

# Bank Alfalah Limited

Analyst Briefing

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**First Quarter 2026 - Performance Review & Outlook**

*29 April 2026*

CORPORATE BRANCH  
I.I. CHUNDRIGAR ROAD KARACHI

# Bank Alfalah Limited

A resilient start to the year with constructive performance markers



**56%**

Major Sponsor  
**Abu Dhabi Group**  
(sponsors based  
in Abu Dhabi, UAE)

Over **245**  
Cities



presence  
across  
Pakistan

**1,187**  
Branches



**4**

International  
Countries  
(11 Overseas  
Branches)

**17,000+**

Staff  
Strength



**16.22%**

**CAR**



**Share Price**

(As of 27 Apr 2026)

**PKR 60.71**

**Market Cap**

(As of 27 Apr 2026)

**PKR**  
**191 Bn**

**Credit Rating**

AAA (Long Term)  
and  
A1+ (Short Term)

**42%**

Dividend  
Payout Ratio



## 214K+ Touchpoints

As of 31 Mar 2026



**1,187**  
Branches

including: 452 Islamic  
and 1 Digital Lifestyle  
Branch

As of 31 Mar 2026

6% Market share



**1,400+**  
ATMs

As of 31 Mar 2026

7% Market share



**779**  
CDMs/  
CCDMs

As of 31 Mar 2026

44% Market share



**26,107**  
POS

As of 31 Mar 2026

11% Market share



**4,910**  
E-Commerce  
Merchants

As of 31 Mar 2026

29% Market share



**43,422**  
BB Agents

As of 31 Mar 2026

5% Market share



**133K+**  
Digitally  
Enabled  
Merchants\*



**Pakistan's Best Bank for  
Customer Experience for 7<sup>th</sup> time!**

## Customer Penetration



**Customers Served**

Including G2P beneficiaries

As of 31 Mar 2026

**9.7 Mn +**

15% ↑ YOY



**Debit Card**

5% Market Share

As of 31 Mar 2026

**2.9 Mn**

19% ↑ YOY



**Credit Card**

15% Market Share

As of 31 Mar 2026

**474 K**

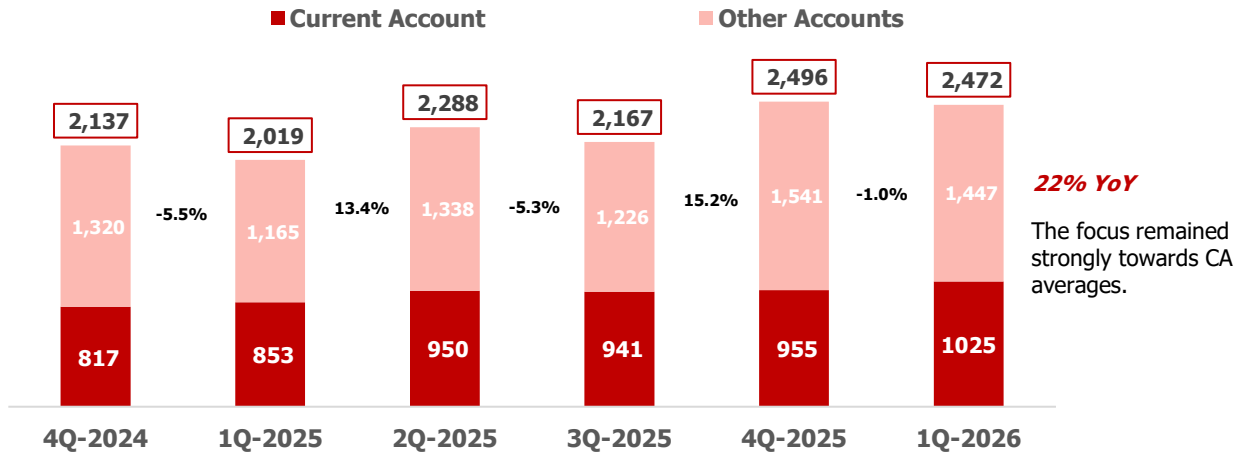
10% ↑ YOY

# Financial Position

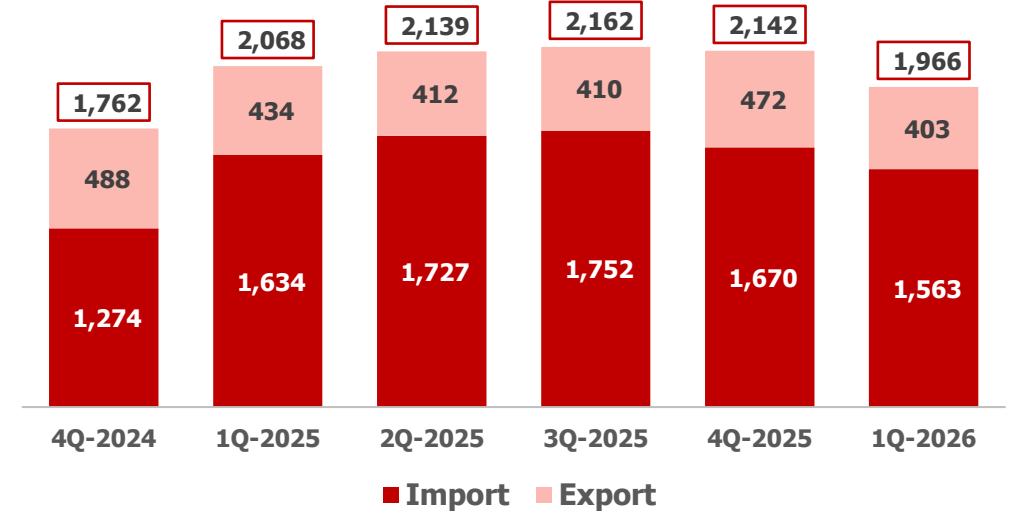
Strategic positioning amidst changing market dynamics



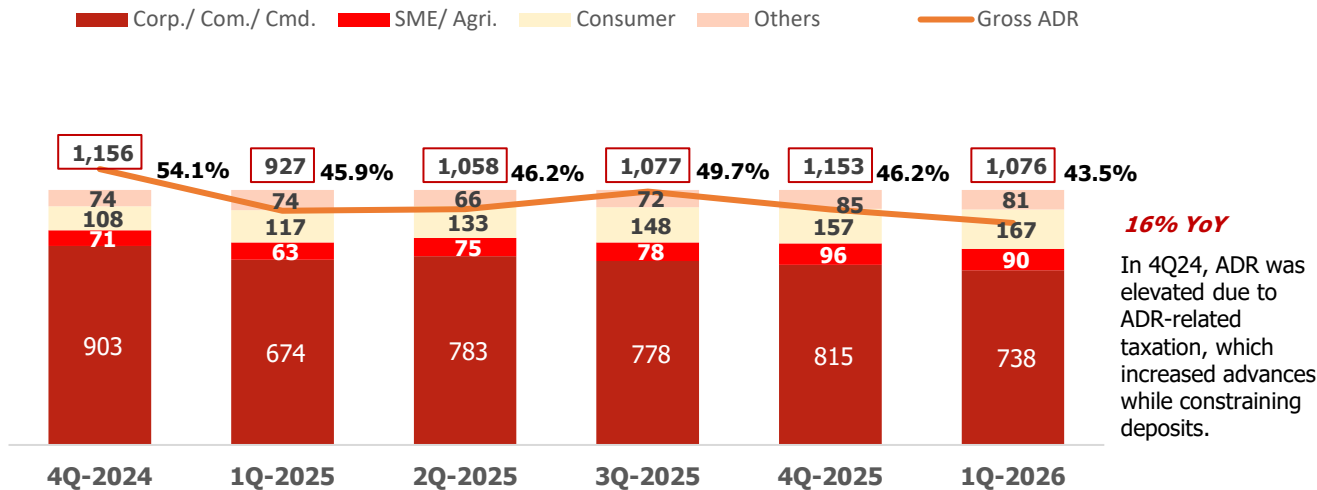
## Deposits (PKR Bn)



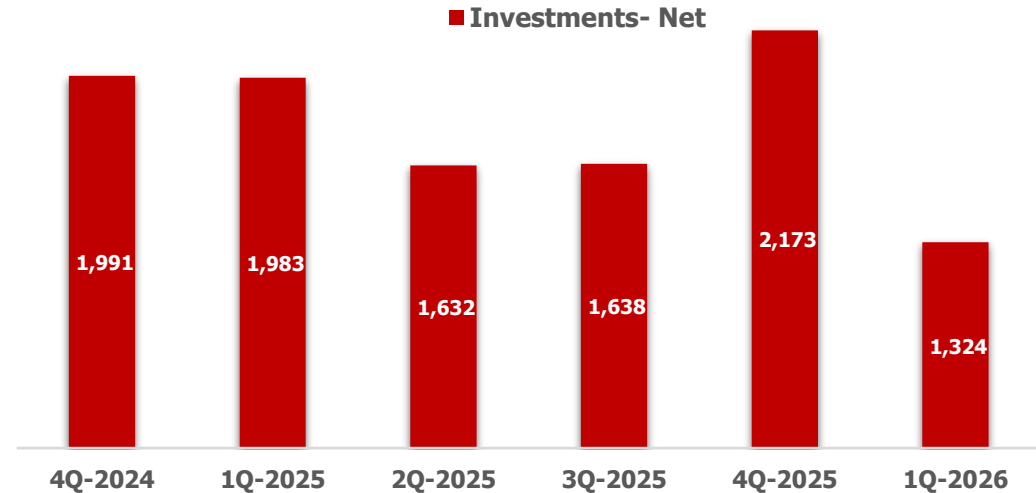
## Trade (USD Mn)



## Gross Advances (PKR Bn)



## Investments (PKR Bn)





## Key Revenue Drivers

Deposits grew by 22% YoY with strategic focus on current account averages.

### Deposits



### Current Deposits



### CA Mix



- **Deposits** grew by 22% YoY. Focus remains on building CA averages; rationalization in CoD to support revenue.
- **Trade volumes** witnessed slight decline by 5% YoY impacted by regional conflict.
- **BAFL's Remittance** witnessed volumetric growth of 9.5% with 1Q26 market share of 15.3%.

### Trade Volume



### Remittance





Focus remains on driving consistent growth as a dominant player across all products.

### Gross Advances

**PKR 1.08 Tn**  
16% YOY

**7.4%** Market share<sup>1</sup>

### SME / Agri Lending

**PKR 93.3 Bn**  
37% YOY

**8.1%** Market share (SME)<sup>1</sup>  
**4.7%** Market share (Agri)<sup>1</sup>

### Consumer Lending – PKR 147.1 Bn

25.8% YOY (gross)



#### Credit Cards

**PKR 50.2 Bn**

PKR 15.6 Bn YOY  
**31.0%** Market share (ENR)



#### Auto Loans

**PKR 51.1 Bn**

PKR 16.0 Bn YOY  
**21.1%** Market share (ENR)



#### Personal Loans

**PKR 13.8 Bn**

PKR 2.4 Bn YOY  
**16.0%** Market share (ENR)



#### Home Loans

**PKR 32.0 Bn**

PKR 6.9 Bn YOY  
**21.5%** Market share (ENR)



- **Auto Loans-** Leading the market in wallet size and acquisition.
- **Home Loans-** Leading the market in wallet size with **3<sup>rd</sup>** highest acquisition.
- **Personal Loans-** **2<sup>nd</sup>** highest player in wallet size and acquisition.
- **Credit Cards-** **2<sup>nd</sup>** highest market player in wallet size with **3<sup>rd</sup>** highest acquisition.

# Bank Alfalah Limited

BAFL's Digital Banking Momentum Continues in the 1Q2026.



**Pakistan's Best Bank for Digital Excellence** for 4<sup>th</sup> Consecutive time



## Alfa App

Over **1.3 M** users  
(30 day active)

Throughput **PKR 2.43 Tn**  
Alfa and Internet Banking volumes  
**61%** ↑ YoY



## Digital Payment

[includes Alfa Mall, QR, Online Acquiring, VDC & School fee]

**PKR 76.74 Bn**

**258%** ↑ YoY



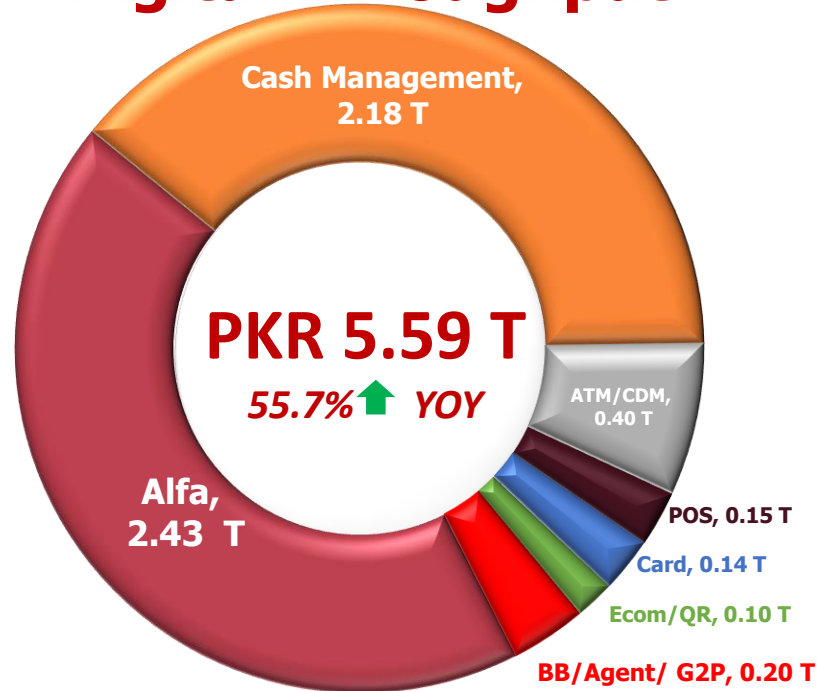
## Digital Lending

Disbursement: **PKR 26.1 Bn**

**108%** ↑ YoY

[includes Consumer & SME disbursements via digital channels]

## Digital Throughput



## Digital Lifestyle Branch

Digital Transaction Ratio of **97%**  
Branch throughput of **PKR 2.9 Bn**  
**-4.3%** ↓ YoY



## Sales & Service Centers (SSC)

Target Locations: Cash-rich markets where digital adoption needs improvement.  
Currently active SSCs: **Over 25**

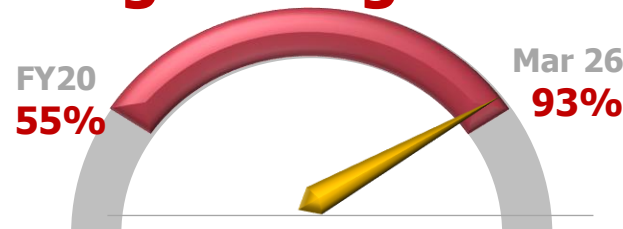
## G2P & Corp Solutions

- Blue Collar Payroll,
- Agent Network (Alfa Pay) and
- G2P Payments (*BISP, SPHF, EOBI Pension, SSPA, Punjab CM Nigehban etc.*)

G2P & Corporate solutions throughput:

**PKR 199.6 Bn**  
**177%** ↑ from YoY

## Digital Migration



Conversion of branch OTC transactions to digital channels

# Financial Results Q1-2026

# Financial Results Q1-2026

## Balance Sheet Snapshot



Amount PKR Mn	Mar-25	Dec-25	Mar-26	YoY	QoQ
Cash	219,762	227,463	222,018	1%	-2%
Bal with banks	14,305	24,110	25,392	78%	5%
Lending to FI	100,040	19,674	173,265	73%	781%
Advances (net)	881,779	1,104,924	1,029,032	17%	-7%
Investments (net)	1,983,385	2,173,447	1,324,432	-33%	-39%
Fixed & Others	277,873	280,310	263,859	-5%	-6%
<b>Total Assets</b>	<b>3,477,144</b>	<b>3,829,927</b>	<b>3,037,998</b>	<b>-13%</b>	<b>-21%</b>
Deposits	2,018,645	2,496,208	2,471,520	22%	-1%
Sub Loans/ADT1	14,000	14,000	14,000	0%	0%
Borrowings	1,043,668	832,128	132,734	-87%	-84%
Other Liabilities	221,827	290,079	231,614	4%	-20%
<b>Total Liabilities</b>	<b>3,298,139</b>	<b>3,632,415</b>	<b>2,849,868</b>	<b>-14%</b>	<b>-22%</b>
Paid up Capital	15,772	15,772	15,772	0%	0%
Reserves	131,634	138,536	144,825	10%	5%
Reval Surplus	31,599	43,204	27,533	-13%	-36%
<b>Total Equity</b>	<b>179,005</b>	<b>197,512</b>	<b>188,130</b>	<b>5%</b>	<b>-5%</b>
<b>Book Value per Share</b>	<b>56.75</b>	<b>62.62</b>	<b>59.64</b>	<b>5%</b>	<b>-5%</b>

- Deposits witnessed rise of 22% YoY. Focus remained on current account averages, which also resulted in CA EOP growth of 20% YoY.
- Net advances also witnessed increase of 17% YoY with diversified growth coming from Consumer, SME and Agri.
- Investments were shed to take advantage of rate movements while booking capital gains. Resultantly, borrowings were reduced by 87% YoY.
- Reserves increased by 10% YoY. This includes impact of profit earned over the period as well as dividends paid.
- Revaluation Surplus decreased by 13% YoY, reflecting capital gain realization and decrease in mark to market value on outstanding positions.
- Book value per share at PKR 59.64 after 2 to 1 share split.

# Financial Results Q1-2026

## Profit & Loss Snapshot



Amount PKR Mn	1Q 2025	1Q 2026	YoY	4Q 2025	QoQ
Interest Income	95,094	74,037	-22%	86,110	-14%
Interest Expenses	61,965	39,536	-36%	51,736	-24%
<b>Net Int Income</b>	<b>33,128</b>	<b>34,501</b>	<b>4%</b>	<b>34,373</b>	<b>0%</b>
Non Int Income	9,166	18,870	106%	12,292	54%
<b>Total Income</b>	<b>42,294</b>	<b>53,371</b>	<b>26%</b>	<b>46,665</b>	<b>14%</b>
Admin expenses	26,974	30,622	14%	29,889	2%
Other charges	404	618	53%	373	66%
<b>Profit before prov</b>	<b>14,916</b>	<b>22,131</b>	<b>48%</b>	<b>16,403</b>	<b>35%</b>
Provisions	-468	-1,393	198%	1,363	n.m.
<b>Profit before tax</b>	<b>15,384</b>	<b>23,524</b>	<b>53%</b>	<b>15,041</b>	<b>56%</b>
Taxation	8,344	12,397	49%	8,143	52%
<b>Profit after tax</b>	<b>7,040</b>	<b>11,126</b>	<b>58%</b>	<b>6,898</b>	<b>61%</b>
EPS (Rupees)*	2.23	3.53	58%	2.19	61%
DPS (Rupees)	1.25	1.50	20%	1.50	0%

- NII improved by 4% YoY despite significant fall in interest rates, courtesy growth in current account and improved spreads on advances, supported by treasury positions.
- Non-interest income increased significantly by 106%, driven by capital gains realised. Fee Income grew by 15% on back of higher remittance, Card related fee and ADC income.
- Increase in Admin expenses due to branch expansion, staff increments, growth in business volumes and general inflation.
- Provisions reversals were booked to the tune of PKR 1,393 mn, led by strong recoveries, and stage 1 reversal in ECL due to sale of overseas investments.
- Effective tax rate reduced in the first quarter.

\* EPS is calculated using current number of the shares  
n.m. denotes not meaningful

# Financial Results Q1-2026

## Key Ratios



	4Q 24	1Q 25	2Q 25	3Q 25	4Q 25	1Q 26
Yield on Advances	14.5%	12.1%	12.2%	11.5%	12.1%	<b>11.3%</b>
Yield on Investments	15.3%	13.4%	12.4%	11.6%	11.3%	<b>10.9%</b>
Cost of Deposits	9.3%	6.2%	5.7%	5.2%	5.6%	<b>5.0%</b>
Cost of Funds	11.1%	8.3%	7.6%	6.7%	6.8%	<b>5.8%</b>
NIM	3.9%	4.5%	4.5%	4.8%	4.6%	<b>5.1%</b>
Spreads	4.0%	4.7%	4.7%	5.0%	4.8%	<b>5.3%</b>
ROA	0.5%	0.8%	1.0%	0.7%	0.8%	<b>1.4%</b>
ROE exc. Surplus	13.0%	19.6%	22.1%	16.0%	17.7%	<b>28.7%</b>
Admin Cost : income	58.5%	63.8%	58.8%	67.4%	64.1%	<b>57.4%</b>
Gross ADR	54.1%	45.9%	46.2%	49.7%	46.2%	<b>43.5%</b>
CASA	77.1%	76.6%	75.5%	73.1%	69.5%	<b>70.8%</b>
CA	38.2%	42.3%	41.5%	43.4%	38.2%	<b>41.5%</b>
Net Loans (YoY )	50.9%	30.6%	36.8%	25.4%	-0.4%	<b>16.7%</b>
Deposits (YoY)	2.5%	-1.2%	8.9%	1.4%	16.8%	<b>22.4%</b>
NPL ratio	3.7%	4.4%	4.1%	4.0%	4.1%	<b>4.1%</b>
Coverage	110.7%	113.0%	107.6%	110.5%	102.2%	<b>106.1%</b>
CAR	17.96%	17.60%	17.70%	17.94%	15.87%	<b>16.22%</b>
Dividend (% of PAR)	25.0%	25.0%	25.0%	25.0%	30.0%	<b>30.0%</b>

- NIMs improved to 5.1%, which is a function of volume growth and timely build-up of fixed rate investments, and growth in current accounts.
- ROE increased to 28.7%, on account of improved profitability in first quarter.
- Cost to income ratio of 57.4% is mainly due to branch expansion, inflation and investment in technology.
- ADR @ 43.5% as Bank is focusing on consumer, SME and Agri portfolios.
- CA mix improved to 41.5% as Bank is strategically targeting low-cost deposits.
- NPL ratio low at 4.1% with a healthy coverage ratio of 106.1%.
- CAR at 16.22% which is well above the regulatory requirement.

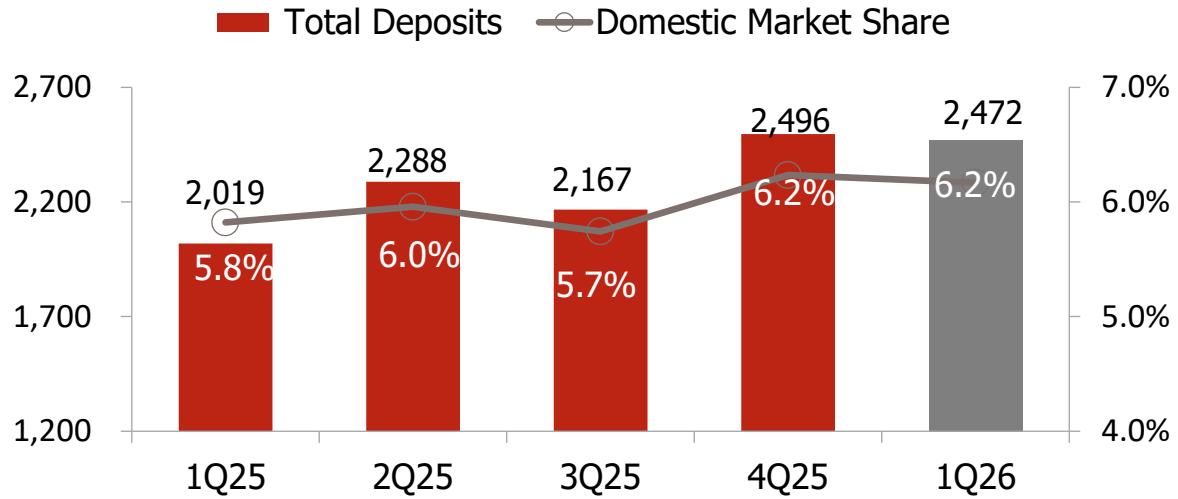
# Trends Analysis

# Trends Analysis

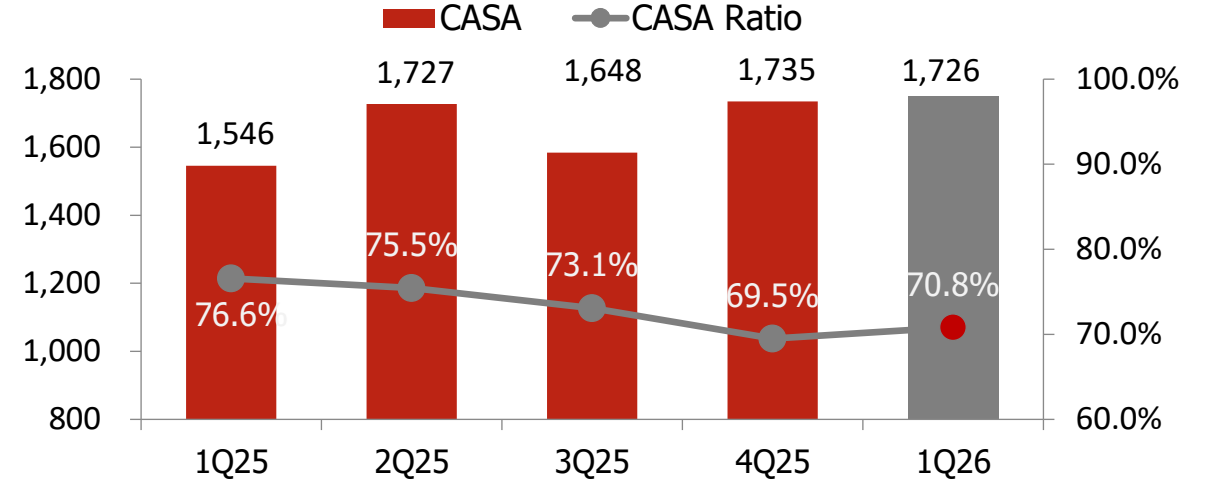
## Quarterly Financial Snapshot



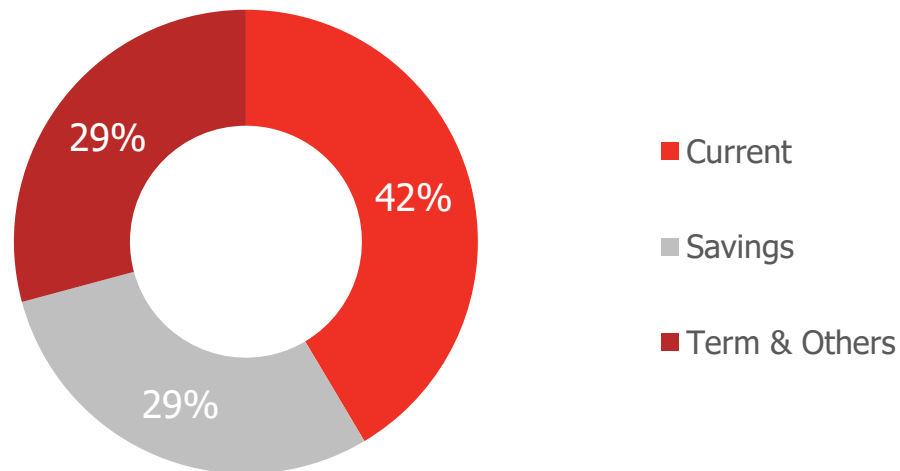
**Deposits (PKR Bn) – Domestic Market Share at 6.2% (EOP)**



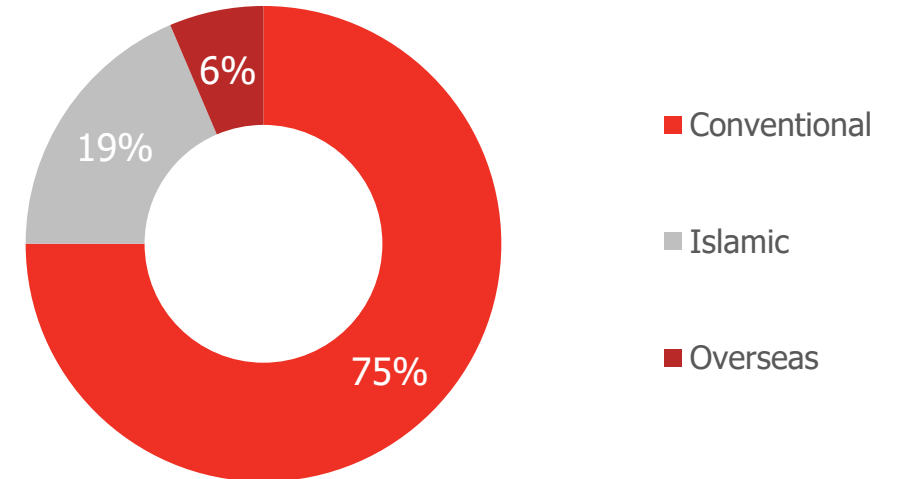
**CASA Deposits (PKR Bn) – CASA Ratio at 70.8%**



**Deposit Mix**



**Deposits Composition**

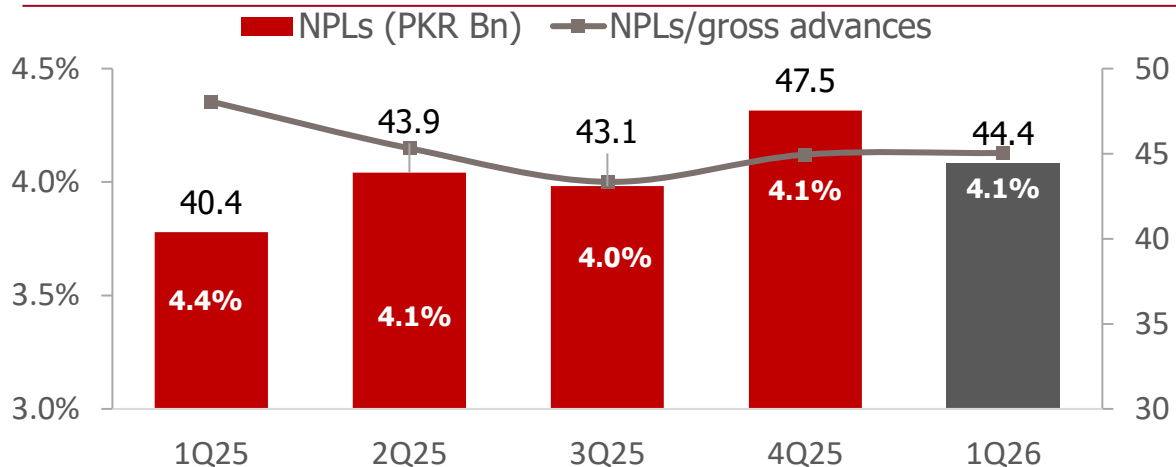


# Trends Analysis

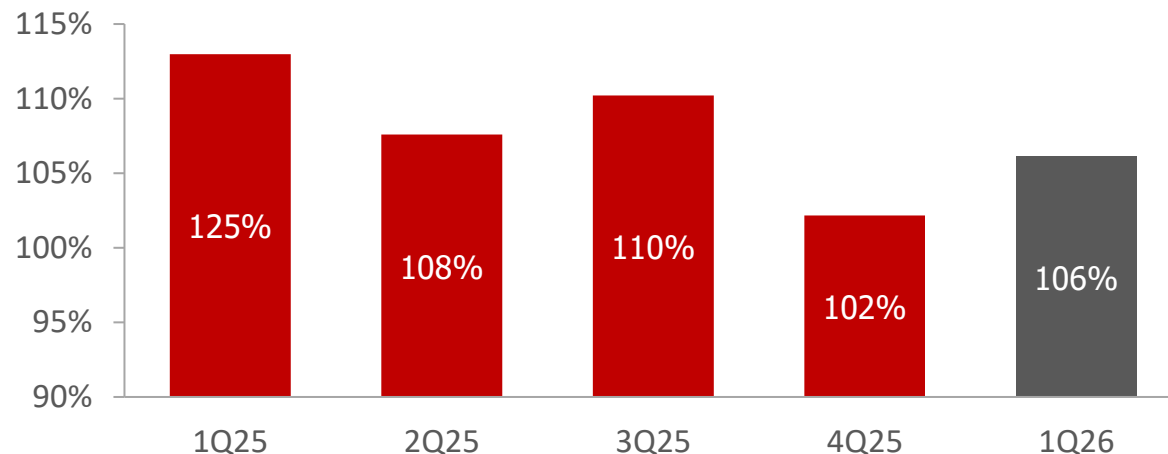
## Quarterly Advances & Asset quality trends



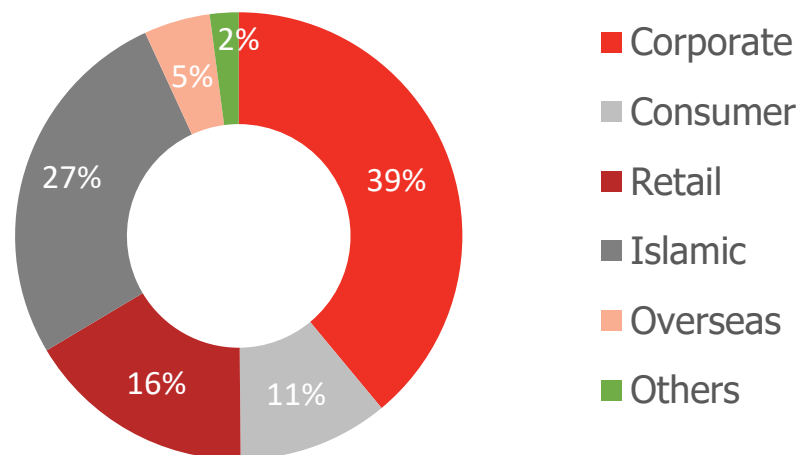
### Infection Ratio at 4.1%



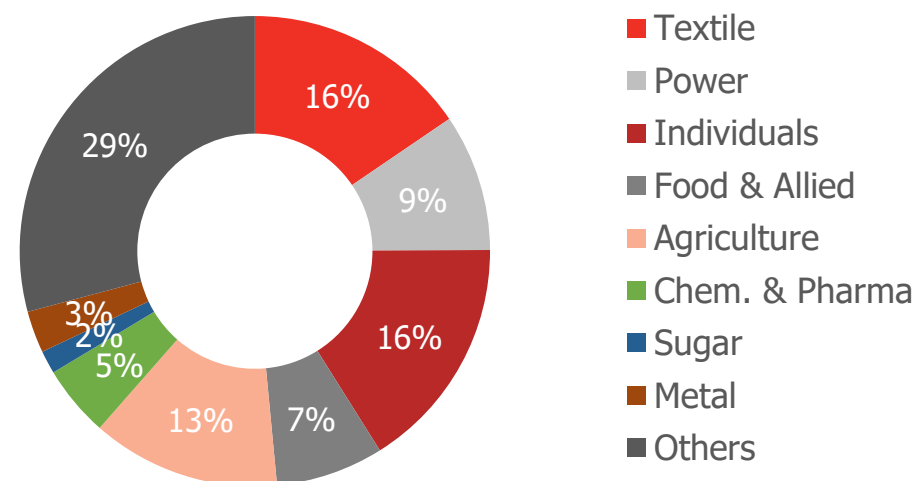
### Coverage comfortable at 106%



### Performing Advances composition



### Advances concentration (Dec 2025)



Islamic book comprises of 53% corporate, 16% Commodity, 19% consumer loans & 12% others

# Trends Analysis

## Balance Sheet



Amounts in PKR Mn	2020	2021	2022	2023	2024	2025	5yr CAGR
Cash & Bal. With Treasury Bank	99,348	105,606	140,613	202,692	227,824	227,463	18.0%
Balances With Other Banks	6,234	9,783	9,485	16,618	18,470	24,110	31.1%
Lending to FIs	77,306	35,982	115,354	119,554	100,998	19,674	-23.9%
Advances (Net)	577,316	673,881	732,375	735,052	1,109,376	1,104,924	13.9%
Investments (Net)	547,090	809,214	1,114,407	2,067,263	1,991,232	2,173,447	31.8%
Fixed & Other Assets	77,580	99,856	140,963	204,738	262,306	280,310	29.3%
<b>Total Assets</b>	<b>1,384,874</b>	<b>1,734,321</b>	<b>2,253,197</b>	<b>3,345,917</b>	<b>3,710,206</b>	<b>3,829,927</b>	<b>22.6%</b>
Deposits	881,767	1,139,045	1,486,845	2,084,997	2,136,913	2,496,208	23.1%
Subordinated Loans	7,000	7,000	14,000	14,000	14,000	14,000	14.9%
Borrowings	314,960	383,809	491,180	909,543	1,141,886	832,128	21.4%
Bills Payable & Other Liabilities	90,129	104,465	161,157	199,453	239,295	290,079	26.3%
<b>Total Liabilities</b>	<b>1,293,856</b>	<b>1,634,319</b>	<b>2,153,182</b>	<b>3,207,994</b>	<b>3,532,094</b>	<b>3,632,415</b>	<b>22.9%</b>
Paid - up Capital	17,772	17,772	15,772	15,772	15,772	15,772	-2.4%
Reserves & Retained Profit	62,737	70,790	79,384	110,883	128,562	138,537	17.2%
Revaluation Surplus	10,509	11,441	4,859	11,268	33,779	43,204	32.7%
<b>Total Equity</b>	<b>91,017</b>	<b>100,003</b>	<b>100,015</b>	<b>137,923</b>	<b>178,112</b>	<b>197,512</b>	<b>16.8%</b>

# Trends Analysis

## Profit & Loss



Amounts in PKR Mn	2020	2021	2022	2023	2024	2025	5yr CAGR
Interest Income	92,616	100,402	214,054	411,948	506,898	356,932	31.0%
Interest Expenses	47,911	54,134	136,812	285,877	380,081	221,082	35.8%
<b>Net Int. Income</b>	<b>44,705</b>	<b>46,268</b>	<b>77,242</b>	<b>126,070</b>	<b>126,818</b>	<b>135,850</b>	<b>24.9%</b>
Non-Int. Income	12,795	16,254	21,883	28,758	44,414	47,513	30.0%
<b>Total Income</b>	<b>57,499</b>	<b>62,522</b>	<b>99,126</b>	<b>154,828</b>	<b>171,232</b>	<b>183,362</b>	<b>26.1%</b>
Admin expenses	31,443	36,316	49,562	65,197	84,369	116,243	29.9%
Other charges	589	524	935	1,994	1,918	1,473	20.1%
Non int. expense	32,032	36,840	50,497	67,191	86,288	117,717	29.7%
<b>Profit before provisions</b>	<b>25,468</b>	<b>25,682</b>	<b>48,629</b>	<b>87,637</b>	<b>84,944</b>	<b>65,646</b>	<b>20.8%</b>
Provisions	7,589	2,312	12,468	9,462	1,849	3,310	-15.3%
<b>Profit before tax</b>	<b>17,878</b>	<b>23,370</b>	<b>36,160</b>	<b>78,175</b>	<b>83,095</b>	<b>62,336</b>	<b>28.4%</b>
Taxation	<b>7,403</b>	<b>9,154</b>	<b>17,954</b>	<b>41,719</b>	<b>44,777</b>	<b>33,998</b>	<b>35.6%</b>
<b>Profit after Tax</b>	<b>10,475</b>	<b>14,217</b>	<b>18,206</b>	<b>36,456</b>	<b>38,318</b>	<b>28,337</b>	<b>22.0%</b>
EPS (PKR) *	3.32	4.51	5.77	11.56	12.15	8.98	
Dividend (% of Par value)	40%	40%	50%	80%	85%	105%	

\* EPS is calculated using current number of the shares

# Trends Analysis

## Key Ratios



	2020	2021	2022	2023	2024	2025
Capital Adequacy Ratio (Tier - I)	12.7%	11.1%	11.1%	13.1%	14.0%	12.3%
Capital Adequacy Ratio Total	16.5%	14.4%	13.8%	16.7%	18.0%	15.9%
Net Interest Margins	4.3%	3.4%	4.2%	5.4%	4.4%	4.6%
Admin Cost to Income Ratio	54.7%	58.1%	50.0%	41.8%	49.3%	63.4%
Non - Interest Income as % of Total Income	22.3%	26.3%	22.1%	18.2%	26.0%	25.9%
Advance to Deposit Ratio (ADR) - Gross	68.1%	61.4%	51.5%	37.3%	54.1%	46.2%
YoY Deposit Growth	12.7%	29.2%	30.5%	40.2%	2.5%	16.8%
YoY Net Advances Growth	12.9%	16.7%	8.7%	0.4%	50.9%	-0.4%
YoY Investments Growth	82.9%	47.9%	37.7%	85.5%	-3.7%	9.2%
Current Deposits Ratio	44.7%	44.0%	44.5%	37.9%	38.2%	38.2%
CASA Ratio	77.9%	76.9%	71.7%	69.3%	77.1%	69.5%
NPL Ratio	4.3%	3.5%	4.0%	4.8%	3.7%	4.1%
Coverage Ratio	91.2%	101.9%	107.6%	112.2%	110.7%	102.2%
ROA	0.9%	1.0%	0.9%	1.3%	1.2%	0.8%
ROE Excluding Reval. Surplus	13.2%	17.1%	19.5%	32.5%	28.5%	18.4%
ROE Including Reval. Surplus	11.5%	15.3%	18.2%	31.7%	24.8%	15.2%
BVPS (Incl. Reval.)*	28.85	31.70	31.71	43.72	56.47	62.62

\* BVPS is based on current number of the shares



## Executive Summary Q1-26

### NII

Growth in NII supported by higher average CA volumes and improved spreads on advances.



Profit after tax witnessed 58% YoY increase.



Deposits closed at PKR 2.47 Tn as focus remained on CA averages growth.

### 2 For 1

Shares have been sub-divided into 2-for-1 ratio.



Focus remains on digital initiatives, customer centricity and strategic investments.



Strong Capital Adequacy. Bank will also be issuing Tier-2 TFCs amounting to PKR 20 Bn.

## Stock Market Related Data

<b>Bloomberg Code</b>	BAFL PA
<b>Reuters Code</b>	BAFL.KA
<b>Shares Outstanding (Mn)</b>	3,154.33
<b>Market Capitalization (PKR Mn)**</b>	191,499
<b>Market Capitalization (USD Mn)*</b>	687
<b>Average Daily Turnover (Mn shares) - 12M</b>	2.90
<b>Average Daily Turnover (USD Mn) - 12M</b>	1.04
<b>Current Stock Price** (PKR)</b>	60.71
<b>High / Low (PKR) - 12M***</b>	67.81 / 33.75

\*Using PKR / USD parity of PKR 278.82

\*\*Stock Price as of April 27, 2026

\*\*\*Adjusted for stock split

# Question & Answer Session



This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates and projections as they are currently available to the management of Bank Alfalah Limited.

Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement



**For any queries:**

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# Thank You