

Soneri Bank Limited

Corporate Briefing Session 2025

Note About Forward-Looking Statements

This document contains or incorporates by reference “forward-looking statements” regarding the belief or current expectations of Soneri Bank Limited, the Board of Directors, and members of senior management about the strategy, businesses and performance of the Bank.

Such statements are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them.

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, such statements involve risks and uncertainties and therefore should not be taken as a direct representation regarding actual future performance.



Company Brief



Soneri Bank

Roshan Har Qadam

The Bank – At A glance



Commencement of Operations	April 1992
Registered Office	Lahore
Major Sponsors	Feerasta Family
Credit Rating (Long Term / Short Term)	AA- / A1+
Branches (15-Dec-2025)	661 including 182 Islamic Branches and 15 IBWs
Footprint (Cities Covered)	268 cities/towns in Pakistan
Market Share*	1.77% of deposits
Assets*	PKR 820bn
Deposits*	PKR 629bn
Gross Advances*	PKR 202bn
Total Equity*	PKR 33bn
Capital Adequacy Ratio*	16.29%
Sub-Debt (including Perpetual ADT 1 of Rs. 4 Bn) *	PKR 8.0bn
Market Price (as of December 15, 2025)	PKR 25.99 per share

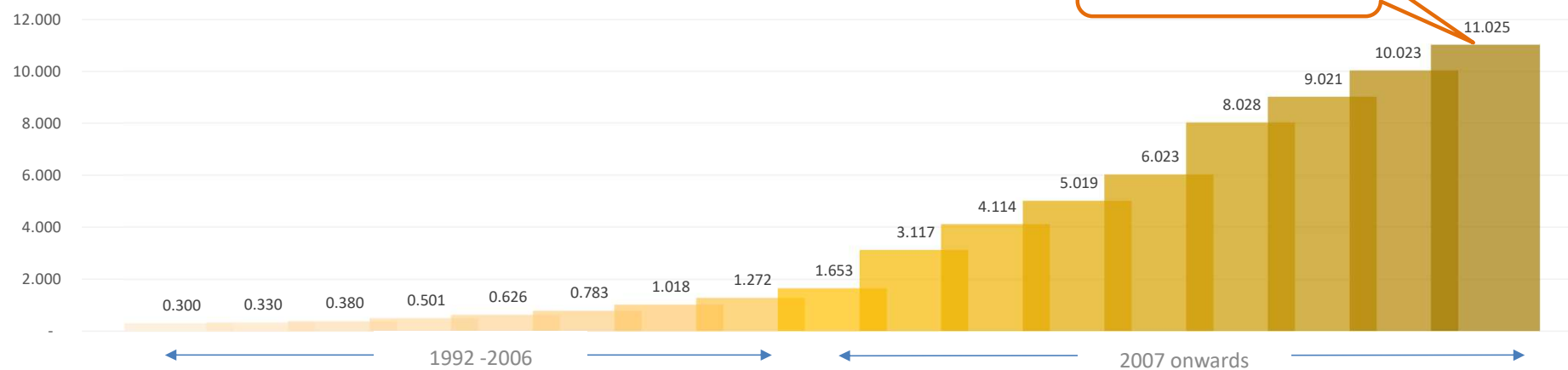
**Data as of September 30, 2025*

Governance Structure and Profile:

The Bank's primary sponsors are the Feerasta Family who own majority share in the Bank. The Feerasta Family has diverse commercial interests ranging from manufacturing, exporting, banking and trade financing. The eight-member BoD, with diversified experience, comprises of three independent directors, four non-executive directors (including three members representing Sponsors; one NIT nominee), and the CEO, being the deemed executive director. The Board of Directors is entrusted to provide strategic leadership to the management of the Bank.

Equity Progression

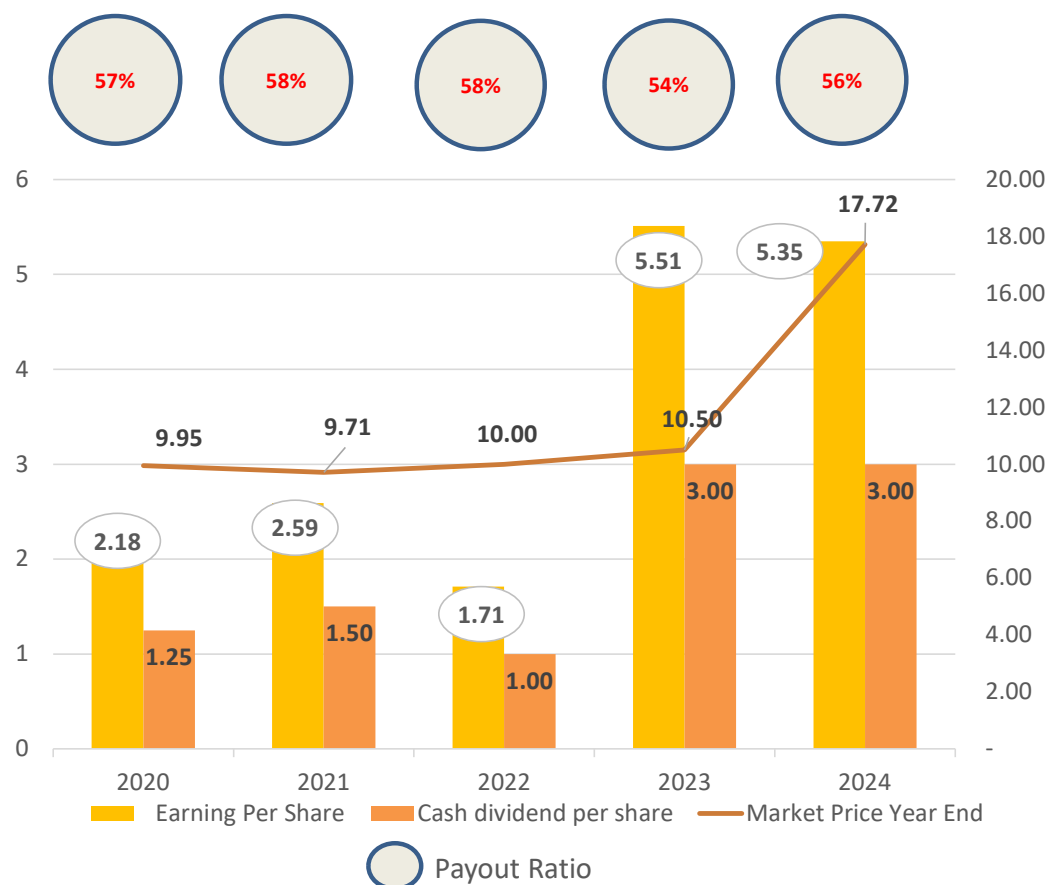
Our share capital over the years.....



Equity Progression	2021	2022	2023	2024	9M2025
Book Value per share (Rs)	19.62	19.18	25.95	27.95	30.15
Price to book value	0.49	0.52	0.40	0.63	0.80
Price to Earning Ratio	3.75	5.86	1.91	3.31	8.01
Total Equity (Rs in Bns)	21.64	21.15	28.61	30.81	33.24
Sub Debt (Rs in Bns)	7.0	8.0	8.0	8.0	8.0
Capital Adequacy Ratio	13.82	15.19	18.44	17.69	16.29

Earnings, Payouts and Key Shareholders' Indicators

Presented below is the Bank's Dividend payout, as compared to the earnings for the relevant year and the market price of the Bank's share.



Key Shareholders' Indicators

Key Indicators	2021	2022	2023	2024	9M2025
Cash dividend per share	15%	10%	30%	30%	-
Earnings Per Share (Rs)	2.59	1.71	5.51	5.35	3.00
Market Value per share - (Rs)	9.71	10.00	10.50	17.72	24.03
Market Value - High during the year (Rs)	11.00	11.00	11.70	18.45	24.90
Market Value - Low during the year (Rs)	8.40	8.50	8.14	9.43	14.01

- Consistent cash dividend payout.
- The Bank has a free float at 330.74 Mn or 30% (September 2025).
- Our robust performance has led to shares consistently trading at favorable price-to-earnings (P/E) multiples since 2024, reflecting strong investor confidence and market positioning.

Financial Performance Review – 9M2025

Profit & Loss – September 2025

Rs'mn	Sep-25	Sep-24 R	Growth vs CPLY	
Markup Income	64,392	87,806	(23,415)	-27%
Markup Expense	(43,394)	(68,970)	25,575	-37%
NIM	20,997	18,836	2,161	11%
Fee Income	3,603	3,152	451	14%
FX	1,135	1,629	(494)	-30%
Core Revenue	25,735	23,617	2,118	9%
Capital Gain	1,554	251	1,303	519%
Dividend	141	113	27	24%
Other Income	86	79	6	8%
Non Core Revenue	1,780	444	1,337	301%
Revenue	27,515	24,061	3,454	14%
Operating Expenses	(17,282)	(14,288)	(2,994)	21%
WWF & Other Charges	(551)	(232)	(319)	138%
Operating Profit	9,682	9,541	141	1%
Credit Loss Allowance under IFRS 9	78	(1,406)	1,484	-106%
PBT	9,604	10,324	(720)	-7%
Taxation	(6,301)	(4,968)	(1,333)	-27%
PAT	3,304	4,766	(1,462)	-31%
Cost to Income Ratio	64.8%	60.3%	4.47%	
Effective Tax Rate	65.6%	51.0%	14.6%	
Earnings Per Share	3.00	4.32	(1.33)	-30.7%

NII increased **11%** during the nine months despite decline in policy rates driven by volumetric growth and lower cost of deposits showcasing banks focus on prudent growth.

Fee income up **14%** mainly attributable to ADC income displaying bank's emphasis on digitalization and technology.

Operating Expense increased by **21%** mainly driven by the expanding branch network which grew by 101 branches in 2024 along with 126 branches to be opened by the end of 2025.

ETR: 9M 2025 Tax includes windfall tax amounting to Rs. **1.02 bn** (PAT excl. windfall: Rs. **4.33 bn**)

Balance Sheet – September 2025

	Sep'25	Dec 2024	Growth vs YE 2024	
	Rs. Mn		Amount	%
Cash & balances with treasury banks	56,739	45,900	10,839	24%
Balances with Other Banks	2,493	3,376	(883)	-26%
Lending to FI	6,499	8,598	(2,099)	-24%
Investment - Net	499,944	384,306	115,638	30%
Advances -Net	194,090	241,738	(47,648)	-20%
Fixed Assets	26,171	20,985	5,187	25%
Intangible Assets	364	394	(31)	-8%
Other Assets	34,144	34,203	(59)	0%
Total Assets	820,444	739,499	80,944	11%
Bills Payables	8,357	14,762	(6,405)	-43%
Borrowings	109,201	109,373	(171)	0%
Deposits	629,128	543,146	85,982	16%
Lease liabilities	9,256	6,382	2,875	45%
Sub-Ordinated Loans	7,996	7,997	(1)	0%
Deferred Tax Liab. - Net	1,809	2,072	(264)	-13%
Other Liabilities	21,452	24,958	(3,506)	-14%
Total Liabilities	787,200	708,690	78,510	11%
Net Assets	33,244	30,810	2,434	8%
Share Capital	11,025	11,025	-	0%
Reserves	6,974	6,313	661	10%
Surplus/ (Deficit) on Reval. of asset	5,254	4,287	968	23%
Unappropriated Profit	9,991	9,185	806	9%
Represented By	33,244	30,810	2,434	8%

Investments increased by **116bn**, mainly funded by growth in the deposits book and reduction in thin priced advances.

Deposits growth of **16%** mainly driven by CA growth of **26% (Rs. 44bn)** taking our CA mix to 33.3% vs 30.5% in Dec'24. The Bank's focus remains on CASA mix improvement and retention of current accounts, whilst ensuring service levels of the highest quality.



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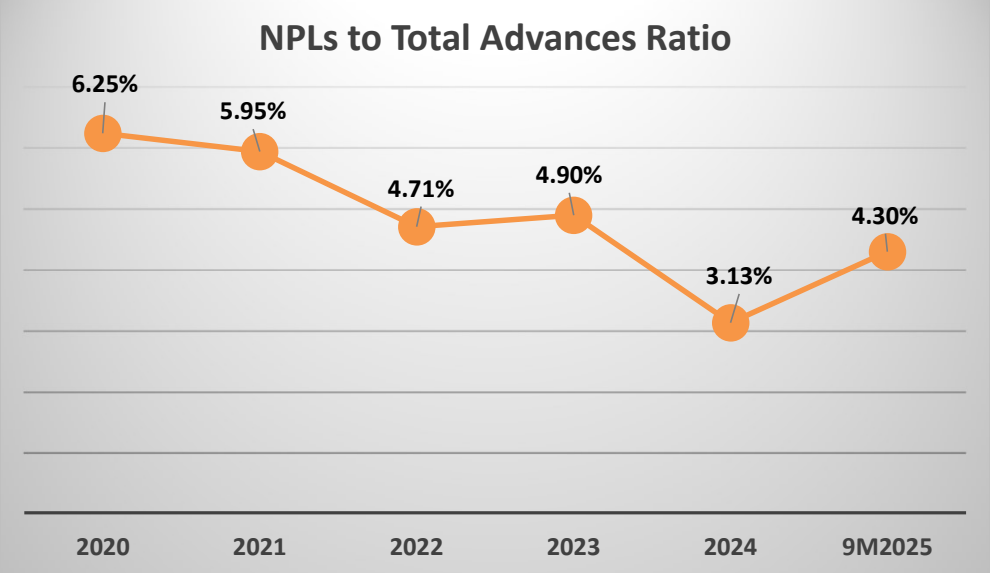
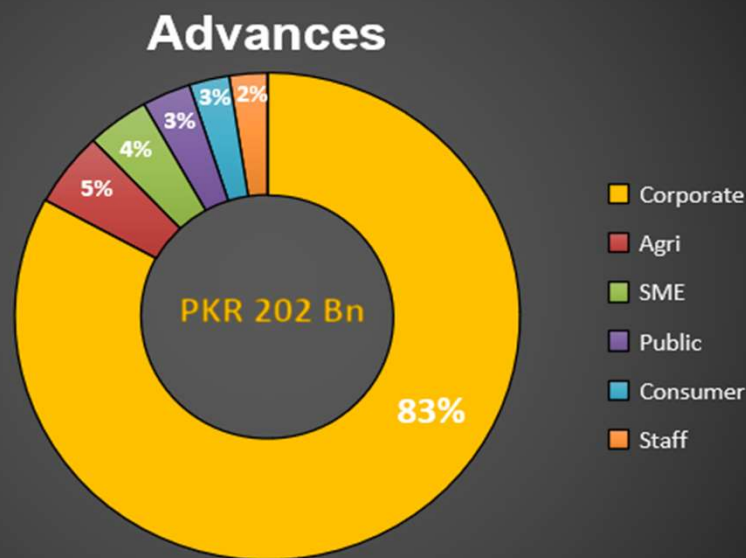
Balance Sheet Growth Over Last 5 Years



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Segment Wise Portfolio with Improving NPLs



- The Corporate segment accounts for the vast majority of the portfolio, representing **83%** of the total value (over **Rs. 167 billion**).
- The trend in the **NPL to Total Advances** ratio generally shows a **positive downward trajectory** over the analyzed period, despite some minor fluctuations. The overall health of the loan portfolio appears to have improved since 2020.
- The ratio decreased significantly from its highest point of **6.25% in 2020** to its lowest point of **3.13% in 2024**. This halving of the ratio indicates a substantial reduction in the proportion of non-performing loans relative to total advances.



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Segment Information – September 2025

PKR in Bn

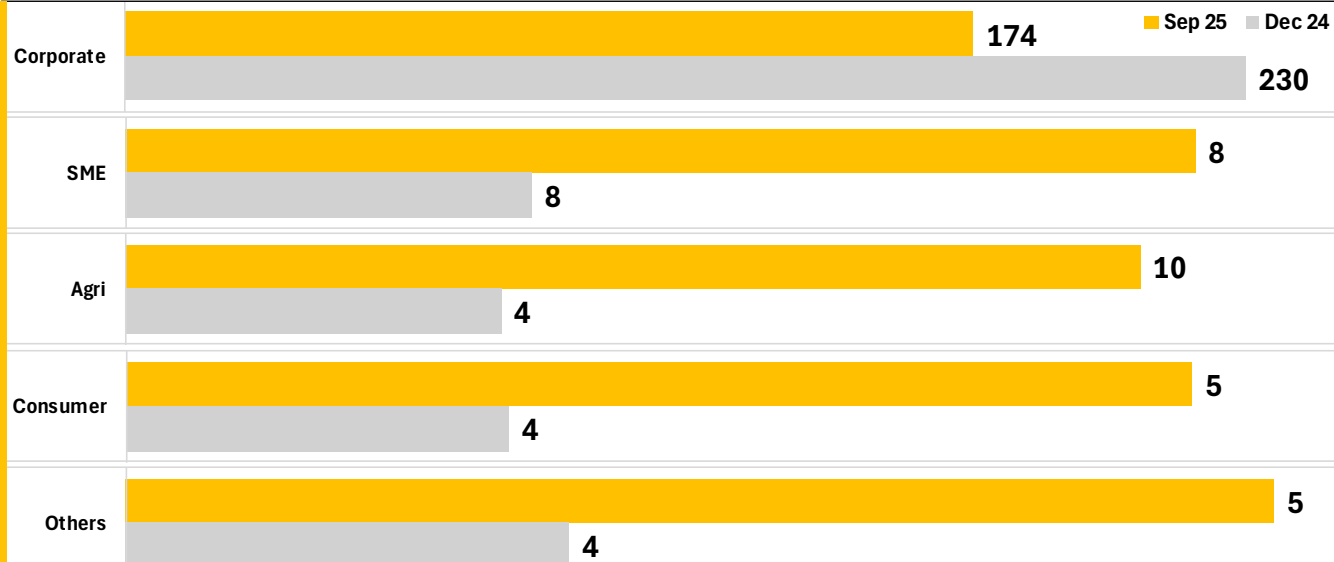
CA & Total Deposits



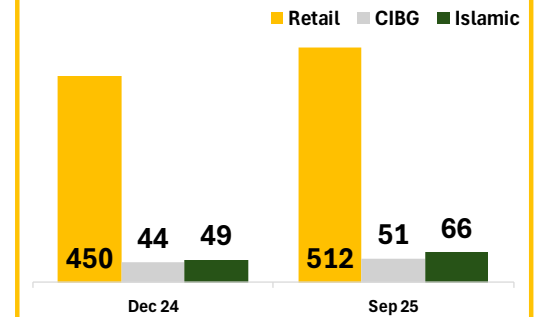
Treasury Investments



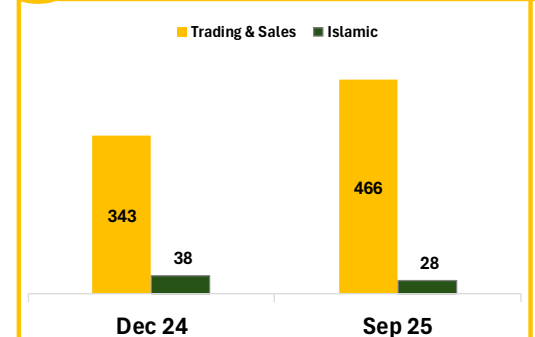
Advances



Deposits

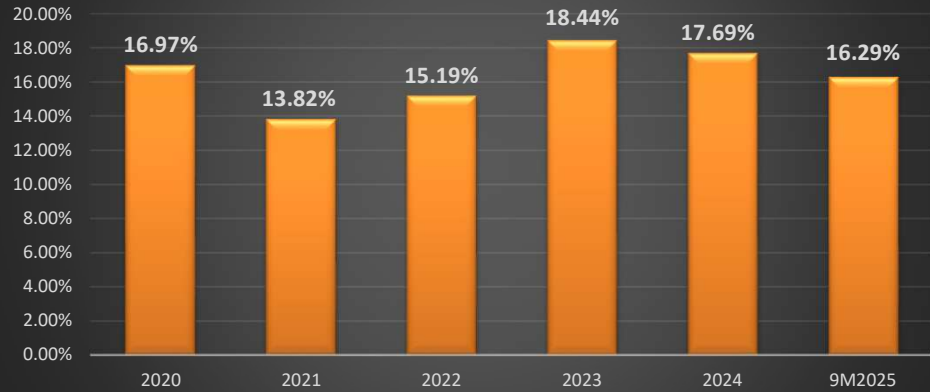


Treasury Investments



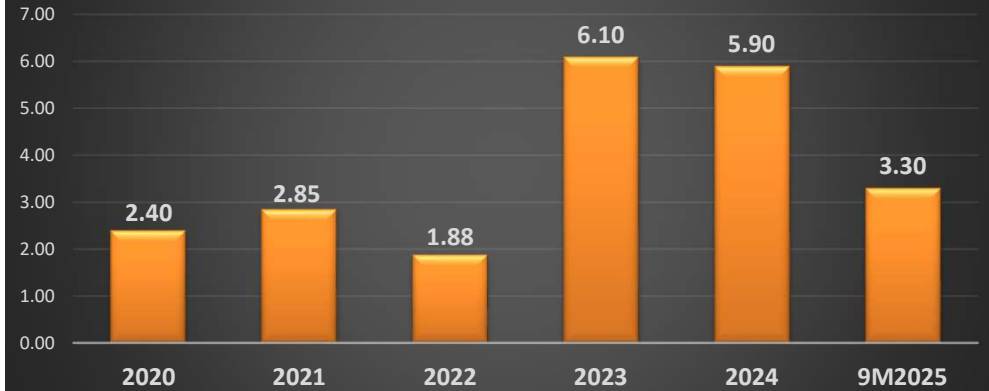
Trend of Capital Base

Capital Adequacy Ratio

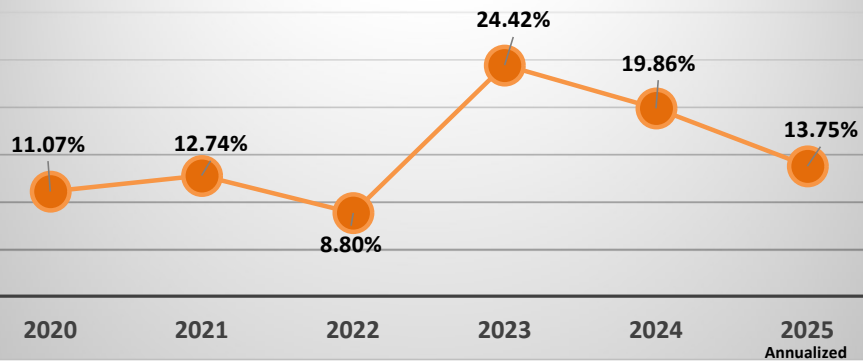


PKR in Bn

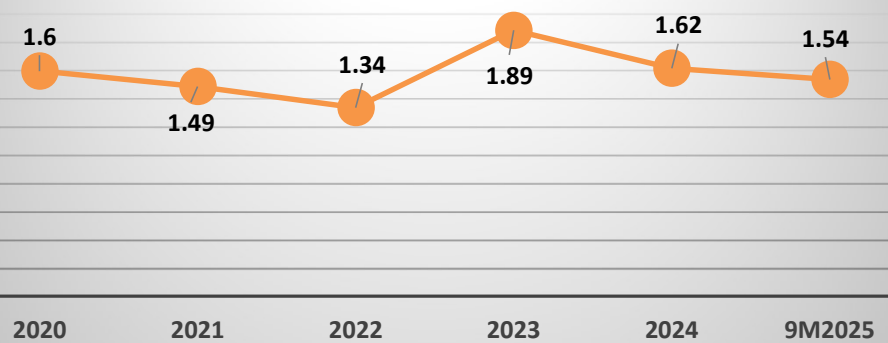
Profit After Tax



Return on Equity



Income to Expense (Excl. Credit Loss)



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Growth Analysis

Investment Portfolio (PKR Mn)	Sep'25	Dec'24	Growth Vs Dec	
PIBs - Fixed	39,626	30,047	9,579	32%
PIBs - Floating	314,851	270,858	43,993	16%
T Bills	100,708	49,898	50,809	102%
Shares & Mutual Funds	582	926	(344)	-37%
TFC's & Sukuks	2,365	2,591	(227)	-9%
Ijarah sukuks & Bai Mujjal	36,117	26,960	9,158	34%
Gross Investments	494,249	381,281	112,969	30%
Prov. for diminution	(352)	(255)	(97)	38%
Surplus / (Deficit)	6,047	3,280	2,767	84%
Net Investment	499,944	384,306	115,639	30%

Deposit Balances (PKR Mn)	Sep'25	Dec'24	Growth vs Dec	
CA	209,740	165,891	43,849	26%
SA	317,086	279,159	37,926	14%
CASA	526,826	445,050	81,776	18%
TD	102,303	98,096	4,206	4%
Total	629,128	543,146	85,982	16%

Deposit Mix - EOP	Sep'25	Dec'24	Growth vs Dec
CA	33.3%	30.5%	2.8%
SA	50.4%	51.4%	-1.0%
CASA	83.7%	81.9%	1.8%
TD	16.3%	18.1%	-1.8%



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KEY RATIOS

Profitability

Ratios	Sep'25	Sep '24
ROAE%	13.75%	21.48%
ROAA%	0.56%	0.81%
EPS	3.00	4.32
Effective Tax Rate	65.60%	51.04%

Asset Quality

Ratios	Sep'25	Sep '24
Infection %	4.30%	3.62%
Coverage %	95.10%	95.90%

Branch Performance (PKR m's)

Ratios	Sep'25	Sep '24
Deposit per branch	1,018	1,043
Revenue per branch	45	46
Cost per branch	29	28
PBT per branch	16	19
Branches	618	521



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Key Developments



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Expansion of Branch Network

- Till date, **117 new branches** have been added to our network in **2025** taking the total tally to **661**.
- During the year, our retail teams successfully initiated drives to tap market potential and further increase the customer base, with a focus on client conversions, walk-in activations and dormancy reactivation.
- Target Branches at year end 2025 are 670 branches with 186 Islamic Branches and 15 Islamic Banking windows

Target for 2026

- Our target for 2026 is to add another **80** branches to our network across Pakistan bringing the number to **750**.



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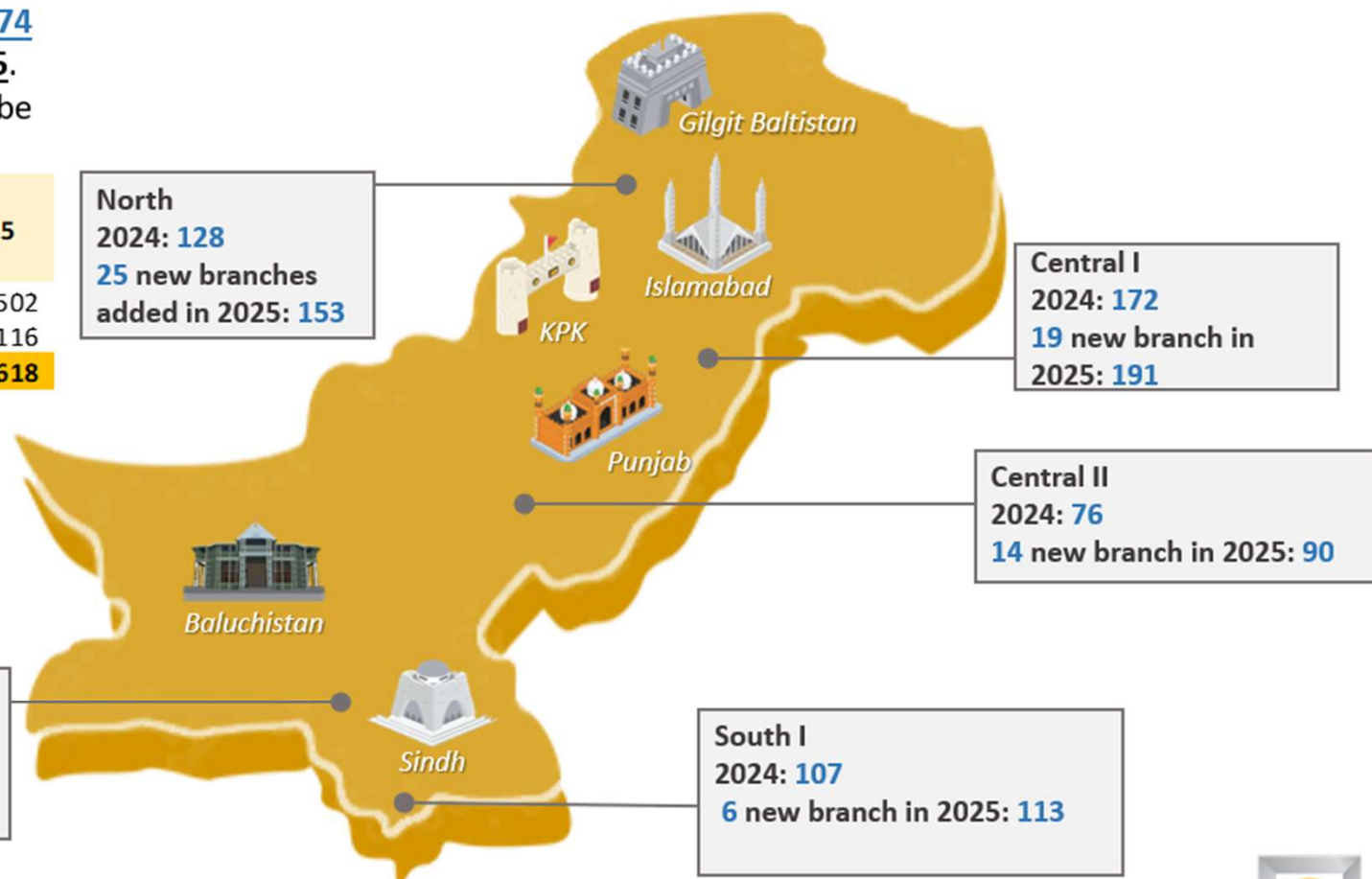
Branch Network Continues to Expand to **618** Branches (Sep'25)



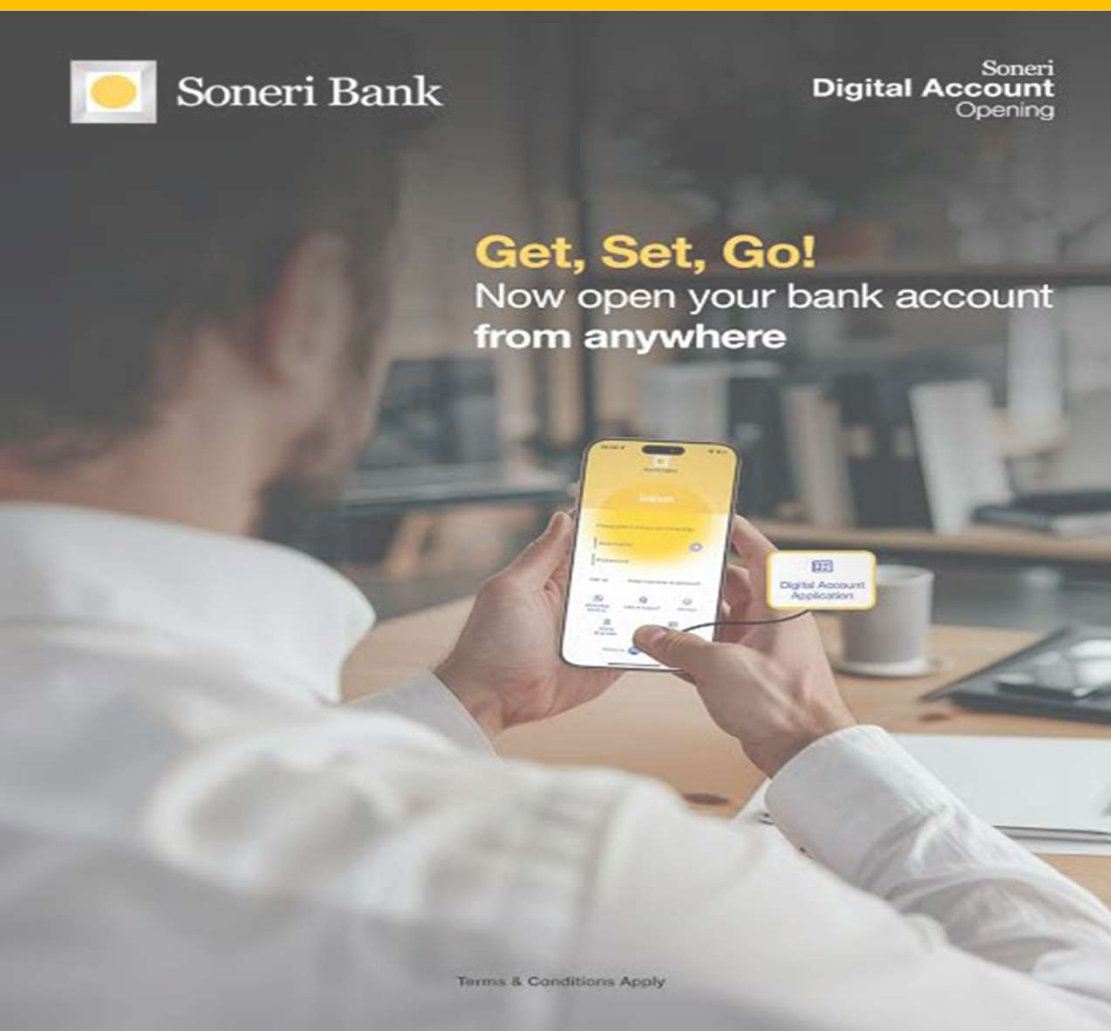
Successfully managed to open **74** new branches till **September'25**. Further **52** new branches to be opened in **Q4 2025**.

Segment	2024	New Additions/Net of Conversion *	2025
Conventional	476	26	502
Islamic	68	48	116
Grand Total	544	74	618

* Six Conventional branches have been converted to Islamic branches during nine months of 2025



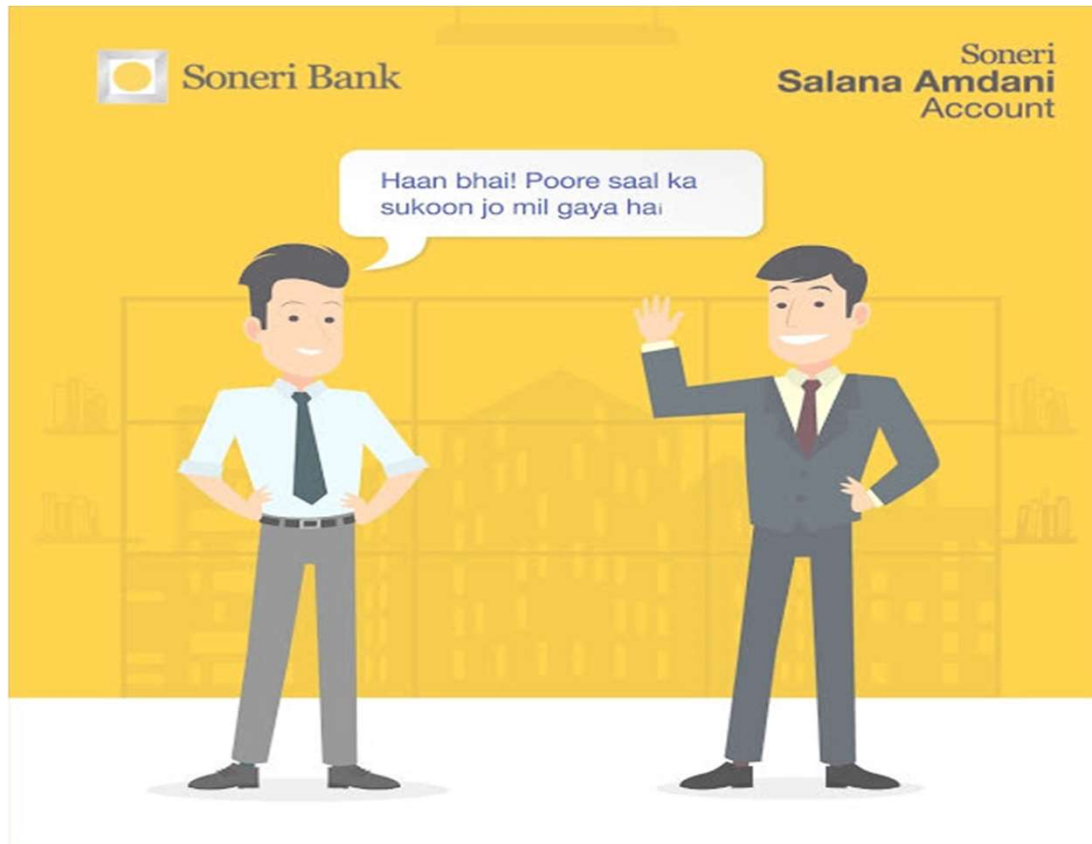
New Initiatives by Digital Banking



A number of new initiatives have been taken to enhance the user experience on the digital front, these include :

- **Introduction of P2M Payments:** Quick and free person-to-merchant (P2M) payments through Raast instant payment system, which can be done by scanning a QR code from the Soneri Digital App.
- **Raast Bulk Payments:** Streamlined corporate and business payments, instantly and securely, via the Soneri Trans@ct platform.
- **POS Machines:** Smart, seamless solution for digital business payments. So far, SNBL has deployed **416** Soneri branded POS at merchants' outlets.

New Offerings by Retail Banking



- **Soneri Salaana Aamdani Account** – Offering competitive rate of returns help to build substantial deposits to leverage prevailing market investment opportunities effectively.
- **Soneri Monthly Munafa Account** – Offering lucrative rate of returns while enjoying the convenience of monthly profit payment.
- **Soneri Bank Ramzan Special Offer** – Soneri Car Finance at discounted rate as compared to ruling rate.

Products Launched During 2025



Soneri
**SME Current
Account**

Introducing **SME Current Account**

Your Partner in Business Success



			
Digital Payment Services/ POS Machines	Cash Management Services	Unlimited Transactions	25% Waiver on processing fees of SME financing

Terms & Conditions Apply

- **Advance Salary Product under Soneri Personal Finance** – Helping salaried individuals in managing their financial needs amidst rising inflation and cost of living.
- **Launch of e-Bike Financing under Soneri Personal Finance** – Affordable, green mobility with easy monthly installments for salaried individuals.
- **Launch of Soneri Kisaan Current Account** – Hassle-free, zero-balance banking tailored to empower farmers and agri-businesses.
- **Launch of Soneri SME Current Account** – Simple, affordable banking designed to power your small and medium businesses.



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Strategic Alliances During 2025

During the year 2025, Soneri Bank successfully entered into **strategic business alliances** with key partners to enhance its service offerings and market reach.

- Jetour Pakistan
- MG Pakistan
- Ghandhara Automobiles Limited
- Inverex
- Changan
- Deewan Motors



The advertisement for Soneri Bank features a yellow background. At the top left is the Soneri Bank logo. To its right is a 34th anniversary logo with the text 'Roshan Pakistan, Roshan Hum' and '34 years with 600+ branches'. Further right is a logo with the text 'TOGETHER WE CREATE ROSHAN EXPERIENCES'. The main headline reads 'PARTNERSHIPS THAT POWER PROGRESS'. Below this is a photo of a smiling man in a dark suit with his arms crossed. Under the photo, the text states: 'In Corporate & Investment Banking, we work as partners to empower businesses and institutions. From financing and trade services to tailored investment solutions, our team ensures your growth journey is stable and progressive. When businesses thrive, communities flourish.' At the bottom, it says 'Roshan Pakistan, Roshan Hum.' and 'Together, We Create Roshan Experiences.'

Key Revenue Drivers

Profitability:

- The Bank continues to focus on diversification of revenue streams, with emphasis on growth in non-markup income, including fee-based and commission-driven businesses.
- Focus on selective growth in higher-yielding corporate and SME segments while maintaining prudent risk pricing.
- Cost rationalization initiatives and disciplined expense management remain key priorities to mitigate margin pressures arising from inflationary trends and taxation.

Operational Efficiency:

- The Bank continues to enhance operational efficiency through process improvements, digitization initiatives, and optimization of branch operations.
- Branch performance rationalization to ensure new and existing branches achieve breakeven within a reasonable timeframe.



Digital Banking Offerings

Product/Services	Description
Debit Cards	• Soneri Debit Mastercard (Classic/Gold): Go cashless for a hassle-free spending experience. • Soneri Platinum Debit Card.: Experience the perfect blend of luxury and functionality. • Soneri PayPak Debit Card: Access money across all ATMs in Pakistan with lower annual fees.
E-Statements	You can subscribe to Soneri Bank e-statements instantly through the Soneri Digital App, by calling the bank's 24/7 contact center, or by visiting any branch.
SMS Alerts	SMS alert services provides real-time visibility of the transactions executed. You can subscribe to SMS alerts instantly through the Soneri Digital App, by calling the bank's 24/7 contact center, or by visiting any branch.
Mobile Banking / Internet Banking	Your bank travels with you, giving you financial freedom. Enjoy 24/7 access to your accounts through our intuitive mobile app and secure internet banking platform.
Digital Account Opening	Open your Soneri Bank Digital Account instantly from home with minimal paperwork anywhere anytime.
Raast Payments	Move money smarter, faster, safer and free with instant payments via the Soneri Digital App.
24*7 Contact Center	Your Banking, Anytime, Anywhere – Just a Call Away at 021-111-766374, offering support for all your banking needs, from digital services to general inquiries, or reach them instantly via WhatsApp at 031-SBLTALK (7258255).



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Key Business Risk



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Key Business Risk

Credit Risk

The Bank has a well established and rigorous pre-approval evaluation process of credit risk embedded in each credit transaction executed by the Business Units. The entire process broadly encompasses, gathering relevant information on the borrower, credit investigations and visits, detailed credit appraisal and credit risk assessment / measurement Bank

Liquidity Risk

The Bank pursue a prudent liquidity risk management framework to ensure availability of adequate stock of High-Quality Liquid Assets (HQLA) which include Level 1 and Level 2 assets as defined in SBP's Basel III – Liquidity Risk Standards. The composition of HQLA includes TBills, PIBs, GoP Ijara Sukuk, TFCs etc.

Foreign Exchange Risk

Hedging strategies and mark-to-market valuations are used to mitigate exchange risk resulting from open position. Overall exchange position risk is maintained in accordance with the regulatory requirements prescribed by the State Bank of Pakistan.

Interest Rate Risk

The Bank uses duration gap models to measure and monitor the interest rate sensitivity on the potential earnings and the Bank's economic value of equity. Overall potential impact of the mismatches on the earnings in short term is not material and is being managed within the tolerance limits approved by the Board.

Market Risk

The Bank has a sound organisation structure for managing market risk, established on strong internal control environment and equipped with adequate level of expertise and resources. The Board Risk Compliance Committee (BRCC), a BOD level sub-committee, is primarily responsible to monitor and manage market risk in all the financial exposures of the Bank, supported by senior management committees namely Asset and Liability Management Committee (ALCO).

Operational Risk

The Bank has been conducting risk and control self assessment (RCSA) exercise for each business and support function of the Bank in order to identify and assess operational risks inherent in existing activities, processes and systems. Through the RCSA exercise, the Bank has been able to develop inventory of risks, controls and key risk indicators (KRI) and has identified gaps in its operating activities which are rectified on a priority basis.

Going Forward



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Going Forward – 2026 Outlook

- **Balance Sheet Growth:** Focus on quality-led and risk-adjusted growth by focusing on low-cost deposits, CASA growth and stable funding. Selective growth in priority sectors, **SME** and **Islamic financing** portfolios
- **Cost discipline:** Improved **cost-to-income ratio** through process automation, rationalization of branch operations, and greater use of digital channels.
- **Leadership depth and specialized skills:** Development of Islamic banking expertise as conversion accelerates. Upskills in Digital Banking, Risk Management, and compliance and shariah governance.
- **Islamic Banking Transformation:** Focusing on accelerated conversion of branches from product diversification in Islamic banking to support revenue growth. Strengthening shariah compliance and risk frameworks.
- **Consistent and Sustainable Return:** Focus on improving profitability through better capital allocation, margin management, controlled cost growth. Strengthening market confidence through transparency and governance.

- **Customer Experience and Ecosystem Expansion:** Focusing on enhanced customer acquisition and retention via Digital onboarding, Cross-selling and Improved service turnaround times. Focusing on deepening relationships rather than only volume growth
- **Upgrade of Core Banking System:** The Bank will upgrade from R16 to the latest release, moving from a legacy framework to a modern, open banking platform. By adopting the latest release, we will be able to offer new products, including focus on Islamic Banking and related products with enhanced features. The latest version will ensure that the Bank stays at par with global regulatory and financial standards. This upgrade is a vital step in making the Bank more agile, efficient, and future-enabled.
- **Introduction of Visa Credit Card:** The Bank will launch its new Visa Credit Card suite, a key move to grow our retail business and increase high-margin revenue. By partnering with the world's leading payment network, we will provide our customers with global acceptance and premium rewards. This launch allows us to compete for the affluent market, drive new customer sign-ups, and offer a modern, digital-first credit experience that strengthens our brand loyalty.



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Questions & Answers



Soneri Bank

Roshan Har Qadam

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