**Hub Branch, Distt. Lasbela**

Tel.: (0853) 310225-7

**Tando Allah Yar Branch**

Tel.: (022) 3890262-3

**Sultanabad Branch, Distt. Tando Allah Yar**

Tel.: (0233) 509649

**Shahdadpur Branch, Distt. Sanghar**

Tel.: (0235) 841982 & 4

**Umerkot Branch**

Tel.: (0238) 571350 & 571356

**Tando Bago Branch, Distt. Badin**

Tel.: (0297) 854554-5

**Nawabshah Branch**

Tel.: (0244) 363919

**Mirpurkhas Branch**

Tel.: (0233) 876418-9

**Larkana Branch**

Tel.: (074) 4058601-4

**Panjhatti Branch**

Tel.: (0243) 552183-4

**Ghotki Branch**

Tel.: (0723) 680305-6

**Deharki Branch**

Tel.: (0723) 644157-8

**Thull Branch**

Tel.: (0722) 610153-4

**Kandkhot Branch**

Tel.: (0722) 572883-4

**Main Branch, Quetta**

Tel.: (081) 2821610 & 2821641

**Islamic Banking**

**Hazar Gunji Branch, Quetta**

Tel.: (081) 2471985-6

**NORTH REGION**

**Main Branch, Peshawar**

Tel.: (091) 5277914-6 & 5277394

**Chowk Yadgar Branch, Peshawar**

Tel.: (091) 2573335-6

**Islamic Banking**

**Khyber Bazar Branch, Peshawar**

Tel.: (091) 2566812-3

**Hayatabad Branch, Peshawar**

Tel.: (091) 5893365-8

**Main Branch, Rawalpindi**

Tel.: (051) 5522901-3 & 5700519

**Chandni Chowk Branch, Rawalpindi**

Tel.: (051) 4455071-3

**22 Number Chungi Branch, Rawalpindi**

Tel.: (051) 5563577-8

**Muslim Town Branch, Rawalpindi**

Tel.: (051) 5405514 & 5405509

**Pindora Branch, Rawalpindi**

Tel.: (051) 4419020-22

**Gulraiz Branch, Rawalpindi**

Tel.: (051) 5509690-2

**Bewal Branch, Distt. Rawalpindi**

Tel.: (051) 3360274-5

**Islamic Banking**

**Peshawar Road Branch, Rawalpindi**

Tel.: (051) 5460115-6

**Main Branch, Islamabad**

Tel.: (051) 2348174 & 2348178 &  
UAN: 111-567-890

**G-9 Markaz Branch, Islamabad**

Tel.: (051) 2850171-3

**Islamic Banking**

**I-10 Markaz Branch, Islamabad**

Tel.: (051) 4101733-5

**I-9 Markaz Branch, Islamabad**

Tel.: (051) 4858101-3

**E-11 Branch, Islamabad**

Tel.: (051) 2228756-9

**DHA Phase-II Branch, Islamabad**

Tel.: (051) 5161969 & 5161970

**Islamic Banking**

**F-8 Markaz Branch, Islamabad**

Tel.: (051) 2818016-8

**G-11 Markaz Branch, Islamabad**

Tel.: (051) 2830152-4

**Lathrar Road Branch, Tarlai,  
Distt. Islamabad**

Tel.: (051) 2241664-6

**Soan Garden Branch, Distt. Islamabad**

Tel.: (051) 5738942-4

**Gujar Khan Branch**

Tel.: (051) 3516328 - 9

**Waisa Branch, Distt. Attock**

Tel.: (057) 2651066-8

**Swabi Branch, Distt. Swabi**

Tel.: (0938) 221741, 3 & 4

**Topi Branch, Distt. Swabi**

Tel.: (0938) 271614-6

**Mirpur Branch, (AJK)**

Tel.: (05827) 444488 & 448044

**Islamgarh Branch, (AJK)**

Tel.: (05827) 423981-2

**Dadyal Branch, Distt. Mirpur (AJK)**

Tel.: (05827) 465555 & 465560-2

**Jattlan Branch, Distt. Mirpur (AJK)**

Tel.: (05827) 403591-4

**Gilgit Branch**

Tel. No: (05811) 453749

**Denyore Branch, Distt. Gilgit**

Tel. No: (05811) 459986-7

**Jutial Branch, Distt. Gilgit**

Tel. No: (05811) 457233-5

**Aliabad Branch, Hunza**

Tel. No: (05813) 455000 & 455001

**Gahkuch Branch**

Tel. No: (05814) 450408-10

**Skardu Branch**

Tel. No: (05815) 450327 & 450189

**Mansehra Road Branch, Abbottabad**

Tel. No: (0992) 385231-3

**Jhelum Branch**

Tel. No: (0544) 625794-5

**Chitral Branch, Distt. Chitral**

Tel. No: (0943) 412078-9

**Chakwal Branch**

Tel. No: (0543) 543128-30

**Mardan Branch**

Tel. No: (0937) 864755-7

**Muzaffarabad Branch**

Tel. No: (0582) 2920025-6

**Islamic Banking**

**Chillas Branch, Distt. Diamer**

Tel. No: (05812) 450631-2

**Hattar Branch, Distt. Haripur**


Tel. No: (0995) 617152-3



## Soneri Bank Limited

**Registered Office:** Rupali House 241-242,  
Upper Mall Scheme, Anand Road, Lahore - 54000, Pakistan  
**Tel:** (042) 35713101-04

**Central Office:** 10th Floor, PNSC Building,  
M.T. Khan Road, Karachi - 74000, Pakistan  
**Tel:** (021) 32444401-5

**24/7 Phone Banking:** 021-111-SONERI (766374)  
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