

Deutsche Bank AG, Pakistan Branches  
*(Incorporated in the Federal Republic of Germany with Limited Liability)*  
Statement of Financial Position  
As at 31 December 2015

	Note	2015 (Rupees in '000)	2014
<b>ASSETS</b>			
Cash and balances with treasury banks	7	5,539,927	5,523,757
Balances with other banks	8	951,925	492,331
Lendings to financial institutions	9	6,422,104	6,312,559
Investments	10	-	842,929
Advances	11	6,559,769	6,603,070
Operating fixed assets	12	324,115	304,984
Deferred tax assets - net	13	31,477	61,130
Other assets	14	1,284,666	1,566,805
		<b>21,113,983</b>	<b>21,707,565</b>
<b>LIABILITIES</b>			
Bills payable	15	942,655	629,787
Borrowings from financial institutions	16	11,113	860,407
Deposits and other accounts	17	11,977,105	12,663,537
Sub-ordinated loans		-	-
Liabilities against assets subject to finance lease		-	-
Deferred tax liabilities		-	-
Other liabilities	18	2,283,216	2,390,873
		<b>15,214,089</b>	<b>16,544,604</b>
<b>NET ASSETS</b>		<b>5,899,894</b>	<b>5,162,961</b>
<b>REPRESENTED BY</b>			
Head office capital account	19	3,667,658	3,914,059
Reserves		-	-
Un-remitted profit		2,232,236	1,232,065
		<b>5,899,894</b>	<b>5,146,124</b>
Surplus / (deficit) on revaluation of assets - net of tax	20	-	16,837
		<b>5,899,894</b>	<b>5,162,961</b>
<b>Contingencies and commitments</b>	21		

The annexed notes 1 to 41 form an integral part of these financial statements.

SD/-  
**Syed Ahmer Hassan**

Managing Director /  
Chief Country Officer  
Pakistan

SD/-  
**Mahmood Qureshi**

Chief Operating Officer  
& Chief Financial Officer  
Pakistan

**Deutsche Bank AG, Pakistan Branches**  
*(Incorporated in the Federal Republic of Germany with Limited Liability)*  
**Profit and Loss Account**  
*For the year ended 31 December 2015*

	<i>Note</i>	<b>2015</b> <b>(Rupees in '000)</b>	<b>2014</b>
Mark-up / return / interest earned	23	<b>1,370,390</b>	1,541,981
Mark-up / return / interest expensed	24	<b>(442,887)</b>	(725,537)
Net mark-up / interest income		<b>927,503</b>	816,444
Reversal of provision / (provision) against non-performing advances	11.3	<b>323,322</b>	(38,462)
Reversal of provision / (provision) against off-balance sheet obligations	18.1	<b>11,191</b>	(5,042)
Provision for diminution in the value of investments		-	-
Bad debts written off directly		-	-
		<b>334,513</b>	(43,504)
Net mark-up / interest income after provisions		<b>1,262,016</b>	772,940
<b>NON MARK-UP / NON INTEREST INCOME</b>			
Fee, commission and brokerage income		<b>497,015</b>	480,289
Dividend income		-	-
Income from dealing in foreign currencies and derivatives	25	<b>787,073</b>	605,572
Gain on sale of Government securities		<b>85,327</b>	29,265
Unrealized gain / (loss) on revaluation of investments classified as held for trading		-	-
Other income	26	<b>67,969</b>	19,314
Total non mark-up / non interest income		<b>1,437,384</b>	1,134,440
		<b>2,699,400</b>	1,907,380
<b>NON MARK-UP / NON INTEREST EXPENSES</b>			
Administrative expenses	27	<b>(1,043,460)</b>	(996,823)
Reversal of provision against other assets	14.2	<b>30</b>	610
Other charges	28	-	(1,252)
Total non mark-up / non interest expenses		<b>(1,043,430)</b>	(997,465)
		<b>1,655,970</b>	909,915
Extra-ordinary / unusual items		-	-
<b>PROFIT BEFORE TAXATION</b>		<b>1,655,970</b>	909,915
Taxation - current		<b>(532,756)</b>	(320,520)
- prior years		<b>(60,631)</b>	-
- deferred		<b>(47,012)</b>	(776)
	29	<b>(640,399)</b>	(321,296)
<b>PROFIT AFTER TAXATION</b>		<b>1,015,571</b>	588,619

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Deutsche Bank AG, Pakistan Branches  
*(Incorporated in the Federal Republic of Germany with Limited Liability)*  
**Statement of Comprehensive Income**  
*For the year ended 31 December 2015*

	2015 (Rupees in '000)	2014
<b>Profit for the year</b>	<b>1,015,571</b>	588,619
<b>Other comprehensive income:</b>		
<i>Items that will not be reclassified to profit or loss:</i>		
Actuarial (loss) / gain on defined benefit plans	(23,692)	7,321
Related deferred tax	8,292	(2,562)
	(15,400)	4,759
Exchange adjustment on account of revaluation of capital	(246,401)	(735,640)
<b>Total comprehensive income / (loss) for the year</b>	<b>753,770</b>	(142,262)
<i>Items that may be reclassified to profit or loss in subsequent periods:</i>		
Surplus / (deficit) arising on revaluation of available for sale securities	-	25,903
Related deferred tax	-	(9,066)
	-	16,837
	<b>753,770</b>	(125,425)

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# Deutsche Bank AG, Pakistan Branches

(Incorporated in the Federal Republic of Germany with Limited Liability)

## Statement of Changes in Equity

For the year ended 31 December 2015

	Head office capital account	Un-remitted profit (Rupees in '000)	Total
Balance as at 01 January 2014	4,649,699	638,687	5,288,386
<i>Total comprehensive income for the year:</i>			
Profit for the year	-	588,619	588,619
<i>Other comprehensive income:</i>			
Actuarial gain on defined benefit plan - net of tax	-	4,759	4,759
Exchange adjustment on revaluation of head office capital account	(735,640)	-	(735,640)
	(735,640)	593,378	(142,262)
Balance as at 31 December 2014	3,914,059	1,232,065	5,146,124
<b>Changes in equity 2015:</b>			
<i>Comprehensive income for the year:</i>			
Profit for the year	-	1,015,571	1,015,571
<i>Other comprehensive income:</i>			
Actuarial loss on defined benefit plan - net of tax	-	(15,400)	(15,400)
Exchange adjustment on revaluation of head office capital account	(246,401)	-	(246,401)
	(246,401)	1,000,171	753,770
<b>Balance as at 31 December 2015</b>	<b>3,667,658</b>	<b>2,232,236</b>	<b>5,899,894</b>

The annexed notes 1 to 41 form an integral part of these financial statements.

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**Deutsche Bank AG, Pakistan Branches**  
*(Incorporated in the Federal Republic of Germany with Limited Liability)*  
**Cash Flow Statement**  
*For the year ended 31 December 2015*

	<i>Note</i>	<b>2015</b>	2014
		<b>(Rupees in '000)</b>	
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Profit before taxation		<b>1,655,970</b>	909,915
Adjustments for:			
Depreciation		<b>68,638</b>	63,844
(Reversal of provision) / provision against non-performing advances		<b>(323,322)</b>	48,462
(Reversal of provision) / provision against off-balance sheet obligation		<b>(11,191)</b>	5,042
Reversal against other assets		<b>(30)</b>	(610)
Gain on sale of Government securities		<b>(85,327)</b>	(29,265)
Charge for defined benefit plan		<b>22,678</b>	22,270
Gain on sale of operating fixed assets		<b>(6,227)</b>	(2,610)
		<b>(334,781)</b>	107,133
		<b>1,321,189</b>	1,017,048
Decrease / (increase) in operating assets			
Lendings to financial institutions		<b>(109,546)</b>	3,444,562
Advances		<b>366,623</b>	(2,386,197)
Others assets (excluding advance taxation)		<b>280,119</b>	(3,547)
		<b>537,196</b>	1,054,818
(Decrease) / increase in operating liabilities			
Bills payable		<b>312,868</b>	305,070
Borrowings from financial institutions		<b>(849,294)</b>	(3,144,242)
Deposits and other accounts		<b>(686,432)</b>	(3,185,594)
Other liabilities		<b>(122,878)</b>	50,662
		<b>(1,345,736)</b>	(5,974,104)
		<b>512,649</b>	(3,902,238)
Contributions made to defined benefit plan		<b>(19,958)</b>	(18,675)
Income tax paid		<b>(591,337)</b>	(320,461)
<b>Net cash used in operating activities</b>		<b>(98,646)</b>	(4,241,374)
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Net investments in available-for-sale investments		<b>902,353</b>	4,643,691
Purchase of operating fixed assets		<b>(98,120)</b>	(62,102)
Sale proceeds on disposal of operating fixed assets		<b>16,578</b>	9,993
<b>Net cash generated from investing activities</b>		<b>820,811</b>	4,591,582
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Remittance made to head office		<b>-</b>	-
<b>Net cash used in financing activities</b>		<b>-</b>	-
Effects of exchange rate changes on cash and cash equivalents		<b>(246,401)</b>	(735,640)
<b>Increase / (decrease) in cash and cash equivalents</b>		<b>475,764</b>	(385,432)
Cash and cash equivalents at beginning of the year		<b>6,016,088</b>	6,401,520
Cash and cash equivalents at end of the year	30	<b>6,491,852</b>	6,016,088

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# Deutsche Bank AG, Pakistan Branches

*(Incorporated in the Federal Republic of Germany with Limited Liability)*

## Notes to the Financial Statements

*For the year ended 31 December 2015*

### **1. STATUS AND NATURE OF BUSINESS**

Deutsche Bank AG is a foreign banking company incorporated in the Federal Republic of Germany with limited liability. Its operations in Pakistan are carried out through three branches located at Karachi, Lahore and Islamabad ('the Branches'). The Branches are engaged in banking business as described in the Banking Companies Ordinance, 1962.

### **2. BASIS OF PRESENTATION**

In accordance with the directives of the Federal Government regarding shifting of the banking system to the Islamic modes, the State Bank of Pakistan (SBP) has issued various circulars from time to time. Permissible forms of trade related modes of financing include purchase of goods by the Branches from its customers and immediate resale to them at appropriate mark-up in price on deferred payment basis. The purchases and sales arising under these arrangements are not reflected in these financial statements as such but are restricted to the amount of facility actually utilized and the appropriate portion of mark-up thereon.

### **3. STATEMENT OF COMPLIANCE**

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984 and the Banking Companies Ordinance, 1962, and the directives issued by SBP and Securities & Exchange Commission of Pakistan (SECP). In case the requirements differ, the provisions of and directives issued under the Companies Ordinance, 1984, and the Banking Companies Ordinance, 1962, and the directives issued by the SBP and SECP shall prevail.

The State Bank of Pakistan (SBP) vide BSD Circular No. 10 dated 26 August 2002 has deferred the applicability of International Accounting Standard 39, Financial Instruments: Recognition and Measurement (IAS 39) and International Accounting Standard 40, Investment Property (IAS 40). Further, according to a notification of the Securities and Exchange Commission of Pakistan (SECP) dated 28 April 2008, International Financial Reporting Standard 7, Financial Instruments: Disclosures (IFRS 7) has not been made applicable for banks. Accordingly, the requirements of these standards and their relevant interpretations (issued by the Standards Interpretation Committee - SICs, and the International Financial Reporting Interpretations Committee - IFRICs) have not been considered in the preparation of these financial statements. However, the investments have been classified in accordance with the categories prescribed by SBP through various circulars.

### **4. CREDIT RATING**

The credit rating done by Standard & Poor in November 2015 for Deutsche Bank AG is BBB+ for the long term and A-2 for the short term, rating done by Moody's in January 2016 is Baa1 for the long term and P-1 for the short term and rating done by Fitch in January 2016 is A- for the long term and F1 for the short term.

## **5. BASIS OF MEASUREMENT**

- 5.1** These financial statements have been prepared under the historical cost convention, except for available-for-sale investments and derivative financial instruments, which have been marked to market and are carried at fair value, staff retirement benefits (pension) which are stated at present value.
- 5.2** The preparation of financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that effect the application of accounting policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

In particular, information about significant areas of estimation uncertainty and critical judgments in applying accounting policies that have the most significant effect on the amounts recognized in the financial statements are described in the following:

- Advances (Note 6.5)
- Taxation (Note 6.4)
- Derivative financial instruments (Note 6.10)
- Defined benefit plan (Note 6.3)
- Operating fixed assets and depreciation (Note 6.8)

These financial statements are presented in Pak rupees (PKR) which is the Branches' functional currency.

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

The accounting policies set out below have been applied consistently to all periods presented in these financial statements, except for the standards which became effective during the period as mentioned in note 6.1:

### **6.1 New, Amended And Revised Standards And Interpretations of IFRSs**

IFRS 10 'Consolidated Financial Statements', IFRS 11 'Joint Arrangements', IFRS 12 'Disclosure of Interests in Other Entities' and IFRS 13 'Fair Value Measurements'. These standards became applicable from 1 January 2015, as per the adoption status of IFRS in Pakistan.

The application of IFRS 10, IFRS 11 and IFRS 12 did not have any impact on the financial statements of the Branches.

IFRS 13 Fair Value Measurement, consolidates the guidance on how to measure fair value, which was spread across various IFRS, into one comprehensive standard. It introduces the use of an exit price, as well as extensive disclosure requirements, particularly the inclusion of non-financial instruments into the fair value hierarchy. The application of IFRS 13 did not have an impact on the financial statements of the Branches, except certain additional disclosures.

### **6.2 Cash and cash equivalents**

Cash and cash equivalents comprise cash and balances with treasury banks and balances with other banks.

### **6.3 Staff retirement benefits**

#### *Defined contribution plans*

The Branches operate approved provident fund and gratuity fund scheme for all of their permanent employees in respect of which contributions are made to discharge liability under the respective rules of the schemes.

#### *Defined benefit plan*

The Branches also operate a funded pension scheme for all of their permanent employees. The costs are determined based on actuarial valuation carried out using the Projected Unit Credit Method. All actuarial gains and losses are recognized outside the profit and loss account in the statement of comprehensive income.

### **6.4 Taxation**

#### *Current tax*

Current tax is the expected tax payable on the taxable income for the year using tax rates enacted or substantively enacted at the statement of financial position date and any adjustment to tax payable in respect of previous years.

#### *Deferred tax*

Deferred tax is provided using the balance sheet liability method on all material temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities using tax rates enacted or substantively enacted at the statement of financial position date. A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available and the credits can be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

### **6.5 Advances**

Advances are stated net of specific and general provision against loan losses. Specific provision is made for non-performing advances to reduce book value of such advances to their expected realizable value in compliance with the Prudential Regulations of SBP. The Branches also establish a general allowance for loan losses to encompass the loss inherent in performing loans based on historical loss experience and country risk. Advances are written-off when there are no realistic prospects of recovery.

### **6.6 Investments**

In accordance with the requirements of BSD Circular No. 10 dated 13 July 2004 the investments are classified as follows:

#### *Held to maturity*

These securities are with fixed and determinable payments and fixed maturity which are acquired with the intention and ability to hold them up to maturity. These are carried at amortized cost.



### *Held for trading*

These are securities, which are either acquired for generating profit from short-term fluctuation in market prices, interest rate movements, dealers margin or are securities included in a portfolio in which a pattern of short-term profit making existed.

### *Available-for-sale*

The securities which are not held for trading and held-to-maturity are classified as available-for-sale (AFS).

The Branches designate the classification of securities at the time of acquisition.

All purchase and sale of investments that require delivery within the time frame established by regulation or market convention are recognized at the trade date, which is the date the Branches commit to purchase or sell the investments.

Trading securities are initially recognized at fair value and are subsequently carried at their market values and related realized and unrealized gains and losses are included in trading revenues.

AFS securities are initially recognized at cost which also includes the transaction cost associated with the investment and are subsequently valued at market rates and the resulting surplus / deficit is taken to "Surplus / Deficit on Revaluation of Securities" account and is shown below the head office equity in the statement of financial position.

The market values of securities are determined with reference to ready quotes as available on Reuters Page (PKRV) or Stock Exchange.

## **6.7 Repurchase agreements**

The Branches enter into purchase / sale of investments under agreements to resell / repurchase investments at a certain date in the future at a fixed price. Investments purchased subject to commitment to resell them at the future dates are not recognized. The amounts paid are recognized in lendings to financial institutions. The receivables are shown as collateralized by the underlying security. Investments sold under repurchase agreements continue to be recognized in the statement of financial position and are measured in accordance with the accounting policy for investments. The proceeds from the sale of the investments are reported in borrowings from financial institutions.

The difference between the purchase / sale and resale / repurchase consideration is recognized on a time proportion basis over the period of the transaction and is included in mark-up / return / interest earned or expensed.

## **6.8 Operating fixed assets**

### *Owned*

Operating fixed assets other than capital work-in-progress, are stated at cost less accumulated depreciation and impairment losses (if any). Capital work-in-progress is stated at cost.

Subsequent costs are included in the assets carrying amounts or are recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Branches and the cost of the item can be measured reliably. All other repair and maintenance expenses are charged to profit and loss account.

Depreciation on fixed assets is charged to income applying the straight-line method from the date the assets are available for use. Gain or loss on disposal is taken to income currently.

#### **6.9 Revenue recognition**

Mark-up income and expenses are recognized on a time proportion basis taking into account effective yield on the instrument, except in case of advances classified under the Prudential Regulations issued by SBP on which mark-up is recognized on receipt basis. Commission on letters of credit is recognized on receipt basis, whereas guarantee commission is recorded on accrual basis.

#### **6.10 Derivative financial instruments**

Derivative financial instruments are initially recognized at fair value on the date on which the derivative contract is entered into and are subsequently remeasured at fair value. All derivative financial instruments are carried as assets when fair value is positive and liabilities when fair value is negative. Any change in the fair value is taken to the profit and loss account.

#### **6.11 Foreign currencies**

Foreign currency transactions are translated into rupees at exchange rates prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are translated into rupees at the rate of exchange prevailing at the statement of financial position date. Outstanding forward foreign exchange contracts are valued at the forward rates applicable to their respective maturities. Commitments for outstanding forward foreign exchange contracts are disclosed in financial statements at contracted rates with the fair value adjustment disclosed in other assets / other liabilities, as the case may be.

Contingent liabilities / commitments for letter of credit and letter of guarantee denominated in foreign currencies are expressed in Rupee terms at the exchange rates prevailing at the statement of financial position date.

Exchange gains and losses are included in income, except for exchange gain / loss on foreign currency capital account, which is recognized as the appreciation / diminution of the Head Office capital account.

#### **6.12 Impairment**

The carrying amount of assets other than deferred tax assets, are reviewed at each statement of financial position date to determine whether there is any indication of impairment of any asset or group of assets. If such indication exists, the recoverable amount of the asset is estimated. An impairment loss is recognized whenever the carrying amount of an asset exceeds its recoverable amount. Impairment losses are recognized in profit and loss account.

#### **6.13 Off-setting**

Financial assets and financial liabilities are only off-set and the net amount is reported in the financial statements when there is a legally enforceable right to offset the recognized amount and the Branches intends either to settle on a net basis, or to realize the assets and to settle the liabilities simultaneously. Income and expense items of such assets and liabilities are also off-set and the net amount is reported in the financial statements.

#### **6.14 Provisions**

Provisions are recognized when the Branches have a legal or constructive obligation as a result of past events, if it is probable that an outflow of resources will be required to settle obligation and a reliable estimate of amount can be made. Provisions are reviewed at each statement of financial position date and are adjusted to reflect the current best estimate.

7.	CASH AND BALANCES WITH TREASURY BANKS	2015	2014	
		(Rupees in '000)		
In hand:				
	Local currency	35,909	31,724	
	Foreign currency	38,517	34,246	
With State Bank of Pakistan in:				
	Local currency current account	7.1	1,381,329	773,647
	Foreign currency deposit account			
	Cash reserve account	7.2	98,038	94,053
	Special cash reserve account	7.3	292,751	280,850
	Local US Dollar collection account	7.4	25,725	395,178
	Foreign currency capital account	19	3,667,658	3,914,059
With National Bank of Pakistan in:				
	Local currency current account	-	-	
		5,539,927	5,523,757	

- 7.1** This represents current account maintained with SBP under the requirements of section 22 (Cash Reserve Requirement) of the Banking Companies Ordinance, 1962.
- 7.2** This represents statutory cash reserve in the current account maintained with SBP under the requirements of SBP.
- 7.3** This represents statutory cash reserve maintained against foreign currency deposits mobilized under FE 25 Circular issued by the SBP at nil return (2014: Nil).
- 7.4** This represents US Dollar settlement account opened with the SBP in accordance with FE Circular No. 2.

## **8. BALANCES WITH OTHER BANKS**

<i>In Pakistan</i>			
Current account		<b>19,222</b>	5,516
<i>Outside Pakistan</i>			
Current account			
- Inter branch		<b>108,482</b>	30,193
- Others	8.1	<b>824,221</b>	456,622
		<u><b>951,925</b></u>	<u><b>492,331</b></u>

- 8.1** This includes balance with a subsidiary of Deutsche Bank, AG. Rs. 792.200 million (2014: Rs. 455.355 million).

## **9. LENDINGS TO FINANCIAL INSTITUTIONS**

Repurchase agreement lendings (Reverse Repo)	9.1	<u><b>6,422,104</b></u>	<u><b>6,312,559</b></u>
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- 9.1** Reverse repo transactions have been made with various commercial banks at rates ranging from 6.10% to 6.50% p.a (2014: 9.50% to 9.66% p.a ) and mature within a month. The market value of these securities at 31 December 2015 amounted to Rs. 6,540 million (2014: Rs. 6,644 million).

### **9.2 Particulars of Lendings**

In local currency		<u><b>6,422,104</b></u>	<u><b>6,312,559</b></u>
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### 9.3 Securities held as collateral against lendings to financial institutions

	2015			2014		
	Held by Branches	Further given as collateral	Total	Held by Branches	Further given as collateral	Total
----- (Rupees in '000) -----						
Market Treasury Bills	<u>6,422,104</u>	<u>-</u>	<u>6,422,104</u>	<u>6,312,559</u>	<u>-</u>	<u>6,312,559</u>

## 10. INVESTMENTS

### 10.1 Investments by type

		2015			2014		
		Held by Branches	Given as collateral	Total	Held by Branches	Given as collateral	Total
----- (Rupees in '000) -----							
<b>Available-for-sale securities</b>							
Market Treasury Bills		-	-	-	4,216	-	4,216
Pakistan Investment Bonds		-	-	-	812,810	-	812,810
<b>Investments at cost</b>		-	-	-	817,026	-	817,026
Surplus / (deficit) on revaluation of available-for-sale securities	20	-	-	-	25,903	-	25,903
<b>Total investments at market value</b>	10.2	-	-	-	842,929	-	842,929

### 10.2 Investments by segment

Investments by segment	2015	2014
	(Rupees in '000)	
<b>Federal Government securities</b>		
Market Treasury Bills	-	4,216
Pakistan Investment Bonds	-	812,810
<b>Total investments at cost</b>	<u>-</u>	<u>817,026</u>
Surplus / (deficit) on revaluation of available-for-sale securities	-	25,903
<b>Total investments at market value</b>	<u>-</u>	<u>842,929</u>

## 11. ADVANCES

Loans, cash credits, running finances, etc. - in Pakistan	11.1	<b>5,851,222</b>	5,738,453
Bills discounted and purchased (excluding treasury bills)			
Payable in Pakistan		<b>750,404</b>	1,229,796
Payable outside Pakistan		<b>65,626</b>	65,626
		<b>816,030</b>	1,295,422
Advances - gross		<b>6,667,252</b>	7,033,875
Provision for non-performing advances	11.3	<b>(107,483)</b>	(430,805)
Advances - net of provision		<u><b>6,559,769</b></u>	<u>6,603,070</u>

11.1 Particulars of advances - gross	2015 (Rupees in '000)	2014
In local currency	6,601,626	6,968,249
In foreign currencies	65,626	65,626
	<u>6,667,252</u>	<u>7,033,875</u>
Short term (for up to one year)	6,339,116	6,362,279
Long term (for over one year)	328,136	671,596
	<u>6,667,252</u>	<u>7,033,875</u>

11.2 Advances include Rs. 96.511 million (2014: Rs. 357.570 million) which have been placed under non-performing status as detailed below:

	2015			2014		
	Classified advances domestic	Provision required	Provision held	Classified advances domestic	Provision required	Provision held
	(Rupees in '000)					
Category of Classification						
Substandard	-	-	-	-	-	-
Doubtful	-	-	-	-	-	-
Loss	96,511	96,511	96,511	347,570	347,570	347,570
	<u>96,511</u>	<u>96,511</u>	<u>96,511</u>	<u>347,570</u>	<u>347,570</u>	<u>347,570</u>

11.3 Particulars of provision against non-performing advances

	2015			2014		
	Specific	General	Total	Specific	General	Total
	(Rupees in '000)					
Opening balance	347,570	83,235	430,805	357,570	34,773	392,343
Charge for the year	-	-	-	-	48,462	48,462
Reversals / recoveries	(251,059)	(72,263)	(323,322)	(10,000)	-	(10,000)
	<u>(251,059)</u>	<u>(72,263)</u>	<u>(323,322)</u>	<u>(10,000)</u>	<u>48,462</u>	<u>38,462</u>
Closing balance	96,511	10,972	107,483	347,570	83,235	430,805

11.4 General provision represents amount recognized in line with the instructions received from the head office.

11.5 Particulars of loans and advances to executives and officers

Debts due by executives or officers of the Branches or any of them either severally or jointly with any other persons.

	2015 (Rupees in '000)	2014
Balance at beginning of year	244,558	235,948
Loans granted during the year	78,255	74,733
Repayments	(99,223)	(66,123)
Balance at end of year	<u>223,590</u>	<u>244,558</u>

11.5.1 This represents loans given by the Branches to its executives and officers as per the terms of their employment.

12. OPERATING FIXED ASSETS

Capital work-in-progress	12.1	12,432	10,056
Property and equipment	12.2	311,683	294,928
		<u>324,115</u>	<u>304,984</u>

12.1 Capital work-in-progress

Civil works	-	-
Advance to suppliers and contractors	-	-
Advance against purchase of vehicle	12,432	10,056
Consultancy fee and other charges	-	-
	<u>12,432</u>	<u>10,056</u>

## 12.2 Property and equipments

2015

COST				DEPRECIATION					Rate of depreciation %
Balance at 1 January 2015	Additions	Disposal	Balance at 31 December 2015	Balance at 1 January 2015	Charge for the year	Relating to Disposal	Balance at 31 December 2015	Book value at 31 December 2015	
				(Rupees in '000)					
273,565	1,893	-	275,458	86,702	25,257	-	111,959	163,499	10-20
12,437	624	-	13,061	8,061	1,626	-	9,687	3,374	10-33
137,106	34,568	(74)	171,600	93,349	18,562	(71)	111,840	59,760	20-50
107,454	58,659	(31,642)	134,471	47,522	23,193	(21,294)	49,421	85,050	20
530,562	95,744	(31,716)	594,590	235,634	68,638	(21,365)	282,907	311,683	

2014

COST				DEPRECIATION					
Balance at 1 January 2014	Additions	Disposal	Balance at 31 December 2014	Balance at 1 January 2014	Charge for the year	Relating to Disposal	Balance at 31 December 2014	Book value at 31 December 2014	Rate of depreciation %
(Rupees in '000)									
268,685	4,880	-	273,565	61,464	25,238	-	86,702	186,863	10-20
12,437	-	-	12,437	6,504	1,557	-	8,061	4,376	10-33
124,647	16,846	(4,387)	137,106	79,731	16,877	(3,259)	93,349	43,757	20-50
98,765	30,320	(21,631)	107,454	42,727	20,172	(15,377)	47,522	59,932	20
504,534	52,046	(26,018)	530,562	190,426	63,844	(18,636)	235,634	294,928	

**12.2.1** Included in cost of property and equipment are fully depreciated items, still in use, having cost of Rs. 98.139 million (2014: Rs.92.294 million).

**12.2.2** Disposals include items having cost of Rs. 0.034 million (2014: Rs. 3.386 million) which have been written off during the year.

**12.2.3** Details of disposal of assets whose original cost or the book value exceeds Rs. 1 million or Rs. 250,000 respectively, whichever is less and assets disposed to the Chief Country Officer or to other executives or to any related party, irrespective of the value, are given below:

Description	Cost	Book value	Sale proceeds	Mode of disposal	Purchaser	Particulars / address
	----- (Rupees in '000) -----					
NOKIA MOBILE PHONE E52	20	-	3	Bank Policy	Javed Alim	Ex-Employee
NOKIA MOBILE SET E72	20	2	3	Bank Policy	Rashid Masood Alam	Ex-Employee
HONDA CIVIC VTi Pros Oriel	1,935	258	774	Bank Policy	Rashid Masood Alam	Ex-Employee
TOYOTA COROLLA	1,462	244	585	Bank Policy	Mohammad Khalid	Employee
HONDA CIVIC VTi Pros Oriel	1,980	462	792	Bank Policy	Faizan Mitha	Ex-Employee
MERCEDEZ BENZ	14,564	3,398	5,825	Bank Policy	Faizan Mitha	Ex-Employee
HONDA CIVIC VTi Pros Oriel	2,065	310	827	Bank Policy	Syed A. Hussaini	Employee
TOYOTA COROLLA	1,607	402	1,451	Insurance Claim	Not applicable	Not applicable
HONDA CIVIC VTi Pros Oriel	2,332	1,399	2,047	Bank Policy	Shahzad Ajmery	Employee
HONDA CIVIC VTi Pros Oriel	2,388	2,030	2,077	Bank Policy	Javed Alim	Ex-Employee
Honda City Aspire PT1.5	1,814	1,572	1,596	Bank Policy	Azhar Iqbal	Ex-Employee
HONDA CIVIC	1,495	274	598	Bank Policy	Mohammad Zia Uddin	Employee
	<u>31,682</u>	<u>10,351</u>	<u>16,578</u>			

### 13. DEFERRED TAX ASSETS

The following are deferred tax assets / (liabilities) recognized and movement thereon:

	2015			
	Opening balance	(Charge) / reversal to profit and loss account	Debit / (credit) to other comprehensive income	Closing balance
	----- (Rupees in '000) -----			
Surplus on revaluation of				
Government securities	(9,066)	-	9,066	-
Actuarial gains and losses	13,541	-	7,958	21,499
Provision for advances and off balance sheet obligation	84,806	(52,544)	-	32,262
Difference between accounting book value of operating fixed assets and its tax base	(28,151)	5,867	-	(22,284)
	<u>61,130</u>	<u>(46,677)</u>	<u>17,024</u>	<u>31,477</u>
	----- (Rupees in '000) -----			
	2014			
	Opening balance	(Charge) / reversal to profit and loss account	Debit / (credit) to other comprehensive income	Closing balance
	----- (Rupees in '000) -----			
Surplus on revaluation of				
Government securities	957	-	(10,023)	(9,066)
Actuarial gains and losses	16,103	-	(2,562)	13,541
Provision for advances and off balance sheet obligation	90,699	(5,893)	-	84,806
Difference between accounting book value of operating fixed assets and its tax base	(33,267)	5,116	-	(28,151)
	<u>74,492</u>	<u>(777)</u>	<u>(12,585)</u>	<u>61,130</u>

### 14. OTHER ASSETS

	2015 (Rupees in '000)	2014
Income / mark-up accrued in local currency	98,933	223,079
Income / mark-up accrued in foreign currency	47,405	26,757
Advances, deposits, advance rent and other prepayments	259,219	80,084
Advance taxation (payments less provisions)	776,745	778,795
Unrealized gain on forward foreign exchange contracts	28,029	371,172
Unrealized gain on interest rate swaps	14.1 68,784	80,938
Others	10,240	10,699
	<u>1,289,355</u>	<u>1,571,524</u>
Less: Provision held against other assets	14.2 (4,689)	(4,719)
Other assets (net of provision)	<u>1,284,666</u>	<u>1,566,805</u>



**14.1** Unrealized gain on interest rate swaps value is net of general counterparties specific reserves of Rs. 1.255 million (2014: Rs. 2.867 million) in accordance with the head office instructions.

<b>14.2 Provision against other assets</b>	<b>2015</b>	<b>2014</b>
	<b>(Rupees in '000)</b>	
Opening balance	<b>4,719</b>	5,329
Reversals during the year	<b>(30)</b>	(610)
Closing balance	<b>4,689</b>	4,719

**15. BILLS PAYABLE**

In Pakistan	<b>942,655</b>	629,787
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**16. BORROWINGS FROM FINANCIAL INSTITUTIONS**

In Pakistan	<b>10,967</b>	288,861
Outside Pakistan	<b>146</b>	571,546
	<b>11,113</b>	860,407

**16.1 Particulars of borrowings with respect to currencies**

In local currency	<b>10,967</b>	288,861
In foreign currencies	<b>146</b>	571,546
	<b>11,113</b>	860,407

**16.2 Details of borrowings secured / unsecured**

*Secured*

Borrowings from the State Bank of Pakistan under export refinance scheme	-	230,000
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*Unsecured*

Call Borrowing	-	-
Overdrawn nostro accounts - Interbranch and a subsidiary of Deutsche Bank, AG	<b>146</b>	571,546
Others	<b>10,967</b>	58,861
	<b>11,113</b>	630,407
	<b>11,113</b>	860,407

**16.2.1** These are overdrawn bank balances with commercial banks.

17.	DEPOSITS AND OTHER ACCOUNTS	2015	2014
		(Rupees in '000)	
	<b>Customers</b>		
	Fixed deposits	2,673,423	3,627,925
	Savings deposits	4,432,256	5,018,054
	Current accounts - non-remunerative	4,775,172	3,991,423
	Others	92,874	16,909
		<u>11,973,725</u>	<u>12,654,311</u>
	<b>Financial institutions</b>		
	Non-remunerative deposits - interbranch	3,380	9,226
		<u>11,977,105</u>	<u>12,663,537</u>
17.1	<b>Particulars of deposits</b>		
	In local currency	11,320,373	11,887,264
	In foreign currencies	656,732	776,273
		<u>11,977,105</u>	<u>12,663,537</u>
18.	<b>OTHER LIABILITIES</b>		
	Mark-up / return / interest payable in local currency	2,369	176,919
	Mark-up / return / interest payable in foreign currency	2	6
	Unearned commission and income on bills discounted	42,019	41,042
	Accrued expenses	150,054	90,126
	Unrealized loss on forward foreign exchange contracts	12,473	341,673
	Unrealized loss on interest rate swaps	20,418	30,486
	Amount due to head office and branches	6,195	6,195
	Unremitted head office expenses	1,220,133	1,361,674
	Payable to defined benefit plan 32.6	65,662	39,250
	Provision against off-balance sheet obligations - general 18.1	20,061	31,252
	Workers Welfare Fund payable	171,635	137,852
	Others 18.2	572,195	134,398
		<u>2,283,216</u>	<u>2,390,873</u>
18.1	<b>Provision against off-balance sheet obligations</b>		
	Opening balance	31,252	26,210
	Charge / (Reversal) for the year	(11,191)	5,042
	Closing balance	<u>20,061</u>	<u>31,252</u>
18.2	This amount include dividend payable to custody customers Rs. 496.924 million (2014 : Nil).		
19.	<b>HEAD OFFICE CAPITAL ACCOUNT</b>		
	Capital held as interest free deposit in approved foreign exchange.		
	Balance at beginning of the year represents		
	- Remitted from head office Euro 32,048,165 (2014: Euro 32,048,165)	3,914,059	4,649,699
	- Revaluation advised by the State Bank of Pakistan during the year	(246,401)	(735,640)
		<u>3,667,658</u>	<u>3,914,059</u>

20.	<b>SURPLUS/(DEFICIT) ON REVALUATION OF ASSETS - NET OF TAX</b>	<b>2015</b>	<b>2014</b>
		<b>(Rupees in '000)</b>	
	Federal Government securities	-	25,903
	Related deferred tax	-	(9,066)
		<u>-</u>	<u>16,837</u>
<b>21.</b>	<b>CONTINGENCIES AND COMMITMENTS</b>		
<b>21.1</b>	<b>Transaction-related contingent liabilities</b>		
	Contingent liability in respect of performance bonds, bid bonds, shipping guarantees, etc. favouring:		
	i) Government	<b>16,101,044</b>	18,102,270
	ii) Banking companies and other financial institutions	<b>42,695</b>	66,475
	iii) Others	<b>1,136,981</b>	908,099
<b>21.2</b>	<b>Trade-related contingent liabilities</b>		
	Acceptances	<b>845,525</b>	1,269,802
	Letters of credit	<b>2,871,897</b>	2,144,129
<b>21.3</b>	<b>Commitments in respect of forward lending</b>		
	Reverse repurchase agreement (Reverse repo)	<b>6,422,104</b>	6,312,559
	Commitments to extend credit	<b>15,814,355</b>	17,094,609
<b>21.4</b>	<b>Commitments in respect of forward exchange contracts</b>		
	Purchase:		
	- from the State Bank of Pakistan	-	-
	- from others	<b>3,804,640</b>	18,705,588
	Sale:		
	- to the State Bank of Pakistan	-	-
	- to others	<b>4,407,603</b>	18,673,952
	The maturities of above contracts are spread over a period of one year.		
<b>21.5</b>	Cheques in clearing	<b>1,938,923</b>	1,937,275
<b>21.6</b>	<b>Other contingencies</b>		
<b>21.6.1</b>	Appeals for various assessment years are pending before Income Tax Appellate Authorities contesting additional demands of Rs. 355 million (2014: Rs. 504 million). The Branches are vigorously contesting the appeals and are confident that no additional liability would arise.		
<b>21.7</b>	<b>Other commitments</b>		
	Interest rate swaps - notional amounts	<b>2,179,460</b>	2,685,122

## 22. DERIVATIVE INSTRUMENTS

The Branches are providing solutions to this conundrum through derivatives. Through this, counterparties hedge exposure to adverse price movements in a security, typically when the counterparty has a concentrated position in the security and is acutely exposed to movements in the underlying risk factors. The Branches are in a better position to hedge that risk, and is thus able to provide cost efficient hedging solutions to the counterparties enabling them to concentrate on their business risk.

Other objectives include:

- contribution to the development of Pakistani financial markets.
- provision of financial solutions to the counterparties.

We use the combination of risk sensitivities, value-at-risk, stress testing and economic capital matrix to manage market risks and establish limits. Economic capital is the metric we use to describe and aggregate all our market risk, both in trading and non-trading portfolios. Value-at-risk is a common metric we use in the management of our trading market risks.

### 22.1 Product analysis

Counterparties	2015					
	Interest rate swaps		Cross currency swaps		FX Options	
	Number of contracts	Notional principal (Rupees in '000)	Number of contracts	Notional principal (Rupees in '000)	Number of contracts	Notional principal (Rupees in '000)
<b>With Banks for</b>						
- Hedging	1	851,230	-	-	-	-
- Market Making	2	1,328,230	-	-	-	-
<b>With other entities for</b>						
- Hedging	-	-	-	-	-	-
- Market Making	-	-	-	-	-	-
<b>Total</b>						
- Hedging	1	851,230	-	-	-	-
- Market Making	2	1,328,230	-	-	-	-
	<b>3</b>	<b>2,179,460</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
2014						
Counterparties	Interest rate swaps		Cross currency swaps		FX Options	
	Number of contracts	Notional principal (Rupees in '000)	Number of contracts	Notional principal (Rupees in '000)	Number of contracts	Notional principal (Rupees in '000)
<b>With Banks for</b>						
- Hedging	1	1,011,061	-	-	-	-
- Market Making	2	1,674,061	-	-	-	-
<b>With other entities for</b>						
- Hedging	-	-	-	-	-	-
- Market Making	-	-	-	-	-	-
<b>Total</b>						
- Hedging	1	1,011,061	-	-	-	-
- Market Making	2	1,674,061	-	-	-	-
	<b>3</b>	<b>2,685,122</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

## 22.2 Maturity analysis

### Interest rate swaps and cross currency swaps

Remaining Maturity	No. of contracts	Notional principal	2015		
			Mark to Market		
			Negative	Positive	Net
			----- (Rupees in '000)-----		
Interest Rate SWAP					
2 to 3 years	1	477,000	-	48,900	48,900
3 to 5 years	2	1,702,460	(20,418)	21,496	1,078
					-
Less: reserves				(1,612)	(1,612)
	3	2,179,460	(20,418)	68,784	48,366

At the exchange rate prevailing at the end of the reporting period Rs. 104.741 per US \$1.

Remaining Maturity	No. of contracts	Notional principal	2014		
			Mark to Market		
			Negative	Positive	Net
			----- (Rupees in '000)-----		
<b>Interest Rate SWAP</b>					
3 to 5 years	3	2,685,122	(30,486)	83,805	53,319
Less: reserves				(2,867)	(2,867)
	3	<u>2,685,122</u>	<u>(30,486)</u>	<u>80,938</u>	<u>50,452</u>

At the exchange rate prevailing at the end of the reporting period Rs. 100.483 per US \$1.

23. MARK-UP / RETURN / INTEREST EARNED	2015	2014
	(Rupees in '000)	
On loans and advances to customers	575,506	613,977
On investments in available-for-sale securities	48,426	307,472
On deposits with financial institutions	9	6
On securities purchased under resale agreements	746,364	620,509
Others	85	17
	<u>1,370,390</u>	<u>1,541,981</u>
24. MARK-UP / RETURN / INTEREST EXPENSED	2015	2014
	(Rupees in '000)	
Deposits	420,266	687,041
Securities sold under repurchase agreements	3,284	10,080
Other short term borrowings	17,365	27,256
Others	1,972	1,160
	<u>442,887</u>	<u>725,537</u>

<b>25. INCOME FROM DEALING IN FOREIGN CURRENCIES AND DERIVATIVES</b>	<b>2015</b>	<b>2014</b>
	<b>(Rupees in '000)</b>	
Exchange income from dealing in foreign currencies - net	<b>749,990</b>	573,616
Gain / (loss) on derivatives - net	<b>37,083</b>	31,956
	<b><u>787,073</u></b>	<b><u>605,572</u></b>

## **26. OTHER INCOME**

Profit / (loss) on sale of property and equipment		<b>6,227</b>	2,610
Others	26.1	<b>61,742</b>	16,704
		<b><u>67,969</u></b>	<b><u>19,314</u></b>

**26.1** This amount represents reversal of HR related expenses were payable to Head Office.

## **27. ADMINISTRATIVE EXPENSES**

Salaries, allowances, etc.	27.1	<b>392,109</b>	357,078
Voluntary separation scheme		<b>46,060</b>	72,814
Charge for defined benefit plan	32.7	<b>22,678</b>	22,270
Contribution to defined contribution plan		<b>25,158</b>	25,559
Worker's Welfare Fund		<b>33,783</b>	18,689
Head office expenses	27.2	<b>175,879</b>	197,365
Rent, taxes, insurance, electricity, etc.		<b>116,453</b>	106,411
Legal and professional charges		<b>15,116</b>	7,552
Communications		<b>36,434</b>	27,948
Repairs and maintenance		<b>19,414</b>	16,750
Stationery and printing		<b>16,814</b>	16,242
Advertisement and publicity		<b>184</b>	215
Auditors' remuneration	27.3	<b>3,405</b>	2,968
Depreciation	12.2	<b>68,638</b>	63,844
Others		<b>71,335</b>	61,118
		<b><u>1,043,460</u></b>	<b><u>996,823</u></b>

**27.1** The Bank operates an employee performance bonus for all of its employees. In addition a restricted cash award scheme (share based incentives) is also offered to selected executives. The aggregate amount determined by the group for the eligible employees in respect of the performance bonus and restricted cash award scheme relating to executives of the Pakistan branches amounted to Rs. 48.755 million and Rs. 27.772 million (2014: Rs. 43.436 million and Rs.18.238 million) respectively.

## **27.2 Head office expenses**

SAP expenses	<b>1,706</b>	1,811
MLC charges	<b>56,187</b>	24,924
Ben / Acorn charges	<b>103,072</b>	163,923
Head office expenses	-	2,376
German Bank levy and contribution to deposit protection fund	-	481
Risk participation fee	<b>2,371</b>	3,488
Global HR product	<b>2,499</b>	3,777
TP Coverage	<b>20,395</b>	-
DB Singapore charges	-	1,169
	<b><u>186,230</u></b>	<b><u>201,949</u></b>
Less: Other income	<b><u>(10,351)</u></b>	<b><u>(4,584)</u></b>
	<b><u>175,879</u></b>	<b><u>197,365</u></b>

<b>27.3 Auditors' remuneration</b>	<b>2015</b>	<b>2014</b>
	<b>(Rupees in '000)</b>	
Audit fee	<b>2,429</b>	2,081
Special certifications and sundry advisory services	<b>976</b>	887
	<b>3,405</b>	2,968
<b>28. OTHER CHARGES</b>		
Penalties imposed by the State Bank of Pakistan	<b>-</b>	1,252
<b>29. TAXATION</b>		
<b>For the year</b>		
Current	<b>532,756</b>	320,520
Deferred	<b>47,012</b>	776
	<b>579,768</b>	321,296
<b>For prior years</b>		
Current	<b>60,631</b>	-
Deferred	<b>-</b>	-
	<b>60,631</b>	-
	<b>640,399</b>	321,296
<b>29.1 Relationship between tax expense and accounting profit</b>		
Profit before tax	<b>1,655,970</b>	909,915
Tax calculated at the rate of 35% (2014: 35%)	<b>579,590</b>	318,470
Effect of :		
- permanent differences	<b>-</b>	1,251
- prior year charge	<b>60,631</b>	-
- others	<b>178</b>	1,575
Tax charge for the year	<b>640,399</b>	321,296
<b>30. CASH AND CASH EQUIVALENTS</b>		
Cash and balance with treasury banks	<b>5,539,927</b>	5,523,757
Balances with other banks	<b>951,925</b>	492,331
	<b>6,491,852</b>	6,016,088
<b>31. STAFF STRENGTH</b>	<b>2015</b>	<b>2014</b>
	<b>(In number)</b>	
Permanent	<b>75</b>	78
Outsourced	<b>30</b>	28
Total staff strength	<b>105</b>	106

## 32. DEFINED BENEFIT PLAN

### 32.1 General description

All permanent employees of the Branches are eligible for pension under the pension fund scheme on completing 10 years of service with the Branches. The benefit under the scheme comprises of 1.5 percent of monthly basic salary (during the last completed year of service) for each year of service, subject to a maximum of 30 years of service.

### 32.2 Principal actuarial assumptions

The actuarial valuation of the defined benefit plan was carried on 31 December 2015. Projected Unit Credit Method is used for the calculation and the key assumptions used for actuarial valuation were as follows:

	2015	2014
Discount rate	12.30% p.a.	12.30% p.a.
Expected rate of increase in salary in future years	10.00% p.a.	12.30% p.a.
Expected rate of return on plan assets	12.30% p.a.	12.30% p.a.
Withdrawal rate before normal retirement age	"Moderate"	"Moderate"
Expected annual rate of increase in monthly pensions	4.90% p.a.	6.40% p.a.

### 32.3 Reconciliation of payable to defined benefit plan

	2015	2014
	(Rupees in '000)	
Present value of defined benefit obligations	32.4 584,200	475,996
Fair value of plan assets	32.5 (518,538)	(436,746)
	32.6 <u>65,662</u>	<u>39,250</u>

### 32.4 Movement in present value of defined benefit plan

Opening balance	475,996	430,322
Current service cost	19,537	18,486
Interest cost	57,700	56,049
Actuarial Loss / (gain) on defined benefit obligation	44,749	(16,004)
Benefits paid during the year	(13,782)	(12,857)
Closing balance	<u>584,200</u>	<u>475,996</u>

### 32.5 Movement in fair value of plan assets

Opening balance	436,746	387,346
Interest income on plan assets	54,126	51,876
Contribution made	20,391	19,064
Benefits paid by the fund	(13,782)	(12,857)
Gain / (loss) on plan assets (excluding interest income)	21,057	(8,683)
Closing balance	32.5.1 <u>518,538</u>	<u>436,746</u>

#### 32.5.1 Plan assets consist of the following:

Pakistan Investment Bonds (including accrued interest)	454,716	209,847
Market Treasury Bills (including accrued interest)	2,690	225,486
Balances with banks	61,132	1,413
	<u>518,538</u>	<u>436,746</u>



<b>32.6 Movement in net payable/receivable to / from defined benefit plan</b>	<b>2015</b>	<b>2014</b>
	<b>(Rupees in '000)</b>	
Opening balance	<b>39,250</b>	42,976
Charge for the year	<b>22,678</b>	22,270
Actuarial gain / (loss) recognized outside profit and loss directly in equity	<b>23,692</b>	(7,321)
Contribution to fund made during the year	<b>(19,958)</b>	(18,675)
Closing balance	<b>65,662</b>	39,250
<b>32.7 Charge for defined benefit plan</b>		
Current service cost	<b>19,537</b>	18,486
Interest cost	<b>57,700</b>	56,049
Expected return on plan assets	<b>(54,126)</b>	(51,876)
Contribution received from DB Riyadh	<b>(433)</b>	(389)
	<b>22,678</b>	22,270
<b>32.8 Actual return on plan assets</b>	<b>75,183</b>	43,193

### 32.9 Historical information

	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
	<b>------(Rupees in '000)-----</b>				
Defined benefit obligation	<b>584,200</b>	475,996	430,322	399,985	347,712
Fair value of plan assets	<b>(518,538)</b>	(436,746)	(387,346)	(349,313)	(319,092)
Deficit / (surplus)	<b>65,662</b>	39,250	42,976	50,672	28,620

### 33. COMPENSATION OF DIRECTORS AND EXECUTIVES

	<b>Chief Country Officer</b>		<b>Executives</b>	
	<b>2015</b>	<b>2014</b>	<b>2015</b>	<b>2014</b>
	<b>------(Rupees in '000)-----</b>			
Managerial remuneration	<b>38,145</b>	32,375	<b>193,229</b>	176,486
Charge for defined benefit plan	<b>3,153</b>	2,832	<b>15,915</b>	15,102
Contribution to defined contribution plan	<b>4,167</b>	4,967	<b>20,129</b>	19,536
Medical	<b>130</b>	163	<b>1,548</b>	1,609
	<b>45,595</b>	40,337	<b>230,821</b>	212,733
	<b>------(Number)-----</b>			
Number of persons	<b>1</b>	<b>2</b>	<b>63</b>	<b>65</b>

### 33.1 The Chief Country Officer and certain Executives are provided with free club membership and free use of the Branches' maintained cars in accordance with their entitlement.

In addition to above, all executives, including the Chief Country Officer of the Branches are also entitled to certain short term employee benefits which are disclosed in note 27.1 to these financial statements.

### 34. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in principal or, in its absence, the most advantageous market to which the Branches have access at that date.

**34.1** The table below analyses financial instruments measured at the end of the reporting period by the level in the fair value hierarchy into which the fair value measurement is categorised:

**On balance sheet financial instruments**

On balance sheet financial instruments		2015					Fair Value			
		Carrying Value				Total	Level 1	Level 2	Level 3	Total
Note	Held for trading	Available for Sale	Loans and Receivables	Other financial liabilities	(Rupees in '000)					
Financial assets measured at fair value										
Other Assets										
	- Unrealized gain on forward foreign exchange contracts	28,029	-	-	-	28,029	-	28,029	-	28,029
	- Unrealized gain on interest rate swaps	68,784	-	-	-	68,784	-	68,784	-	68,784
		96,813	-	-	-	96,813	-	96,813	-	96,813
Financial assets not measured at fair value										
	Cash and balances with treasury banks	34.2	-	-	5,539,927	-	5,539,927			
	Balances with other banks	34.2	-	-	951,925	-	951,925			
	Lendings to financial institutions	34.2	-	-	6,422,104	-	6,422,104			
	Advances - net	34.2	-	-	6,559,769	-	6,559,769			
	Other assets	34.2	-	-	936,156	-	936,156			
			96,813	-	20,409,881	-	20,506,694			
Financial liabilities measured at fair value										
Other Liabilities										
	- Unrealized loss on forward foreign exchange contracts		12,473	-	-	-	12,473	-	12,473	-
	- Unrealized loss on interest rate swaps		20,418	-	-	-	20,418	-	20,418	-
			32,891	-	-	-	32,891	-	32,891	-
Financial liabilities not measured at fair value										
	Bills payable	34.2	-	-	-	942,655	942,655			
	Borrowings from financial institutions	34.2	-	-	-	11,113	11,113			
	Deposits and other accounts	34.2	-	-	-	11,977,105	11,977,105			
	Other liabilities	34.2	-	-	-	2,250,325	2,250,325			
			32,891	-	-	15,181,198	15,214,089			

**On balance sheet financial instruments**

On balance sheet financial instruments		2014							
Note	Carrying Value				Total	Fair Value			
	Held for trading	Available for Sale	Loans and Receivables	Other financial liabilities		Level 1	Level 2	Level 3	Total
		(Rupees in '000)				(Rupees in '000)			
<b>Financial assets measured at fair value</b>									
Investments									
- Market Treasury Bills	-	4,216	-	-	4,216	-	4,216	-	4,216
- Pakistan Investment Bonds	-	838,713	-	-	838,713	-	838,713	-	838,713
Other Assets									
- Unrealized gain on forward foreign exchange contracts	371,172	-	-	-	371,172	-	371,172	-	371,172
- Unrealized gain on interest rate swaps	80,938	-	-	-	80,938	-	80,938	-	80,938
	452,110	842,929	-	-	1,295,039	-	1,295,039	-	1,295,039
<b>Financial assets not measured at fair value</b>									
Cash and balances with treasury banks	34.2	-	5,523,757	-	5,523,757				
Balances with other banks	34.2	-	492,331	-	492,331				
Lendings to financial institutions	34.2	-	6,312,559	-	6,312,559				
Advances - net	34.2	-	6,603,070	-	6,603,070				
Other financial assets	34.2	-	1,044,575	-	1,044,575				
		452,110	842,929	19,976,292	-	21,271,331			
<b>Financial liabilities measured at fair value</b>									
Other Liabilities									
- Unrealized loss on forward foreign exchange contracts		341,673	-	-	341,673	-	341,673	-	341,673
- Unrealized loss on interest rate swaps		30,486	-	-	30,486	-	30,486	-	30,486
		372,159	-	-	372,159	-	372,159	-	372,159
<b>Financial liabilities not measured at fair value</b>									
Bills payable	34.2	-	-	629,787	629,787				
Borrowings from financial institutions	34.2	-	-	860,407	860,407				
Deposits and other accounts	34.2	-	-	12,663,537	12,663,537				
Other financial liabilities	34.2	-	-	2,018,714	2,018,714				
		372,159	-	16,172,445	16,544,604				

The Branches measure fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements:

Level 1: Fair value measurements using quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: Fair value measurements using inputs other than quoted prices included within Level 1 that are observable for the assets or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: Fair value measurements using input for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

- 34.2** The Branches have not disclosed the fair values for the financial assets and liabilities not carried at fair value, as these are short term or repriced over short term. Therefore, their carrying amounts are reasonable approximation of fair value.

## **35. SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES**

Deutsche Bank comprises five corporate divisions: Corporate Banking & Securities (CB&S), Global Transaction Banking (GTB), Deutsche Asset & Wealth Management (DeAWM), Private & Business Clients (PBC) and the Non-Core Operations Unit (NCOU).

We operate a transfer pricing framework that applies to all businesses and promotes pricing of :

- (i) assets in accordance with their underlying liquidity risk;
- (ii) liabilities in accordance with their funding maturity; and
- (iii) contingent liquidity exposures in accordance with the cost of providing for commensurate liquidity reserves to fund unexpected cash requirements.

Within this transfer pricing framework we allocate funding and liquidity risk costs and benefits to the firm's business units and set financial incentives in line with the firm's liquidity risk guidelines. Transfer prices are subject to liquidity (term) premiums depending on market conditions. Liquidity premiums are set by Treasury and picked up by a segregated liquidity account. The Treasury liquidity account is the aggregator of long- term liquidity costs. The management and cost allocation of the liquidity account is the key variable for transfer pricing funding costs within Deutsche Bank.

### *Corporate Banking and Securities*

Corporate Banking and Securities comprises Global Markets and Corporate Finance businesses.

Global Markets combines the sales, trading and structuring of a wide range of financial market products, including bonds, equities and equity-linked products, exchange-traded and over-the-counter derivatives, foreign exchange, money market instruments, securitized instruments and commodities.

Corporate Finance is responsible for mergers and acquisitions, including advisory, debt and equity issuance, and capital markets coverage of large and medium-sized corporations. Regional and industry-focused teams ensure the delivery of the entire range of financial products and services.

### *Global Transaction Banking*

Global Transaction Banking provides commercial banking products and services for both corporates and financial institutions worldwide, including domestic and cross-border payments, cash management, risk mitigation and international trade finance as well as trust, agency, depositary, custody and related services.

### *Infrastructure and Regional Management*

It includes all the back offices which are responsible to provide support services to the businesses.

From January 01, 2016 Corporate banking & securities has no business in Pakistan.

	2015			
	Corporate Banking and Securities (Global market)	Global Transaction Banking	Infrastructure & Regional Management	Total
	----- (Rupees in '000) -----			
Total income	824,743	1,805,584	177,446	2,807,773
Total expenses	(248,087)	(770,040)	(133,677)	(1,151,804)
Net income / (loss) before tax	<u>576,656</u>	<u>1,035,544</u>	<u>43,769</u>	<u>1,655,969</u>
Segment assets (gross)	12,949,477	6,808,712	1,463,277	21,221,466
Segment provision	-	(107,483)	-	(107,483)
Segment liabilities	(255,354)	(13,478,870)	(1,479,865)	(15,214,089)
Segment return on net assets (ROA) (%)	6.37%	26.52%	12.13%	13.23%
Segment cost of funds (%)	97.15%	5.71%	9.03%	7.57%
	2014			
	Corporate Banking and Securities (Global market)	Global Transaction Banking	Infrastructure & Regional Management	Total
	----- (Rupees in '000) -----			
Total income	801,631	1,785,530	89,260	2,676,421
Total expenses	(276,883)	(1,408,863)	(80,760)	(1,766,506)
Net income / (loss) before tax	<u>524,748</u>	<u>376,667</u>	<u>8,500</u>	<u>909,915</u>
Segment assets (gross)	13,622,648	7,228,753	1,286,969	22,138,369
Segment provision	-	(430,805)	-	(430,805)
Segment liabilities	(1,244,170)	(13,721,931)	(1,578,503)	(16,544,604)
Segment return on net assets (ROA) (%)	5.88%	24.70%	6.94%	12.09%
Segment cost of funds (%)	22.25%	10.27%	5.12%	10.68%

### 36. RELATED PARTY TRANSACTIONS

Related parties comprise of head office, other branches of the Bank and employees' retirement benefit funds. The transactions with related parties are conducted under normal course of business at arm's length prices. The Branches also provide advances to employees at reduced rate in accordance with their terms of employment. The transactions and balances with related parties, other than those under the terms of employment and those disclosed elsewhere are summarized as follows:

	2015	2014
	(Rupees in '000)	
<b>Profit and loss items</b>		
Mark-up / interest / income earned	85	17
Mark-up / interest / income expensed	1,959	1,157
<b>Balance sheet items</b>		
Balances with other branches and a subsidiary of Deutsche Bank, AG	108,482	485,548
Borrowings from other branches and a subsidiary of Deutsche Bank, AG	146	571,546
Interbranch deposits and other accounts	3,380	9,226
<b>Deposits and other accounts</b>		
Balance at the beginning of the year	1	40
Deposits made during the year	1,380,962	1,579,635
Withdrawals made during the year	(1,379,917)	(1,579,674)
Balance at the year end	<u>1,046</u>	<u>1</u>
<b>Off-balance sheet items</b>		
Interest rate swaps	851,230	1,011,061
Counter guarantees to branches	11,143,006	12,870,639
Forward purchase of foreign exchange	50,137	743,181
Forward sale of foreign exchange	50,137	877,827

### 37. CAPITAL MANAGEMENT

Our Treasury function manages our capital at Group level and locally in each region. The allocation of financial resources, in general, and capital, in particular, favours business portfolios with the highest positive impact on the Group's profitability and shareholder value. As a result, Treasury periodically reallocates capital among business portfolios.

Regional capital plans covering the capital needs are presented to the Group Investment Committee. Local Asset and Liability Committees attend to those needs under the stewardship of regional Treasury teams. In developing, implementing and testing our capital and liquidity, we take legal and regulatory requirements into account.

The regulatory and economic capital demand is continuously monitored to adjust the available capital if required. Capital demand forecasts are regularly determined and carried forward based on the planned development of the business volume and results as well as expected risk parameter changes.

### **37.1 Capital-assessment and adequacy Basel III specific**

#### **37.1.1 Scope of Applications**

The Branches currently use Basel III framework for the Capital Assessment and Capital Adequacy purposes. Basel III Standardized Approach is used for calculating the Capital Adequacy for Credit and Market risk, whereas, Basic Indicator Approach (BIA) is used for Operational Risk Capital Adequacy purposes.

#### **37.1.2 Capital Structure**

The lead regulator, State Bank of Pakistan (SBP) sets and monitors capital requirements for the banks in Pakistan as a whole. With effect from 31 December 2013, the SBP has advised through its BPRD circular # 6 dated August 15 2013 that all banks to calculate their capital requirements on Basel III Accord. The amendments have been introduced with an aim to further strengthen the existing capital related rules. Basel III instructions have become effective from December 31, 2013, however, there is a transitional phase during which the complete requirements would become applicable with full implementation by December 31, 2019.

In implementing the current capital requirements, SBP requires the Branches to maintain a prescribed total capital to total risk weighted assets ratio. As at the year end 2015, the SBP's minimum prescribed capital adequacy ratio is 10.25%. Further, under Basel III instructions, Banks are also required to maintain a Common Equity Tier 1 (CET1) ratio and Tier 1 ratio of 6% and 7.5% respectively as at December 31, 2015. The Branches' ratio is compliant with this minimum benchmark.

The Pakistan Branches of Deutsche Bank calculate requirement for market risk on its portfolio based upon the methodology provided by SBP which takes account of specific and general market risk capital charge for interest rate risk using the maturity method.

Banking operations are categorized as either trading book or banking book, and risk-weighted assets are determined according to specified requirements that seek to reflect the varying levels of risk attached to assets and off-balance sheet exposures.

The Branches' regulatory capital is analyzed into following tiers:

- Tier I capital: includes head office capital account, and un-remitted profit.
- Tier II capital: includes general provision not kept against identified debts.

#### **37.1.3 The leverage ratio of the Bank as at December 31, 2015 is 9.16% (2014: 7.36%). The ratio has been computed as prescribed by State Bank of Pakistan through Instructions for Basel-III Implementation in Pakistan.**

As on December 31, 2015; Total Tier 1 capital of the Bank amounts to Rs. 5,899,894 thousand (2014: Rs. 5,146,124 thousand) whereas the total exposure measure amounts to Rs. 64,441,728 thousand (2014: Rs. 69,910,178 thousand).

## 37.2 Capital Adequacy Ratio (CAR) disclosure:

## CAPITAL ADEQUACY RETURN AS OF DECEMBER 31, 2015

		2015	2014
		Rupees in '000	
		Amount	Amount
<b>Rows #</b>	<b>Common Equity Tier 1 capital (CET1): Instruments and reserves</b>		
1	Fully Paid-up Capital/ Capital deposited with SBP	3,667,658	3,914,059
2	Balance in Share Premium Account		
3	Reserve for issue of Bonus Shares		
4	Discount on Issue of shares		
5	General/ Statutory Reserves		
6	Gain/(Losses) on derivatives held as Cash Flow Hedge		
7	Unappropriated/unremitted profits/ (losses)	2,232,236	1,232,065
8	Minority Interests arising from CET1 capital instruments issued to third parties by consolidated bank subsidiaries (amount allowed in CET1 capital of the consolidation group)		
9	<b>CET 1 before Regulatory Adjustments</b>	<b>5,899,894</b>	<b>5,146,124</b>
10	Total regulatory adjustments applied to CET1 (Note 37.2.1)	-	-
11	<b>Common Equity Tier 1</b>	<b>5,899,894</b>	<b>5,146,124</b>
	<b>Additional Tier 1 (AT 1) Capital</b>		
12	Qualifying Additional Tier-1 capital instruments plus any related share premium		
13	of which: Classified as equity		
14	of which: Classified as liabilities		
15	Additional Tier-1 capital instruments issued to third parties by consolidated subsidiaries (amount allowed in group AT 1)		
16	of which: instrument issued by subsidiaries subject to phase out		
17	<b>AT1 before regulatory adjustments</b>	-	-
18	Total regulatory adjustment applied to AT1 capital (Note 37.2.2)	-	-
19	Additional Tier 1 capital after regulatory adjustments	-	-
20	<b>Additional Tier 1 capital recognized for capital adequacy</b>	-	-
21	<b>Tier 1 Capital (CET1 + admissible AT1) (11+20)</b>	<b>5,899,894</b>	<b>5,146,124</b>
	<b>Tier 2 Capital</b>		
22	Qualifying Tier 2 capital instruments under Basel III plus any related share premium		
23	Tier 2 capital instruments subject to phaseout arrangement issued under pre-Basel 3 rules		
24	Tier 2 capital instruments issued to third parties by consolidated subsidiaries (amount allowed in group tier 2)		
25	of which: instruments issued by subsidiaries subject to phase out		
26	General provisions or general reserves for loan losses-up to maximum of 1.25% of Credit Risk Weighted Assets	31,034	114,487
27	Revaluation Reserves (net of taxes)		9,429
28	of which: Revaluation reserves on fixed assets	-	-
29	of which: Unrealized gains/losses on AFS	-	9,429
30	Foreign Exchange Translation Reserves	-	-
31	Undisclosed/Other Reserves (if any)	-	-
32	<b>T2 before regulatory adjustments</b>	<b>31,034</b>	<b>123,916</b>
33	Total regulatory adjustment applied to T2 capital (Note 37.2.3)	-	-
34	Tier 2 capital (T2) after regulatory adjustments	31,034	123,916
35	Tier 2 capital recognized for capital adequacy	31,034	123,916
36	Portion of Additional Tier 1 capital recognized in Tier 2 capital	-	-
37	<b>Total Tier 2 capital admissible for capital adequacy</b>	<b>31,034</b>	<b>123,916</b>
38	<b>TOTAL CAPITAL (T1 + admissible T2) (21+37)</b>	<b>5,930,928</b>	<b>5,270,040</b>
39	<b>Total Risk Weighted Assets (RWA) {for details refer Note 37.5}</b>	<b>22,816,693</b>	<b>32,582,885</b>
	<b>Capital Ratios and buffers (in percentage of risk weighted assets)</b>		
40	<b>CET1 to total RWA</b>	<b>25.86%</b>	<b>15.79%</b>
41	<b>Tier-1 capital to total RWA</b>	<b>25.86%</b>	<b>15.79%</b>
42	<b>Total capital to total RWA</b>	<b>25.99%</b>	<b>16.17%</b>
43	Bank specific buffer requirement (minimum CET1 requirement plus capital conservation buffer plus any other buffer requirement)	6.25%	5.50%
44	of which: capital conservation buffer requirement	0.25%	-
45	of which: countercyclical buffer requirement	-	-
46	of which: D-SIB or G-SIB buffer requirement	-	-
47	CET1 available to meet buffers (as a percentage of risk weighted assets)	19.61%	10.29%
	<b>National minimum capital requirements prescribed by SBP</b>		
48	<b>CET1 minimum ratio</b>	<b>6.00%</b>	<b>5.50%</b>
49	<b>Tier 1 minimum ratio</b>	<b>7.50%</b>	<b>7.00%</b>
50	<b>Total capital minimum ratio</b>	<b>10.25%</b>	<b>10.00%</b>



2015

2014

Rupees in '000

Regulatory Adjustments and Additional Information		Amount	Amounts subject to Pre-Basel III treatment*	Amount
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<b>Note 37.2.1</b>	<b>Common Equity Tier 1 capital: Regulatory adjustments</b>			
1	Goodwill (net of related deferred tax liability)	-		-
2	All other intangibles (net of any associated deferred tax liability)	-		-
3	Shortfall in provisions against classified assets	-		-
4	Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)	-		-
5	Defined-benefit pension fund net assets	-		-
6	Reciprocal cross holdings in CET1 capital instruments of banking, financial and insurance entities	-		-
7	Cash flow hedge reserve	-		-
8	Investment in own shares/ CET1 instruments	-		-
9	Securitization gain on sale	-		-
10	Capital shortfall of regulated subsidiaries	-		-
11	Deficit on account of revaluation from bank's holdings of fixed assets/ AFS	-		-
12	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-		-
13	Significant investments in the common stocks of banking, financial and insurance entities that are outside the scope of regulatory consolidation (amount above 10% threshold)	-		-
14	Deferred Tax Assets arising from temporary differences (amount above 10% threshold, net of related tax liability)	-		-
15	Amount exceeding 15% threshold	-		-
16	of which: significant investments in the common stocks of financial entities	-		-
17	of which: deferred tax assets arising from temporary differences	-		-
18	National specific regulatory adjustments applied to CET1 capital	-		-
19	Investments in TFCs of other banks exceeding the prescribed limit	-		-
20	Any other deduction specified by SBP (mention details)	-		-
21	Adjustment to CET1 due to insufficient AT1 and Tier 2 to cover deductions	-		-
22	Total regulatory adjustments applied to CET1 (sum of 1 to 21)	-		-

<b>Note 37.2.2</b>	<b>Additional Tier-1 &amp; Tier-1 Capital: regulatory adjustments</b>			
23	Investment in mutual funds exceeding the prescribed limit [SBP specific adjustment]	-		-
24	Investment in own AT1 capital instruments	-		-
25	Reciprocal cross holdings in Additional Tier 1 capital instruments of banking, financial and insurance entities	-		-
26	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-		-
27	Significant investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation	-		-
28	Portion of deduction applied 50:50 to Tier-1 and Tier-2 capital based on pre-Basel III treatment which, during transitional period, remain subject to deduction from additional tier-1 capital	-		-
29	Adjustments to Additional Tier 1 due to insufficient Tier 2 to cover deductions	-		-
30	Total regulatory adjustment applied to AT1 capital (sum of 23 to 29)	-		-

<b>Note 37.2.3</b>	<b>Tier 2 Capital: regulatory adjustments</b>			
31	Portion of deduction applied 50:50 to Tier-1 and Tier-2 capital based on pre-Basel III treatment which, during transitional period, remain subject to deduction from tier-2 capital	-		-
32	Reciprocal cross holdings in Tier 2 instruments of banking, financial and insurance entities	-		-
33	Investment in own Tier 2 capital instrument	-		-
34	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-		-
35	Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation	-		-
36	Total regulatory adjustment applied to T2 capital (sum of 31 to 35)	-		-

		2015	2014
		Rupees in '000	
Note 37.2.4	Additional Information	Amount	Amount
	<b>Risk Weighted Assets subject to pre-Basel III treatment</b>		
37	Risk weighted assets in respect of deduction items (which during the transitional period will be risk weighted subject to Pre-Basel III Treatment)	-	-
(i)	of which: deferred tax assets	-	-
(ii)	of which: Defined-benefit pension fund net assets	-	-
(iii)	of which: Recognized portion of investment in capital of banking, financial and insurance entities where holding is less than 10% of the issued common share capital of the entity	-	-
(iv)	of which: Recognized portion of investment in capital of banking, financial and insurance entities where holding is more than 10% of the issued common share capital of the entity	-	-
	<b>Amounts below the thresholds for deduction (before risk weighting)</b>	-	-
38	Non-significant investments in the capital of other financial entities	-	-
39	Significant investments in the common stock of financial entities	-	-
40	Deferred tax assets arising from temporary differences (net of related tax liability)	-	-
	<b>Applicable caps on the inclusion of provisions in Tier 2</b>	-	-
41	Provisions eligible for inclusion in Tier 2 in respect of exposures subject to standardized approach (prior to application of cap)	-	-
42	Cap on inclusion of provisions in Tier 2 under standardized approach	-	-
43	Provisions eligible for inclusion in Tier 2 in respect of exposures subject to internal ratings-based approach (prior to application of cap)	-	-
44	Cap for inclusion of provisions in Tier 2 under internal ratings-based approach	-	-

*Note: Rows which are not applicable for any institution should be left blank*

### 37.3 Capital structure reconciliation

#### Step 1

	Balance sheet as in published financial statements 2015	Under regulatory scope of consolidation 2015
	----- (Rupees in '000) -----	
<b>Assets</b>		
Cash and balances with treasury banks	5,539,927	5,539,927
Balanced with other banks	951,925	951,925
Lending to financial institutions	6,422,104	6,422,104
Investments	-	-
Advances	6,559,769	6,559,769
Operating fixed assets	324,115	324,115
Deferred tax assets	31,477	31,477
Other assets	1,284,666	1,284,666
<b>Total assets</b>	<b>21,113,983</b>	<b>21,113,983</b>
<b>Liabilities &amp; Equity</b>		
Bills payable	942,655	942,655
Borrowings	11,113	11,113
Deposits and other accounts	11,977,105	11,977,105
Sub-ordinated loans	-	-
Liabilities against assets subject to finance lease	-	-
Deferred tax liabilities	-	-
Other liabilities	2,283,216	2,283,216
<b>Total liabilities</b>	<b>15,214,089</b>	<b>15,214,089</b>
Share capital / Head office capital account	3,667,658	3,667,658
Reserves	-	-
Unappropriated / unremitted profit/ (losses)	2,232,236	2,232,236
Minority Interest	-	-
Surplus on revaluation of assets	-	-
<b>Total liabilities &amp; equity</b>	<b>21,113,983</b>	<b>21,113,983</b>

Step 2	Balance sheet as in published financial statements	Under regulatory scope of consolidation	Reference
	2015	2015	
<b>Assets</b>			
Cash and balances with treasury banks	5,539,927	5,539,927	
Balanced with other banks	951,925	951,925	
Lending to financial institutions	6,422,104	6,422,104	
Investments	-	-	
<i>of which: Non-significant capital investments in capital of other financial institutions exceeding 10% threshold</i>	-	-	a
<i>of which: significant capital investments in financial sector entities exceeding regulatory threshold</i>	-	-	b
<i>of which: Mutual Funds exceeding regulatory threshold</i>	-	-	c
<i>of which: reciprocal crossholding of capital instrument</i>	-	-	d
<i>of which: others (mention details)</i>	-	-	e
Advances	6,559,769	6,559,769	
<i>shortfall in provisions/ excess of total EL amount over eligible provisions under IRB</i>	31,033	31,033	f
<i>general provisions reflected in Tier 2 capital</i>			g
Fixed Assets	324,115	324,115	
Deferred Tax Assets	31,477	31,477	
<i>of which: DTAs excluding those arising from temporary differences</i>	-	-	h
<i>of which: DTAs arising from temporary differences exceeding regulatory threshold</i>	-	-	i
Other assets	1,284,666	1,284,666	
<i>of which: Goodwill</i>	-	-	j
<i>of which: Intangibles</i>	-	-	k
<i>of which: Defined-benefit pension fund net assets</i>	-	-	l
<b>Total assets</b>	<b>21,113,983</b>	<b>21,113,983</b>	
<b>Liabilities &amp; Equity</b>			
Bills payable	942,655	942,655	
Borrowings	11,113	11,113	
Deposits and other accounts	11,977,105	11,977,105	
Sub-ordinated loans	-	-	m
<i>of which: eligible for inclusion in AT1</i>	-	-	n
<i>of which: eligible for inclusion in Tier 2</i>			
Liabilities against assets subject to finance lease			
Deferred tax liabilities	-	-	o
<i>of which: DTLs related to goodwill</i>	-	-	p
<i>of which: DTLs related to intangible assets</i>	-	-	q
<i>of which: DTLs related to defined pension fund net assets</i>	-	-	r
<i>of which: other deferred tax liabilities</i>			
Other liabilities	2,283,216	2,283,216	
<b>Total liabilities</b>	<b>15,214,089</b>	<b>15,214,089</b>	
Share capital	3,667,658	3,667,658	
<i>of which: amount eligible for CET1</i>	3,667,658	3,667,658	s
<i>of which: amount eligible for AT1</i>	-	-	t
Reserves	-	-	
<i>of which: portion eligible for inclusion in CET1(provide breakup)</i>	-	-	u
<i>of which: portion eligible for inclusion in Tier 2</i>	-	-	v
Unappropriated profit/ (losses)	2,232,236	2,232,236	w
Minority Interest	-	-	
<i>of which: portion eligible for inclusion in CET1</i>	-	-	x
<i>of which: portion eligible for inclusion in AT1</i>	-	-	y
<i>of which: portion eligible for inclusion in Tier 2</i>	-	-	z
Surplus on revaluation of assets	-	-	
<i>of which: Revaluation reserves on Property</i>	-	-	aa
<i>of which: Unrealized Gains/Losses on AFS</i>	-	-	
<i>In case of Deficit on revaluation (deduction from CET1)</i>	-	-	ab
<b>Total liabilities &amp; Equity</b>	<b>21,113,983</b>	<b>21,113,983</b>	

Step 3		Component of regulatory capital reported by bank (amount in thousand PKR)	Source based on reference number from step 2
<b>Common Equity Tier 1 capital (CET1): Instruments and reserves</b>			
1	Fully Paid-up Capital/ Capital deposited with SBP	3,667,658	
2	Balance in Share Premium Account	-	(s)
3	Reserve for issue of Bonus Shares	-	
4	General/ Statutory Reserves	-	
5	Gain/(Losses) on derivatives held as Cash Flow Hedge	-	(u)
6	Unappropriated/unremitted profits/(losses)	2,232,236	(w)
7	Minority Interests arising from CET1 capital instruments issued to third party by consolidated bank subsidiaries (amount allowed in CET1 capital of the consolidation group)	-	(x)
8	<b>CET 1 before Regulatory Adjustments</b>	<b>5,899,894</b>	
<b>Common Equity Tier 1 capital: Regulatory adjustments</b>			
9	Goodwill (net of related deferred tax liability)	-	(j) - (o)
10	All other intangibles (net of any associated deferred tax liability)	-	(k) - (p)
11	Shortfall of provisions against classified assets	-	(f)
12	Deferred tax assets that rely on future profitability excluding those arising from temporary differences (net of related tax liability)	-	{(h) - (r)} * 40%
13	Defined-benefit pension fund net assets	-	{(l) - (q)} * 40%
14	Reciprocal cross holdings in CET1 capital instruments	-	(d)
15	Cash flow hedge reserve	-	
16	Investment in own shares/ CET1 instruments	-	
17	Securitization gain on sale	-	
18	Capital shortfall of regulated subsidiaries	-	
19	Deficit on account of revaluation from bank's holdings of property/ AFS	-	(ab)
20	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-	(a) - (ac) - (ae)
21	Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation (amount above 10% threshold)	-	(b) - (ad) - (af)
22	Deferred Tax Assets arising from temporary differences (amount above 10% threshold, net of related tax liability)	-	(i)
23	Amount exceeding 15% threshold	-	
24	of which: significant investments in the common stocks of financial entities	-	
25	of which: deferred tax assets arising from temporary differences	-	
26	National specific regulatory adjustments applied to CET1 capital	-	
27	Investment in TFCs of other banks exceeding the prescribed limit	-	
28	Any other deduction specified by SBP (mention details)	-	
29	Regulatory adjustment applied to CET1 due to insufficient AT1 and Tier 2 to cover deductions	-	
30	Total regulatory adjustments applied to CET1 (sum of 9 to 25)	-	
	<b>Common Equity Tier 1</b>	<b>5,899,894</b>	
<b>Additional Tier 1 (AT 1) Capital</b>			
31	Qualifying Additional Tier-1 instruments plus any related share premium	-	
32	of which: Classified as equity	-	(t)
33	of which: Classified as liabilities	-	(m)
34	Additional Tier-1 capital instruments issued by consolidated subsidiaries and held by third parties (amount allowed in group AT 1)	-	(y)
35	of which: instrument issued by subsidiaries subject to phase out	-	
36	<b>AT1 before regulatory adjustments</b>	-	

Step 3		Component of regulatory capital reported by bank (amount in thousand PKR)	Source based on reference number from step 2
<b>Additional Tier 1 Capital: regulatory adjustments</b>			
37	Investment in mutual funds exceeding the prescribed limit (SBP specific adjustment)	-	
38	Investment in own AT1 capital instruments	-	
39	Reciprocal cross holdings in Additional Tier 1 capital instruments	-	
40	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-	(ac)
41	Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation	-	(ad)
42	Portion of deduction applied 50:50 to core capital and supplementary capital based on pre-Basel III treatment which, during transitional period, remain subject to deduction from tier-1 capital	-	
43	Regulatory adjustments applied to Additional Tier 1 due to insufficient Tier 2 to cover deductions	-	
44	Total of Regulatory Adjustment applied to AT1 capital	-	
45	Additional Tier 1 capital	-	
46	<b>Additional Tier 1 capital recognized for capital adequacy</b>	-	
<b>Tier 1 Capital (CET1 + admissible AT1)</b>		<b>5,899,894</b>	
<b>Tier 2 Capital</b>			
47	Qualifying Tier 2 capital instruments under Basel III	-	
48	Capital instruments subject to phase out arrangement from tier 2 (Pre-Basel III instruments)	-	(n)
49	Tier 2 capital instruments issued to third party by consolidated subsidiaries (amount allowed in group tier 2)	-	(z)
50	of which: instruments issued by subsidiaries subject to phase out	-	
51	General Provisions or general reserves for loan losses-up to maximum of 1.25% of Credit Risk Weighted Assets	31,033	(g)
52	Revaluation Reserves eligible for Tier 2	-	
53	of which: portion pertaining to Property	-	
54	of which: portion pertaining to AFS securities	-	portion of (aa)
55	Foreign Exchange Translation Reserves	-	(v)
56	Undisclosed/Other Reserves (if any)	-	
57	<b>T2 before regulatory adjustments</b>	<b>31,033</b>	
<b>Tier 2 Capital: regulatory adjustments</b>			
58	Portion of deduction applied 50:50 to core capital and supplementary capital based on pre-Basel III treatment which, during transitional period, remain subject to deduction from tier-2 capital	-	
59	Reciprocal cross holdings in Tier 2 instruments	-	
60	Investment in own Tier 2 capital instrument	-	
61	Investments in the capital instruments of banking, financial and insurance entities that are outside the scope of regulatory consolidation, where the bank does not own more than 10% of the issued share capital (amount above 10% threshold)	-	(ae)
62	Significant investments in the capital instruments issued by banking, financial and insurance entities that are outside the scope of regulatory consolidation	-	(af)
63	Amount of Regulatory Adjustment applied to T2 capital	-	
64	Tier 2 capital (T2)	31,033	
65	Tier 2 capital recognized for capital adequacy	31,033	
66	Excess Additional Tier 1 capital recognized in Tier 2 capital	-	
67	Total Tier 2 capital admissible for capital adequacy	31,033	
<b>TOTAL CAPITAL (T1 + admissible T2)</b>		<b>5,930,927</b>	

### 37.4 Main Features Template of Regulatory Capital Instruments

Disclosure template for main features of regulatory capital instruments		
	Main Features	Common Shares
1	Issuer	N/A
2	Unique identifier (eg KSE Symbol or Bloomberg identifier etc.)	N/A
3	Governing law(s) of the instrument	N/A
	Regulatory treatment	
4	Transitional Basel III rules	N/A
5	Post-transitional Basel III rules	N/A
6	Eligible at solo/ group/ group&solo	N/A
7	Instrument type	N/A
8	Amount recognized in regulatory capital (Currency in PKR thousands, as of reporting date)	N/A
9	Par value of instrument	N/A
10	Accounting classification	N/A
11	Original date of issuance	N/A
12	Perpetual or dated	N/A
13	Original maturity date	N/A
14	Issuer call subject to prior supervisory approval	N/A
15	Optional call date, contingent call dates and redemption amount	N/A
16	Subsequent call dates, if applicable	
	Coupons / dividends	N/A
17	Fixed or floating dividend/ coupon	N/A
18	coupon rate and any related index/ benchmark	N/A
19	Existence of a dividend stopper	N/A
20	Fully discretionary, partially discretionary or mandatory	N/A
21	Existence of step up or other incentive to redeem	N/A
22	Noncumulative or cumulative	N/A
23	Convertible or non-convertible	N/A
24	If convertible, conversion trigger (s)	N/A
25	If convertible, fully or partially	N/A
26	If convertible, conversion rate	N/A
27	If convertible, mandatory or optional conversion	N/A
28	If convertible, specify instrument type convertible into	N/A
29	If convertible, specify issuer of instrument it converts into	N/A
30	Write-down feature	N/A
31	If write-down, write-down trigger(s)	N/A
32	If write-down, full or partial	N/A
33	If write-down, permanent or temporary	N/A
34	If temporary write-down, description of write-up mechanism	N/A
35	Position in subordination hierarchy in liquidation (specify instrument type immediately senior to instrument)	N/A
36	Non-compliant transitioned features	N/A
37	If yes, specify non-compliant features	N/A

### 37.5 Risk Weighted Assets

The capital requirements for the banking group as per the major risk categories should be indicated in the manner given below:-

Capital Requirements		Risk Weighted Assets	
2015	2014	2015	2014
----- (Rupees in '000) -----			

#### *Credit Risk*

##### Portfolios subject to standardized approach (Simple)

Cash & cash equivalents	-	-	-	-
Sovereign	41,651	77,008	416,514	770,081
Public Sector entities	12	8,182	116	81,817
Banks	332,657	374,044	3,326,569	3,740,441
Corporate	1,240,571	2,076,749	12,405,706	20,767,494
Retail	1,517	1,164	15,167	11,641
Residential Mortgages	7,118	8,016	71,178	80,163
Past Due loans	-	-	-	-
Operating Fixed Assets	32,411	30,498	324,115	304,984
Other assets	228,239	295,496	2,282,385	2,954,961
	1,884,176	2,871,157	18,841,750	28,711,582

#### *Market Risk*

##### Capital Requirement for portfolios subject to Standardized Approach

Interest rate risk	10,600	55,193	106,000	551,931
Equity position risk				
Foreign Exchange risk	22,724	5,293	227,241	52,926
	33,324	60,486	333,241	604,857

#### *Operational Risk*

	364,170	326,645	3,641,702	3,266,446
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##### Capital Requirement for operational risks

TOTAL	2,281,670	3,258,288	22,816,693	32,582,885
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Capital Adequacy Ratios	2015		2014	
	Required	Actual	Required	Actual
CET1 to total RWA	6.00%	25.86%	5.50%	15.79%
Tier-1 capital to total RWA	7.50%	25.86%	7.00%	15.79%
Total capital to total RWA	10.25%	25.99%	10.00%	16.17%



## **38. RISK MANAGEMENT**

### **38.1.1 Risk Management Framework**

The diversity of our business model requires us to identify, measure, aggregate and manage our risks, and to allocate our capital among our businesses. We operate as an integrated group through our divisions, business units and infrastructure functions. Risk and capital are managed via a framework of principles, organizational structures and measurement and monitoring processes that are closely aligned with the activities of the divisions and business units:

- Core risk management responsibilities are embedded in the Management Board and delegated to senior risk management committees responsible for execution and oversight. The Supervisory Board regularly monitors the risk and capital profile.
- We operate a three-line of risk management model whereby front office functions, risk management oversight and assurance roles are played by functions independent of one another.
- Risk strategy is approved by the Management Board on an annual basis and is defined based on the Group Strategic and Capital Plan and Risk Appetite in order to align risk, capital and performance targets.
- Cross-risk analysis reviews are conducted across the Group to validate that sound risk management practices and a holistic awareness of risk exist.
- All major risk classes are managed via risk management processes, including: credit risk, market risk, operational risk, liquidity risk, business risk and reputational risk. Modeling and measurement approaches for quantifying risk and capital demand are implemented across the major risk classes.
- Monitoring, stress testing tools and escalation processes are in place for key capital and liquidity thresholds and metrics.
- Systems, processes and policies are critical components of our risk management capability.
- Recovery planning provides for the escalation path for crisis management governance and supplies Senior Management with a list of actions designed to improve the capital and liquidity positions in a stress event.
- Resolution planning is closely supervised by the BaFin. It provides for a strategy to manage Deutsche Bank in case of default. It is designed to prevent the need for tax payer bailout and strengthen financial stability by the continuation of critical services delivered to the wider economy.

### **38.1.2 Risk Governance**

From a supervisory perspective, our operations throughout the world are regulated and supervised by relevant authorities in each of the jurisdictions in which we conduct business. Such regulation focuses on licensing, capital adequacy, liquidity, risk concentration, conduct of business as well as organization and reporting requirements.

Our Management Board provides overall risk and capital management supervision for the consolidated Group and is exclusively responsible for day-to-day management of the company with the objective of creating sustainable value in the interest of our shareholders, employees and other stakeholders. The Management Board is responsible for defining and implementing business and risk strategies, as well as establishing the alignment of our overall performance with our business and risk strategy. The Management Board has delegated certain functions and responsibilities to relevant senior governance committees to support the fulfillment of these responsibilities, in particular to the Capital and Risk Committee (“CaR”) and Risk Executive Committee (“Risk ExCo”) whose roles are described in more detail below.

Our Chief Risk Officer (“CRO”), who is a member of the Management Board, is responsible for the identification, assessment and reporting of risks arising within operations across all business and all risk types, and has direct management responsibility for the following risk management functions: Credit Risk Management, Market Risk Management, Operational Risk Management and Liquidity Risk Control.

These are established with the mandate to:

- Support that the business within each division is consistent with the risk appetite that the CaR has set within a framework established by the Management Board;
- Formulate and implement risk and capital management policies, procedures and methodologies that are appropriate to the businesses within each division;
- Approve credit, market and liquidity risk limits;
- Conduct periodic portfolio reviews to keep the portfolio of risks within acceptable parameters; and
- Develop and implement risk and capital management infrastructures and systems that are appropriate for each division.

In addition, dedicated regional Chief Risk Officers for Germany, for the Americas and for Asia-Pacific, and divisional Chief Risk Officers for DeAWM and NCOU have been appointed to establish a holistic, risk management coverage. The heads of the aforementioned risk management functions as well as the regional and divisional Chief Risk Officers have a direct reporting line into the Chief Risk Officer. Furthermore, several teams within the risk management functions cover overarching aspects of risk management. Their mandate is to provide an increased focus on holistic risk management and cross-risk oversight to further enhance our risk portfolio steering. Key objectives are:

- Drive key strategic cross-risk initiatives and establish greater cohesion between defining portfolio strategy and governing execution, including regulatory adherence;
- Provide a strategic and forward-looking perspective on the key risk issues for discussion at senior levels within the Branches (risk appetite, stress testing framework);
- Strengthen risk culture in the Branches; and
- Foster the implementation of consistent risk management standards.

Our Finance and Group Audit operate independently of both our business divisions and of our Risk function. The role of the Finance department is to help quantify and verify the risk that we assume and maintain the quality and integrity of our risk-related data. Group Audit examines, evaluates and reports on the adequacy of both the design and effectiveness of the systems of internal control including the risk management systems.

### 38.1.3 Risk Culture

We seek to promote a strong risk culture throughout our organization. A strong risk culture is designed to help reinforce our resilience by encouraging a holistic approach to the management of risk and return throughout our organization as well as the effective management of our risk, capital and reputational profile. We actively take risks in connection with our business and as such the following principles underpin risk culture within our group:

- Risk is taken within a defined risk appetite;
- Every risk taken needs to be approved within the risk management framework;
- Risk taken needs to be adequately compensated; and
- Risk should be continuously monitored and managed.

Employees at all levels are responsible for the management and escalation of risks. We expect employees to exhibit behaviors that support a strong risk culture. To promote this our policies require that behavior assessment is incorporated into our performance assessment and compensation processes. We have communicated the following risk culture behaviors through various communication vehicles:

- Being fully responsible for our risks;
- Being rigorous, forward looking and comprehensive in the assessment of risk;
- Inviting, providing and respecting challenges;
- Trouble shooting collectively; and
- Placing Deutsche Bank and its reputation at the heart of all decisions.

To reinforce these expected behaviors and strengthen our risk culture, we conduct a number of group-wide activities. Our Board members and senior management frequently communicate the importance of a strong risk culture to support a consistent tone from the top.

As part of our ongoing efforts to strengthen our risk culture, we review our training suite regularly to develop further modules or enhance existing components.

In addition, along with other measures to strengthen our performance management processes, we have designed and implemented a process to tie formal measurement of risk culture behaviors to our employee performance assessment, promotion and compensation processes. This process has been in place in our CB&S and GTB divisions since 2010 and has subsequently other divisions also.

This process is designed to further strengthen employee accountability.

### 38.1.4 Risk Appetite and Capacity

We use a broad range of quantitative and qualitative methodologies for assessing and managing risks. As a matter of policy, we continually assess the appropriateness and the reliability of our quantitative tools and metrics in light of our changing risk environment. Some of these tools are common to a number of risk categories, while others are tailored to the particular features of specific risk categories. The advanced internal tools and metrics we currently use to measure, manage and report our risks are:

- RWA equivalent.
- Expected loss.
- Return on risk-weighted assets ("RoRWA").
- Value-at-risk.
- Economic capital.

### 38.1.5 Stress testing

We have a strong commitment to stress testing performed on a regular basis in order to assess the impact of a severe economic downturn on our risk profile and financial position. These exercises complement traditional risk measures and represent an integral part of our strategic and capital planning process. Our stress testing framework comprises regular Group-wide stress tests based on internally defined benchmark and more severe macroeconomic global downturn scenarios. Locally we perform testing on quarterly basis as per the BSD Circular # 1 dated May 11, 2012 of State Bank of Pakistan.

### 38.2 Risk Inventory

We face a variety of risks as a result of our business activities, the most significant of which are described below. Credit risk, market risk and operational risk attract regulatory capital. As part of our internal capital adequacy assessment process, we calculate the amount of economic capital from credit, market, operational and business risk to cover risks generated from our business activities taking into account diversification effects across those risk types. Furthermore, our economic capital framework implicitly covers additional risks, e.g. reputational risk and refinancing risk, for which no dedicated EC models exist. Liquidity risk is excluded from the economic capital calculation since it is covered separately.

#### *Credit Risk*

Credit risk arises from all transactions where actual, contingent or potential claims against any counterparty, borrower, obligor or issuer (which we refer to collectively as “counterparties”) exist, including those claims that we plan to distribute.

These transactions are typically part of our traditional nontrading lending activities (such as loans and contingent liabilities), traded bonds and debt securities available for sale or our direct trading activity with clients (such as OTC derivatives, FX forwards and Forward Rate Agreements).

We distinguish between three kinds of credit risk:

- Default risk, the most significant element of credit risk, is the risk that counterparties fail to meet contractual obligations in relation to the claims described above;
- Settlement risk is the risk that the settlement or clearance of a transaction may fail. Settlement risk arises whenever the exchange of cash, securities and/or other assets is not simultaneous leaving us exposed to a potential loss should the counterparty default; and
- Country risk is the risk that we may experience unexpected default or settlement risk and subsequent losses, in a given country, due to a range of macro-economic or social events primarily affecting counterparties in that jurisdiction including: a material deterioration of economic conditions, political and social upheaval, nationalization and expropriation of assets, government repudiation of indebtedness, or disruptive currency depreciation or devaluation. Country risk also includes transfer risk which arises when debtors are unable to meet their obligations owing to an inability to transfer assets to non-residents due to direct sovereign intervention.

### *Market Risk*

Market risk arises from the uncertainty concerning changes in market prices and rates (including interest rates, equity prices, foreign exchange rates and commodity prices), the correlations among them and their levels of volatility. We differentiate between three different types of market risk:

- Trading market risk arises primarily through the market-making activities of the Corporate Banking & Securities division (CB&S). This involves taking positions in debt, equity, foreign exchange, other securities and commodities as well as in equivalent derivatives.
- Trading default risk arises from defaults and rating migrations relating to trading instruments.
- Nontrading market risk arises from market movements, primarily outside the activities of our trading units, in our banking book and from off-balance sheet items. This includes interest rate risk, credit spread risk, investment risk and foreign exchange risk as well as market risk arising from our pension schemes, guaranteed funds and equity compensation. Nontrading market risk also includes risk from the modeling of client deposits as well as savings and loan products.

### *Operational Risk*

Operational risk means the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events, and includes legal risk. Operational risk excludes business and reputational risk.

### *Liquidity Risk*

Liquidity risk is the risk arising from our potential inability to meet all payment obligations when they come due or only being able to meet these obligations at excessive costs.

### *Business Risk*

Business risk describes the risk we assume due to potential changes in general business conditions, such as our market environment, client behavior and technological progress. This can affect our results if we fail to adjust quickly to these changing conditions. At the end of 2012, we introduced an enhanced economic capital model to improve strategic risk modeling being a subcategory of business risk. This model is now used in the monthly EC calculations providing a better link between economic capital and the capital planning process.

### *Reputational Risk*

Within our risk management processes, we define reputational risk as the risk that publicity concerning a transaction, counterparty or business practice involving a client will negatively impact the public's trust in our organization.

Risk Management Program (RRM Program). The RRM Program was established to provide consistent standards for the identification, escalation and resolution of reputational risk issues that arise from transactions with clients or through different business activities. Primary responsibility for the identification, escalation and resolution of reputational risk issues resides with the business divisions. Each employee is under an obligation, within the scope of his/her activities, to analyze and assess any imminent or intended transaction in terms of possible risk factors in order to minimize reputational risks. If a potential reputational risk is identified, it is required to be referred for further consideration at a sufficiently senior level within that respective business division. If issues remain, they should then be escalated for discussion among appropriate senior members of the relevant Business and Control Groups. Reputational risk issues not addressed to satisfactory conclusion through such informal discussions must then be escalated for further review and final determination via the established reputational risk escalation process. As a subcommittee of the Risk ExCo, the Group Reputational Risk Committee ("GRRC") provides review and final determinations on all reputational risk issues and new client adoptions, where escalation of such issues is deemed necessary by senior Business and Regional Management, or required under the Group policies and procedures.

### *Risk Concentration*

Risk concentrations refer to clusters of the same or similar risk drivers within specific risk types (intra-risk concentrations in Credit, Market, Operational risks) as well as across different risk types (inter-risk concentrations). They could occur within and across counterparties, businesses, regions/countries, industries and products. The management of concentrations is integrated as part of the management of individual risk types and monitored on an ongoing basis. The key objective is to avoid any undue concentrations in the portfolio, which is achieved through a quantitative and qualitative approach, as follows:

- Intra-risk concentrations are assessed, monitored and mitigated by the individual risk disciplines (Credit, Market, Operational Risk Management and others). This is supported by limit setting on different levels according to risk type.
- Inter-risk concentrations are managed through quantitative top-down stress-testing and qualitative bottom up reviews, identifying and assessing risk themes independent of any risk type and providing a holistic view across the bank.

The most senior governance body for the oversight of risk concentrations is the Cross Risk Review Committee, which is a subcommittee of the Capital and Risk Committee (CaR) and the Risk Executive Committee (Risk ExCo).

### 38.3 Credit Risk

We measure and manage our credit risk using the following philosophy and principles:

- Our credit risk management function is independent from our business divisions and in each of our divisions credit decision standards, processes and principles are consistently applied.
- A key principle of credit risk management is client credit due diligence. Our client selection is achieved in collaboration with our business division counterparts who stand as a first line of defence.
- We aim to prevent undue concentration and tail-risks (large unexpected losses) by maintaining a diversified credit portfolio. Client-, industry-, country- and product-specific concentrations are assessed and managed against our risk appetite.
- We maintain underwriting standards aiming to avoid large directional credit risk on a counterparty and portfolio level. In this regard we assume unsecured cash positions and actively use hedging for risk mitigation purposes. Additionally, we strive to secure our derivative portfolio through collateral agreements and may additionally hedge concentration risks to further mitigate credit risks from underlying market movements.
- Every new credit facility and every extension or material change of an existing credit facility (such as its tenor, collateral structure or major covenants) to any counterparty requires credit approval at the appropriate authority level. We assign credit approval authorities to individuals according to their qualifications, experience and training, and we review these periodically.
- We measure and consolidate all our credit exposures to each obligor across our consolidated Group on a global basis that applies, in line with regulatory requirements.
- We manage credit exposures on the basis of the “one obligor principle”, under which all facilities to a group of borrowers which are linked to each other (i.e., by one entity holding a majority of the voting rights or capital of another) are consolidated under one group.
- We have established within Credit Risk Management – where appropriate – specialized teams for deriving internal client ratings, analyzing and approving transactions, monitoring the portfolio or covering workout clients. The credit coverage for assets transferred to the NCOU utilizes the expertise of our core credit organization.
- Our credit related activities are governed by our Principles for Managing Credit Risk. These principles define our general risk philosophy for credit risk and our methods to manage this risk. The principles define key organizational requirements, roles and responsibilities as well as process principles for credit risk management and are applicable to all credit related activities undertaken by us.

### *Credit Risk Ratings*

A basic and key element of the credit approval process is a detailed risk assessment of each credit-relevant counterparty. When rating a counterparty we apply in-house assessment methodologies, scorecards and our 26-grade rating scale for evaluating the credit-worthiness of our counterparties. The majority of our rating methodologies are authorized for use within the advanced internal rating based approach under applicable Basel rules. Our rating scale enables us to compare our internal ratings with common market practice and promotes comparability between different sub-portfolios of our institution. Several default ratings therein enable us to incorporate the potential recovery rate of unsecured defaulted counterparty exposures. We generally rate our counterparties individually, though certain portfolios of purchased or securitized receivables are rated on a pool basis. Ratings are required to be kept up-to-date and documented.

The algorithms of the rating procedures for all counterparties are recalibrated frequently on the basis of the default history as well as other external and internal factors and expert judgments.

### *Credit Approval and Authority*

Credit limits are established by the Credit Risk Management function via the execution of assigned credit authorities. Credit approvals are documented by the signing of the credit report by the respective credit authority holders and retained for future reference. Credit authority is generally assigned to individuals as personal credit authority according to the individual's professional qualification and experience. All assigned credit authorities are reviewed on a periodic basis to help ensure that they are adequate to the individual performance of the authority holder. The results of the review are presented to the Group Credit Policy Committee.

Where an individual's personal authority is insufficient to establish required credit limits, the transaction is referred to a higher credit authority holder or where necessary to an appropriate credit committee such as the Underwriting Committee. Where personal and committee authorities are insufficient to establish appropriate limits, the case is referred to the Management Board for approval.

### *Monitoring Credit Risk*

Ongoing active monitoring and management of Deutsche Bank's credit risk positions is an integral part of our credit risk management framework. The key monitoring focus is on quality trends and on concentrations along the dimensions of counterparty, industry, country and product-specific risks to avoid undue concentrations of credit risk. On a portfolio level, significant concentrations of credit risk could result from having material exposures to a number of counterparties with similar economic characteristics, or who are engaged in comparable activities, where these similarities may cause their ability to meet contractual obligations to be affected in the same manner by changes in economic or industry conditions.

Our portfolio management framework supports a comprehensive assessment of concentrations within our credit risk portfolio in order to keep concentrations within acceptable levels.

### *Credit Exposures*

Counterparty credit exposure arises from our traditional nontrading lending activities which include elements such as loans and contingent liabilities, as well as from our direct trading activity with clients in certain instruments including OTC derivatives like FX forwards and Forward Rate Agreements. A default risk also arises from our positions in equity products and traded credit products such as bonds.

We define our credit exposure by taking into account all transactions where losses might occur due to the fact that counterparties may not fulfil their contractual payment obligations.

## **38.3.1 Segmental information**

Segmental Information is presented in respect of the class of business and geographical distribution of Advances, Deposits, Contingencies and Commitments.



### 38.3.1.1 Segments by class of business

	2015					
	Advances (gross)		Deposits		Contingencies and commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Textile	96,511	1.40	29,853	0.20	268	0.00
Chemical and pharmaceuticals	733,392	11.00	2,786,263	23.30	441,477	2.10
Cement	-	-	5,142	-	-	0.00
Oil & petroleum	95	0.00	-	-	-	-
Footwear and leather garments	-	-	339	-	-	-
Automobile and transportation equipment	-	-	6,216	0.10	26,047	0.12
Electronics and electrical appliances	168,005	2.50	2,822	-	1,764,388	8.40
Construction	-	-	12,807	0.10	-	-
Power (electricity), gas, oil water and sanitary	-	-	847,215	7.10	-	-
Transport, storage and communication	-	-	1,777,024	14.80	-	-
Financial	-	-	1,270,474	10.60	15,188,837	72.33
Misc. manufacturing industries	-	-	1,354,296	11.30	-	-
Wholesale and retail	3,107,699	46.60	1,096,592	9.20	-	-
Insurance	-	-	169	-	-	-
Individuals	223,589	3.40	249,126	2.10	-	-
Others	2,337,961	35.10	2,538,767	21.20	3,577,125	17.04
	<b>6,667,252</b>	<b>100.00</b>	<b>11,977,105</b>	<b>100.00</b>	<b>20,998,142</b>	<b>100.00</b>
2014						
	Advances (gross)		Deposits		Contingencies and commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Textile	563,662	8.00	23,489	0.19	208,157	0.93
Chemical and pharmaceuticals	1,668,988	23.73	2,688,030	21.22	409,120	1.82
Cement	46,939	0.67	1,270	0.01	17,739	0.08
Oil & petroleum	-	-	-	-	-	-
Footwear and leather garments	-	-	483	-	-	-
Automobile and transportation equipment	-	-	6,533	0.05	25,650	0.11
Electronics and electrical appliances	129,803	1.85	116,545	0.92	1,818,946	8.09
Construction	-	-	92,588	0.73	-	-
Power (electricity), gas, oil water and sanitary	251,058	3.57	733,015	5.79	12,142	0.05
Transport, storage and communication	-	-	1,924,297	15.20	-	-
Financial	-	-	9,226	0.07	16,974,191	75.47
Misc. manufacturing industries	-	-	-	-	-	-
Insurance	-	-	26	-	-	-
Individuals	244,558	3.48	204,689	1.62	-	-
Others	4,128,867	58.70	6,863,346	54.20	3,024,830	13.45
	<b>7,033,875</b>	<b>100.00</b>	<b>12,663,537</b>	<b>100.00</b>	<b>22,490,775</b>	<b>100.00</b>

### 38.3.1.2 Segments by sector

	2015					
	Advances (Gross)		Deposits		Contingencies and Commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Public / Government	95	0.00	3,901	0.03	-	-
Private	6,667,157	100.00	11,973,204	99.97	20,998,142	100.00
	<u>6,667,252</u>	<u>100.00</u>	<u>11,977,105</u>	<u>100.00</u>	<u>20,998,142</u>	<u>100.00</u>
	2014					
	Advances (Gross)		Deposits		Contingencies and Commitments	
	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)	(Rupees in '000)	(Percent)
Public / Government	337,273	4.79	14,214	0.11	-	-
Private	6,696,603	95.21	12,649,323	99.89	22,490,775	100.00
	<u>7,033,876</u>	<u>100.00</u>	<u>12,663,537</u>	<u>100.00</u>	<u>22,490,775</u>	<u>100.00</u>

### 38.3.1.3 Details of non-performing advances and specific provisions by class of business segment

	2015		2014	
	Classified advances	Specific provision held	Classified advances	Specific provision held
	----- (Rupees in '000) -----			
Textile	96,511	96,511	96,511	96,511
Power (electricity), gas, oil, water and sanitary	-	-	251,059	251,059
	<u>96,511</u>	<u>96,511</u>	<u>347,570</u>	<u>347,570</u>

### 38.3.1.4 Details of non-performing advances and specific provisions by sector

	2015		2014	
	Classified advances	Specific provision held	Classified advances	Specific provision held
	----- (Rupees in '000) -----			
Public / Government	-	-	-	-
Private	96,511	96,511	347,570	347,570
	<u>96,511</u>	<u>96,511</u>	<u>347,570</u>	<u>347,570</u>

### 38.3.1.5 Geographical segment analysis

These financial statements represent operations of Pakistan branches only and all assets and liabilities represent transactions entered by Pakistan branches.

## 38.4 Market risk

The vast majority of our businesses are subject to market risk, defined as the potential for change in the market value of our trading and investing positions. Risk can arise from adverse changes in interest rates, credit spreads, foreign exchange rates, equity prices, commodity prices and other relevant parameters, such as market volatility and market implied default probabilities.

The primary objective of Market Risk Management, a part of our independent Risk function, is to ensure that our business units optimize the risk-reward relationship and do not expose us to unacceptable losses outside of our risk appetite. To achieve this objective, Market Risk Management works closely together with risk takers ("the business units") and other control and support groups.

### 38.4.1 Trading Market Risk Management Framework

Market Risk Management governance is designed and established to ensure oversight of all market risks, including trading market risk, traded default risk and nontrading market risk, effective decision-making and timely escalation to senior management.

Market Risk Management defines and implements a framework to systematically identify, assess, monitor and report our market risk and supports management and mitigation. Market risk managers identify existing and potential future market risks through active portfolio analysis and engagement with the business areas.

#### Market Risk Measurement and Assessment

Market Risk Management aims to accurately measure all types of market risks by a comprehensive set of risk metrics reflecting economic and regulatory requirements.

In accordance with economic and regulatory requirements, we measure market and related risks by several key risk metrics.

These measures are viewed as complementary to each other and in aggregate define the market risk framework, by which all businesses can be measured and monitored.

#### Market Risk Monitoring

Our primary instrument to manage trading market risk is the application of our limit framework. Our Management Board supported by Market Risk Management, sets group-wide value-at-risk, economic capital and portfolio stress testing (extreme) limits for market risk in the trading book. Market Risk Management suballocates this overall limit to our Corporate Divisions and individual business units within CB&S (i.e., Global Rates and Credit, Equity, etc.) based on anticipated business plans and risk appetite. Within the individual business units, the business heads establish business limits, by allocating the limit down to individual portfolios or geographical regions.

To manage the exposures inside the limits, the business units apply several risk mitigating measures, most notably the use of:

- Portfolio management: Risk diversification arises in portfolios which consist of a variety of positions. Since some investments are likely to rise in value when others decline, diversification can help to lower the overall level of risk profile of a portfolio.

- Hedging: Hedging involves taking positions in related financial assets, such as futures and swaps, and includes derivative products, such as futures, swaps and options. Hedging activities may not always provide effective mitigation against losses due to differences in the terms, specific characteristics or other basis risks that may exist between the hedge instrument and the exposure being hedged.

### 38.4.2 Non trading Market Risk Management

Non trading Market Risk Management oversees a number of risk exposures resulting from various business activities and initiatives.

DB Pakistan has adopted standardized approach for market risk which is approved regulatory approach.

### 38.4.3 Foreign exchange risk

At a local level, we ensure the overall foreign exchange exposure of Pakistan Operations remains within the limits set by SBP. We do not take any currency exposure except to the extent of the Statutory Net Open Position Limit prescribed by SBP.

Internal limits are in place to monitor Foreign Exchange open and mismatched positions on a daily basis and are marked-to-market daily to contain forward exposures to meet regulatory compliance issued periodically.

The vast majority of the interest rate and foreign exchange risks arising from our non-trading asset and liability positions are transferred through internal trades to our Global Markets within our Corporate Banking and Securities Group Division and are thus managed on the basis of value-at-risk.

	2015				2014			
	Assets	Liabilities and head office capital account	Off-balance sheet items	Net foreign currency exposure	Assets	Liabilities and head office capital account	Off-balance sheet items	Net foreign currency exposure
------(Rupees in '000)-----								
Pakistan rupee	15,936,588	16,760,327	601,784	(221,955)	16,399,562	16,417,741	(33,277)	(51,456)
United States dollar	1,362,870	582,804	(556,045)	224,021	1,345,749	714,969	(579,245)	51,535
Great Britain pound	20,105	20,066	-	39	16,690	17,670	-	(980)
Japanese yen	2,883	-	-	2,883	-	1,241	1,268	27
Euro	3,759,360	3,750,786	(8,703)	(129)	3,944,199	4,555,944	611,254	(491)
Other currencies	32,177	-	(37,036)	(4,859)	1,365	-	-	1,365
	<u>21,113,983</u>	<u>21,113,983</u>	<u>-</u>	<u>-</u>	<u>21,707,565</u>	<u>21,707,565</u>	<u>-</u>	<u>-</u>

### 38.4.4 Mismatch of interest rate sensitive assets and liabilities

2015												
	Effective yield/ interest rate	Total	Exposed to yield / interest risk									Non-interest bearing financial instruments
			Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years	
			----- (Rupees in '000) -----									
On-balance sheet financial instruments												
Assets												
Cash and balances with treasury banks	0.0%	5,539,927	292,751	-	-	-	-	-	-	-	5,247,176	
Balances with other banks	0.0%	951,925	-	-	-	-	-	-	-	-	951,925	
Lending to financial institutions	6.9%	6,422,104	6,422,104	-	-	-	-	-	-	-	-	
Investments	9.8%	-	-	-	-	-	-	-	-	-	-	
Advances	7.8%	6,559,769	1,467,384	2,326,207	1,526,203	1,019,322	4,898	1,793	23,828	21,490	168,644	
Other assets	0.0%	238,463	-	-	-	-	-	-	-	-	238,463	
		19,712,188	8,182,239	2,326,207	1,526,203	1,019,322	4,898	1,793	23,828	21,490	168,644	
											6,437,564	
Liabilities												
Bills payable	0.0%	942,655	-	-	-	-	-	-	-	-	942,655	
Borrowings from financial institutions	5.4%	11,113	-	-	-	-	-	-	-	-	11,113	
Deposits and other accounts	5.2%	11,977,105	3,646,199	1,655,759	1,083,408	720,314	-	-	-	-	4,871,425	
Other liabilities	0.0%	2,049,502	-	-	-	-	-	-	-	-	2,049,502	
		14,980,375	3,646,199	1,655,759	1,083,408	720,314	-	-	-	-	7,874,695	
On-balance sheet gap												
		4,731,813	4,536,040	670,448	442,795	299,008	4,898	1,793	23,828	21,490	168,644	
											(1,437,131)	
Off-balance sheet financial instruments*												
Forward Purchase Contracts		3,804,641	587,379	3,167,125	50,137	-	-	-	-	-	-	
Forward Sales Contracts		(4,407,603)	(3,207,491)	(1,062,803)	(137,309)	-	-	-	-	-	-	
Cross currency swaps (notional)		-	-	-	-	-	-	-	-	-	-	
Off-balance sheet gap		(602,962)	(2,620,112)	2,104,322	(87,172)	-	-	-	-	-	-	
Total Yield / Interest Risk Sensitivity Gap												
			1,915,928	2,774,770	355,623	299,008	4,898	1,793	23,828	21,490	168,644	
Cumulative Yield / Interest Risk Sensitivity Gap												
			1,915,928	4,690,698	5,046,321	5,345,329	5,350,227	5,352,020	5,375,848	5,397,338	5,565,982	

\*Excludes interest rate swaps, currency options and forward rate agreement.

2014

	Effective yield/ interest rate	Total	Exposed to yield / interest risk								Non-interest bearing financial instruments	
			Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years	
(Rupees in '000)												
On-balance sheet financial instruments												
Assets												
Cash and balances with treasury banks	0.0%	5,523,757	280,850	-	-	-	-	-	-	-	-	5,242,907
Balances with other banks	0.0%	492,331	-	-	-	-	-	-	-	-	-	492,331
Lending to financial institutions	9.7%	6,312,559	6,312,559	-	-	-	-	-	-	-	-	-
Investments	10.7%	842,929	-	4,216	-	-	-	-	-	838,713	-	-
Advances	9.5%	6,603,070	1,661,864	2,900,680	1,081,331	718,404	3,943	2,395	36,131	24,349	173,973	-
Other assets	-	697,227	-	-	-	-	-	-	-	-	-	697,227
		20,471,873	8,255,273	2,904,896	1,081,331	718,404	3,943	2,395	36,131	863,062	173,973	6,432,465
Liabilities												
Bills payable	0.0%	629,787	-	-	-	-	-	-	-	-	-	629,787
Borrowings from financial institutions	8.7%	860,407	-	230,000	-	-	-	-	-	-	-	630,407
Deposits and other accounts	8.0%	12,663,537	5,103,477	2,366,428	700,312	475,762	-	-	-	-	-	4,017,558
Other liabilities	0.0%	2,180,727	-	-	-	-	-	-	-	-	-	2,180,727
		16,334,458	5,103,477	2,596,428	700,312	475,762	-	-	-	-	-	7,458,479
On-balance sheet gap		4,137,415	3,151,796	308,468	381,019	242,642	3,943	2,395	36,131	863,062	173,973	(1,026,014)
Off-balance sheet financial instruments*												
Forward Purchase Contracts		18,705,588	7,041,076	5,310,303	6,354,209	-	-	-	-	-	-	-
Forward Sales Contracts		(18,673,952)	(5,388,216)	(7,848,968)	(5,436,768)	-	-	-	-	-	-	-
Cross currency swaps (notional)		-	-	-	-	-	-	-	-	-	-	-
Off-balance sheet gap		31,636	1,652,860	(2,538,665)	917,441	-	-	-	-	-	-	-
Total Yield / Interest Risk Sensitivity Gap			4,804,656	(2,230,197)	1,298,460	242,642	3,943	2,395	36,131	863,062	173,973	
Cumulative Yield / Interest Risk Sensitivity Gap			4,804,656	2,574,459	3,872,919	4,115,561	4,119,504	4,121,899	4,158,030	5,021,092	5,195,065	

## **38.5 Liquidity risk**

Liquidity risk management safeguards our ability to meet all payment obligations when they come due. Our liquidity risk management framework has been an important factor in maintaining adequate liquidity and in managing our funding profile.

### **38.5.1 Liquidity Risk Management Framework**

The Management Board defines our liquidity risk strategy, and in particular our tolerance for liquidity risk based on recommendations made by Treasury and the Capital and Risk Committee. The Management Board review and approve the limits which are applied to the Group to measure and control liquidity risk as well as the Branches' long-term funding and issuance plan.

Our Treasury function is responsible for the management of liquidity and funding risk of Deutsche Bank globally as defined in the liquidity risk strategy. Our liquidity risk management framework is designed to identify, measure and manage the liquidity risk position of the Group. Treasury reports the Branches' overall liquidity and funding to the Management Board at least weekly via a Liquidity Scorecard. Our liquidity risk management approach starts at the intraday level (operational liquidity) managing the daily payments queue, forecasting cash flows and factoring in our access to Central Banks. It then covers tactical liquidity risk management dealing with access to secured and unsecured funding sources. Finally, the strategic perspective comprises the maturity profile of all assets and liabilities (Funding Matrix) and our issuance strategy.

Our cash-flow based reporting system provides daily liquidity risk information to global and regional management.

Stress testing and scenario analysis plays a central role in our liquidity risk management framework. This also incorporates an assessment of asset liquidity, i.e. the characteristics of our asset inventory, under various stress scenarios as well as contingent funding requirements from off-balance-sheet commitments. The monthly stress testing results are used in setting our short-term wholesale funding limits (both unsecured and secured) and thereby ensuring we remain within the Board's overall liquidity risk tolerance.

Being DB's EMEA hub, Treasury & Capital Management (TCM) team in EMEA oversees the liquidity risk and capital management for the whole of EMEA. Currently, there is one Treasurer and one Treasury analyst who manage day to day liquidity risk and capital management for Pakistan. Liquidity risk management is supported by a web-based system, dbCube, which helps liquidity and capital managers of TCM to monitor the liquidity situation of any DB entity at any location any time. All liquidity risk and capital related issues for DB branches in Pakistan are discussed by the local Asset and Liability Committee (ALCO), chaired by the treasurer, and comprising all businesses and supporting functions, i.e. Finance and Compliance. The local ALCO provides a forum for managing the liquidity, capital and funding positions of the local entity to meet regulatory compliance. Meetings of the local ALCO are held on a regular basis with ad-hoc meetings called when required.

### 38.5.2 Maturities of assets and liabilities (behavioural maturities)

[illegible]

2014

	Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years
	(Rupees in '000)									
<b>Assets</b>										
Cash and balances with treasury banks	5,523,757	267,637	401,456	564,363	376,242	-	-	-	-	3,914,059
Balances with other banks	492,331	190,405	285,609	9,790	6,527	-	-	-	-	-
Lending to financial institutions	6,312,559	6,312,559	-	-	-	-	-	-	-	-
Investments	842,929	-	4,216	-	-	-	-	-	838,713	-
Advances	6,603,070	1,661,864	2,900,680	1,081,331	718,404	3,943	2,395	36,131	24,349	173,973
Operating fixed assets	304,984	-	-	-	-	-	-	304,984	-	-
Deferred tax assets	61,130	-	-	-	-	61,130	-	-	-	-
Other assets	1,566,805	53,353	85,868	375,715	257,519	789,610	1,373	1,950	962	455
	21,707,565	8,485,818	3,677,829	2,031,199	1,358,692	854,683	3,768	343,065	864,024	4,088,487
<b>Liabilities</b>										
Bills payable	629,787	167,223	250,833	127,039	84,692	-	-	-	-	-
Borrowings from financial institutions	860,407	250,041	605,063	3,182	2,121	-	-	-	-	-
Deposits and other accounts	12,663,537	5,710,831	3,277,462	2,199,814	1,475,430	-	-	-	-	-
Other liabilities	2,390,873	73,095	62,765	512,454	1,703,310	39,249	-	-	-	-
	16,544,604	6,201,190	4,196,123	2,842,489	3,265,553	39,249	-	-	-	-
<b>Net assets</b>	5,162,961	2,284,628	(518,294)	(811,290)	(1,906,861)	815,434	3,768	343,065	864,024	4,088,487
Head office capital account	3,914,059									
Reserves	-									
Un-remitted profit	1,232,065									
Deficit on revaluation of assets	16,837									
	5,162,961									

As per the BSD Circular Letter No. 03 of 2011, issued by SBP, assets and liabilities with stated maturities are reported as per their remaining maturities, whereas, assets and liabilities which do not have any contractual maturities are reported as per their "expected maturities" calculated on the basis of an objective and systematic behavioural study approved by ALCO committee. For the methodology of the non contractual items, we use daily balances from the ledger for the last three years, calculate minimum average balances thereof and applying the applicable bucket rates.





2014

Total	Upto 1 month	Over 1 to 3 months	Over 3 to 6 months	Over 6 months to 1 year	Over 1 to 2 years	Over 2 to 3 years	Over 3 to 5 years	Over 5 to 10 years	Above 10 years
(Rupees in '000)									

**Assets**

Cash and balances with treasury banks	5,523,757	1,609,698	-	-	-	-	-	-	3,914,059
Balances with other banks	492,331	492,331	-	-	-	-	-	-	-
Lending to financial institutions	6,312,559	6,312,559	-	-	-	-	-	-	-
Investments	842,929	-	4,216	-	-	-	-	838,713	-
Advances	6,603,070	5,032,616	1,318,280	8,320	3,063	3,943	2,395	36,131	24,349
Operating fixed assets	304,984	-	-	-	-	-	-	304,984	-
Deferred tax assets	61,130	-	-	-	-	61,130	-	-	-
Other assets	1,566,805	713,977	20,717	18,431	19,330	789,610	1,373	1,950	962
	21,707,565	14,161,181	1,343,213	26,751	22,393	854,683	3,768	343,065	864,024
									4,088,487

**Liabilities**

Bills payable	629,787	629,787	-	-	-	-	-	-	-
Borrowings from financial institutions	860,407	630,407	230,000	-	-	-	-	-	-
Deposits and other accounts	12,663,537	12,593,857	48,581	7,327	13,772	-	-	-	-
Other liabilities	2,390,873	989,950	-	-	1,361,674	39,249	-	-	-
	16,544,604	14,844,001	278,581	7,327	1,375,446	39,249	-	-	-

<b>Net assets</b>	5,162,961	(682,820)	1,064,632	19,424	(1,353,053)	815,434	3,768	343,065	864,024
									4,088,487

Head office capital account	3,914,059
Reserves	-
Un-remitted profit	1,232,065
Deficit on revaluation of assets	16,837
	5,162,961

The assets and liabilities with stated maturities are reported as per their remaining maturities, whereas, assets and liabilities which do not have any contractual maturities have been reported into up to one month.

### **38.7 Operational risk**

Operational risk means the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events, and includes legal risk. Operational risk excludes business and reputational risk. Particular prominent examples of operational risks are Fraud Risk, Business Continuity Risk, Regulatory Compliance Risk, Information Technology Risk and Vendor Risk.

Legal Risk may materialize in any of the above risk categories. This may be due to the fact that in each category we may be the subject of a claim or proceedings alleging non-compliance with contractual or other legal or statutory responsibilities; or we may otherwise be subject to losses allegedly deriving from other law or legal circumstances applicable to any of the above categories.

#### **38.7.1 Organizational Structure**

The Head of Operational Risk & Business Continuity Management chairs the Operational Risk Management Committee, which is a permanent sub-committee of the Risk Executive Committee and is composed of the operational risk officers from our business divisions and our infrastructure functions. It is the main decision-making committee for all operational risk management matters.

While the day-to-day operational risk management lies with our business divisions and infrastructure functions, the Operational Risk & Business Continuity Management function manages the cross divisional and cross regional operational risk as well as risk concentrations and ensures a consistent application of our operational risk management strategy across the bank. Based on this Business Partnership Model we ensure close monitoring and high awareness of operational risk.

#### **38.7.2 Managing Our Operational Risk**

We manage operational risk based on a Group-wide consistent framework that enables us to determine our operational risk profile in comparison to our risk appetite and systematically identify operational risk themes and concentrations to define risk mitigating measures and priorities.

Based on the organizational set-up, the governance and systems in place to identify and manage the operational risk and the support of control functions responsible for specific operational risk types (e.g. Compliance, Corporate Security & Business Continuity Management) we seek to optimize the management of operational risk. Future operational risks (identified through forward-looking analysis) are managed via mitigation strategies such as the development of back-up systems and emergency plans. We buy insurance in order to protect ourselves against unexpected and substantial unforeseeable losses.

For purpose of complying with local Basel III regulatory requirements in Pakistan, we follow the implementation guidelines ('Implementation of Basel III') issued by State Bank of Pakistan.

As required by State Bank of Pakistan regulations, DB in Pakistan employs the Basic Indicator Approach (BIA) for 2015.

### **39. GENERAL**

#### **39.1 Standards, interpretations and amendments to published approved accounting standards that are not yet effective**

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 January 2016.

- Amendments to IAS 38 Intangible Assets and IAS 16 Property, Plant and Equipment (effective for annual periods beginning on or after 1 January 2016) introduce severe restrictions on the use of revenue-based amortization for intangible assets and explicitly state that revenue-based methods of depreciation cannot be used for property, plant and equipment. The rebuttable presumption that the use of revenue-based amortization methods for intangible assets is inappropriate can be overcome only when revenue and the consumption of the economic benefits of the intangible asset are 'highly correlated', or when the intangible asset is expressed as a measure of revenue. The amendments are not likely to have an impact on the Branches' financial statements.

- Investment Entities: Applying the Consolidation Exception (Amendments to IFRS 10 – 'Consolidated Financial Statements' and IAS 28 – 'Investments in Associates and Joint Ventures') [effective for annual periods beginning on or after 1 January 2016] clarifies (a) which subsidiaries of an investment entity are consolidated; (b) exemption to present consolidated financial statements is available to a parent entity that is a subsidiary of an investment entity; and (c) how an entity that is not an investment entity should apply the equity method of accounting for its investment in an associate or joint venture that is an investment entity. The amendments are not likely to have an impact on the Branches' financial statements.
- Accounting for Acquisitions of Interests in Joint Operations – Amendments to IFRS 11 'Joint Arrangements' (effective for annual periods beginning on or after 1 January 2016) clarify the accounting for the acquisition of an interest in a joint operation where the activities of the operation constitute a business. They require an investor to apply the principles of business combination accounting when it acquires an interest in a joint operation that constitutes a business. The amendments are not likely to have an impact on the Branches' financial statements.
- Amendment to IAS 27 'Separate Financial Statements' (effective for annual periods beginning on or after 1 January 2016) allows entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. Currently, SBP circulars for accounting for investments in subsidiaries, joint ventures and associate, require these investments to be accounted for at cost.
- Agriculture: Bearer Plants [Amendment to IAS 16 and IAS 41] (effective for annual periods beginning on or after 1 January 2016). Bearer plants are now in the scope of IAS 16 Property, Plant and Equipment for measurement and disclosure purposes. Therefore, a company can elect to measure bearer plants at cost. However, the produce growing on bearer plants will continue to be measured at fair value less costs to sell under IAS 41 Agriculture. A bearer plant is a plant that: is used in the supply of agricultural produce; is expected to bear produce for more than one period; and has a remote likelihood of being sold as agricultural produce. Before maturity, bearer plants are accounted for in the same way as self-constructed items of property, plant and equipment during construction. The amendments are not likely to have an impact on the Branches' financial statements.
- The amendments to IAS 1 Presentation of Financial Statements clarify the materiality requirements in IAS 1 and the requirements that apply when additional subtotals are presented in the statement of financial position and the statement(s) of profit or loss and OCI.
- Annual Improvements 2012-2014 cycles (amendments are effective for annual periods beginning on or after 1 January 2016). The new cycle of improvements contain amendments to the following standards:
  - IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. IFRS 5 is amended to clarify that if an entity changes the method of disposal of an asset (or disposal group) i.e. reclassifies an asset from held for distribution to owners to held for sale or vice versa without any time lag, then such change in classification is considered as continuation of the original plan of disposal and if an entity determines that an asset (or disposal group) no longer meets the criteria to be classified as held for distribution, then it ceases held for distribution accounting in the same way as it would cease held for sale accounting.
  - IAS 19 'Employee Benefits'. IAS 19 is amended to clarify that high quality corporate bonds or government bonds used in determining the discount rate should be issued in the same currency in which the benefits are to be paid.
  - IAS 34 'Interim Financial Reporting'. IAS 34 is amended to clarify that certain disclosures, if they are not included in the notes to interim financial statements and disclosed elsewhere should be cross referred.

The above amendments are not likely to have an impact on the Branches' financial statements in the period of initial application.

**40. DATE OF AUTHORISATION FOR ISSUE**

These financial statements were authorized for issue on 25 March 2016.

**41. GENERAL**

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

**41.2** Captions as prescribed in BSD circular No. 4 dated 17 February 2006 issued by SBP in respect of which no amounts are outstanding have not been reproduced in these financial statements except for in the statement of financial position and the profit and loss account.

**SD/-**  
**Syed Ahmer Hassan**

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**Managing Director /**  
**Chief Country Officer**  
**Pakistan**

**SD/-**  
**Mahmood Qureshi**

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**Chief Operating Officer**  
**& Chief Financial Officer**  
**Pakistan**