



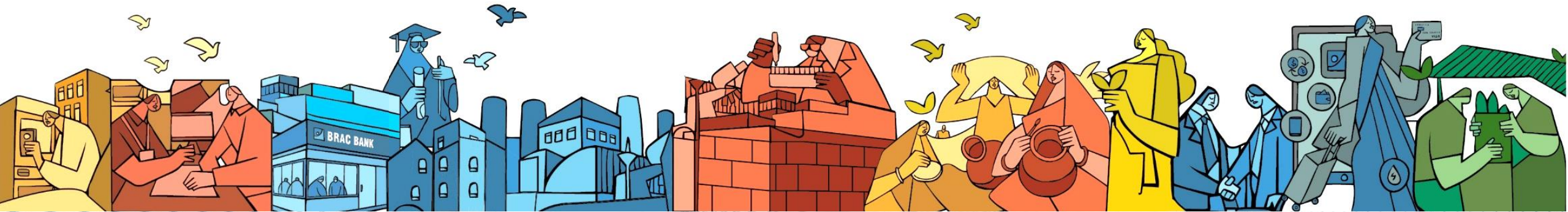
BRAC BANK PLC.

Earnings Disclosure

FY'23 & Q1'24

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- 📦 Economic Outlook and Market Update

- 📦 FY'23 : Recap

- 📦 Q1'24 :Business Highlights

SME

Corporate

Retail

Treasury & FI

Risk Management Division

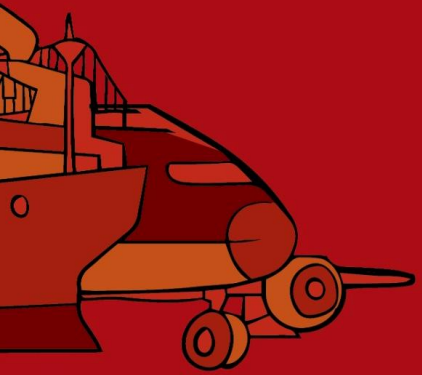
- 📦 Sustainable Finance Overview

- 📦 Financial Updates FY'23 & Q1'24

- 📦 bKash Update

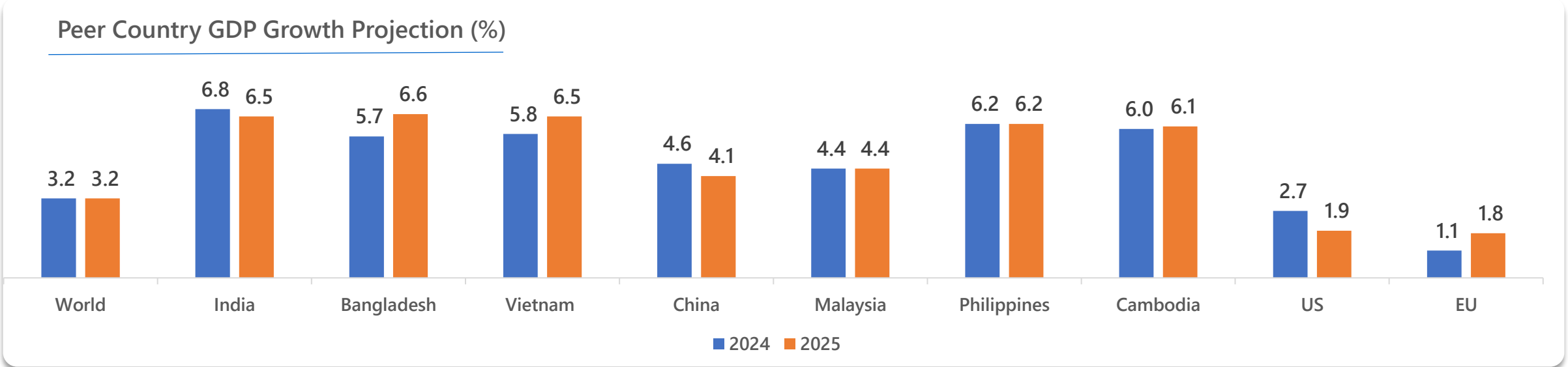
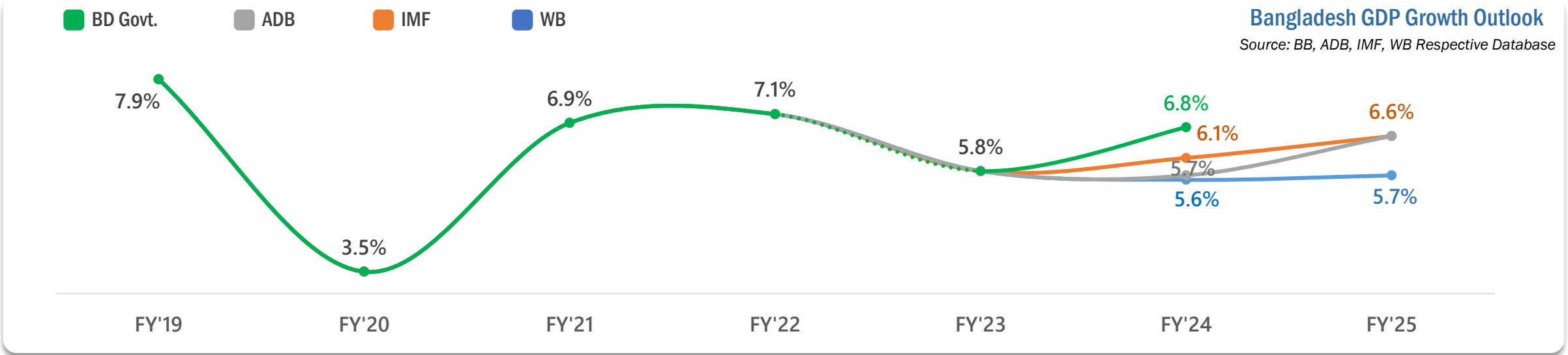
- 📦 Q&A



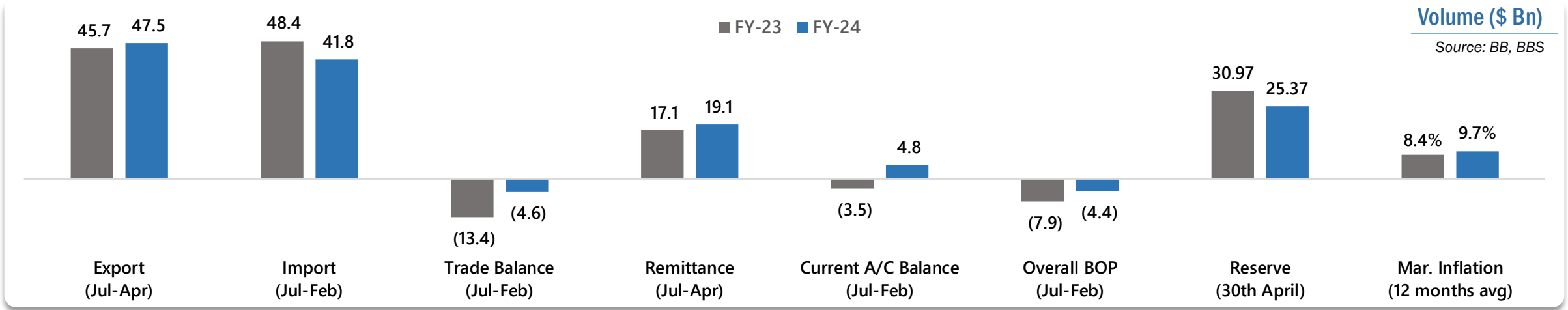


Economic Outlook & Market Update





Bangladesh is passing through lower GDP growth than 10Y average



- Improvement in trade balance and remittance results in positive current account balance
- Due to financial account deficit, overall BOP became negative, eroding reserve
- Elevated inflation, lower GDP growth, stressed forex reserve, global geopolitical issue are the concerns

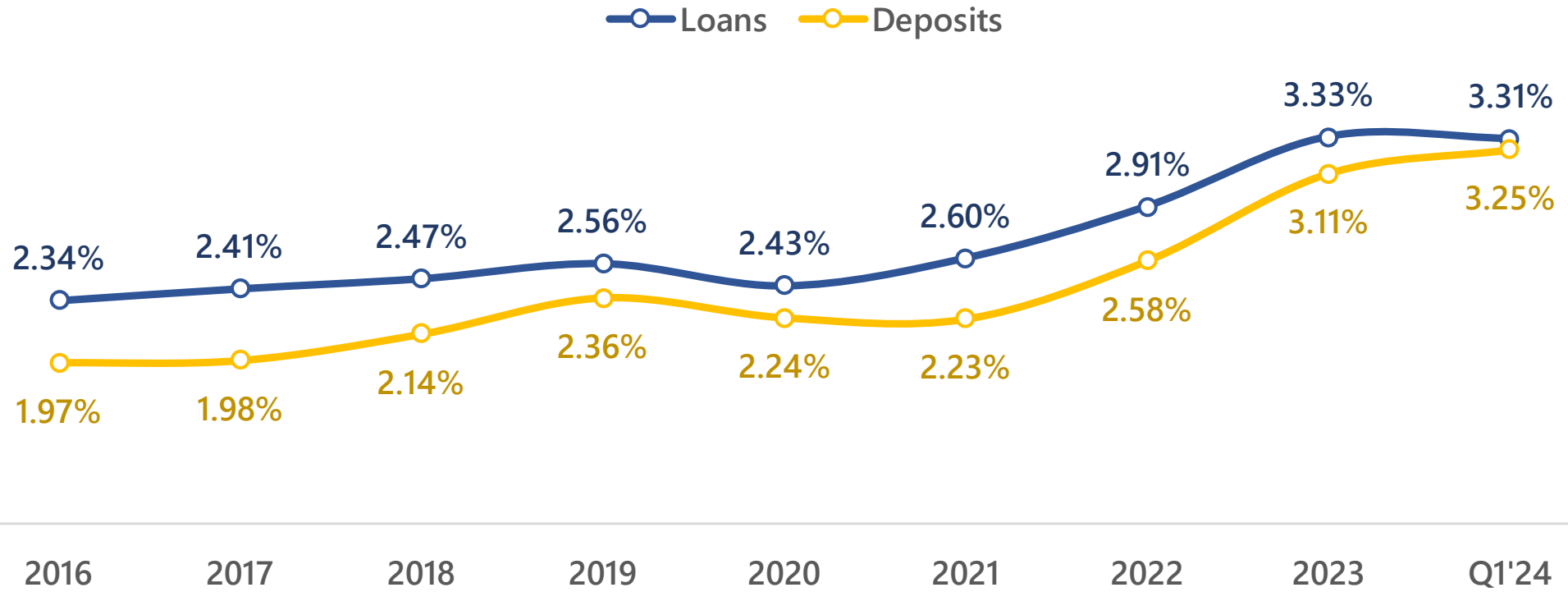


FY'23 Recap



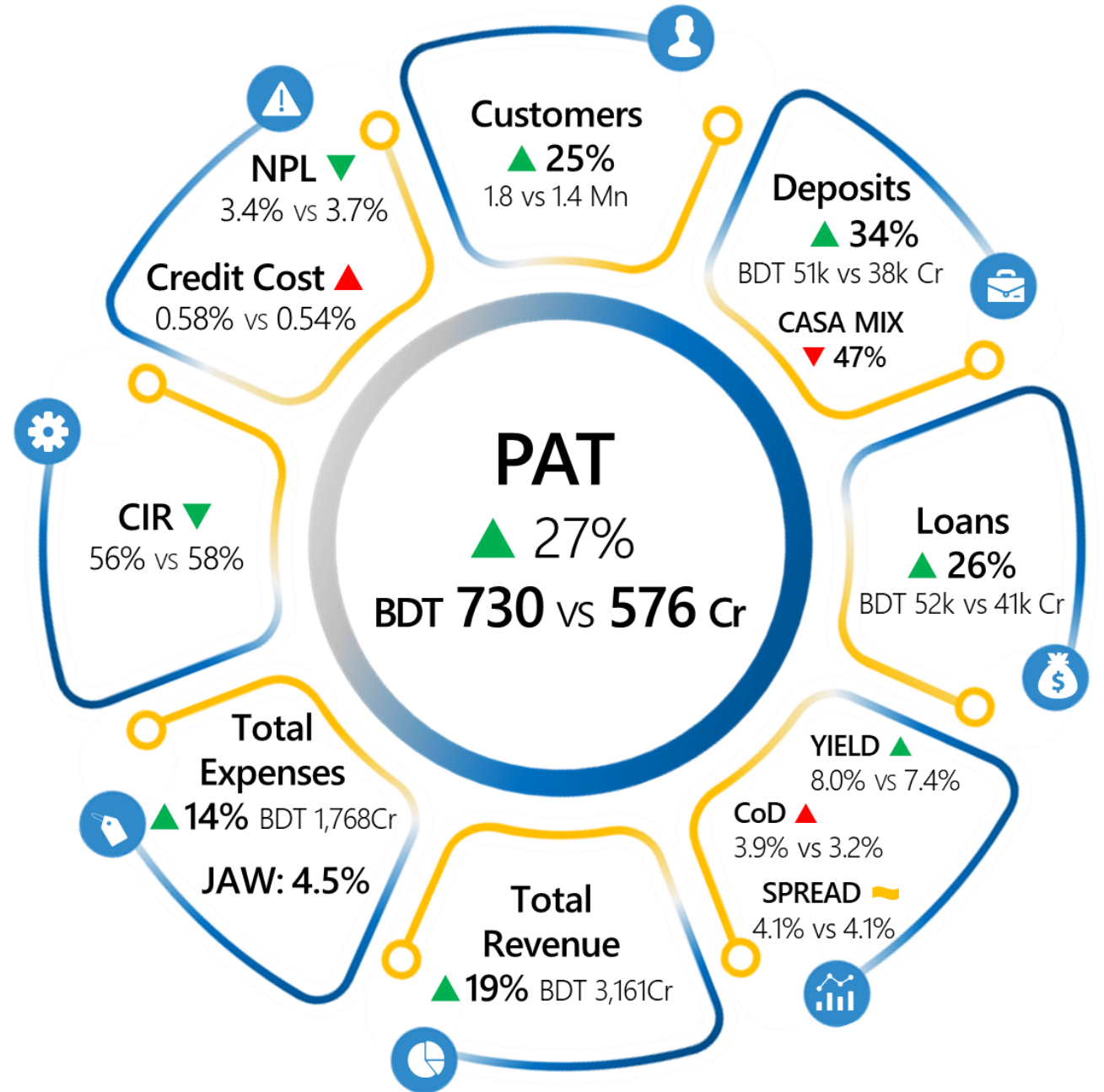
- Customer numbers grew by:
 - FY'23 - 25% or **360k** (Retail: 260k; SME: 97k & Corp: 580) | Around **1,500 new addition per day**
 - Q1'24 - 18%* or **79k** (Retail: 51k; SME: 28k & Corporate: 173) | Around **2,000 new addition per day**
- Strong Balance Sheet growth continues:
 - Deposit grew @ **>3X of market** (34% vs. 11%) - market share increased by **53bps to 3.11%** | Q1'24 growth: 31%* (market: 5%*)
 - Loan grew @ **>2X of market** (26% vs. 11%) - market share increased by **42bps to 3.33%** | Q1'24 growth: 4%* (market: 6%*)
- Strong financial performance:
 - Well managed FX flow
 - Substantial growth in Trade Finance resulting throughput of **\$4.4Bn** in FY'23 & **\$1.3Bn** in Q1'24
 - Larger and stronger NII & NFI base
- Improved asset quality
 - 30 days PAR reduced by **60bps** in FY'23 (4.3% from 4.9%) & **16bps** in Q1'23 (4.2% from 4.3%)
 - Strong Collection & W/O Recovery continued (**BDT 84Cr** in FY'23 & **BDT 13Cr** in Q1'24)
- Maintained above 14% CRAR despite the 26% asset growth in FY'23 & 4%* in Q1'24
- Maintained credit rating **B+** (S&P), **B1** (Moody's) & **AAA** (CRAB)

*Annualized



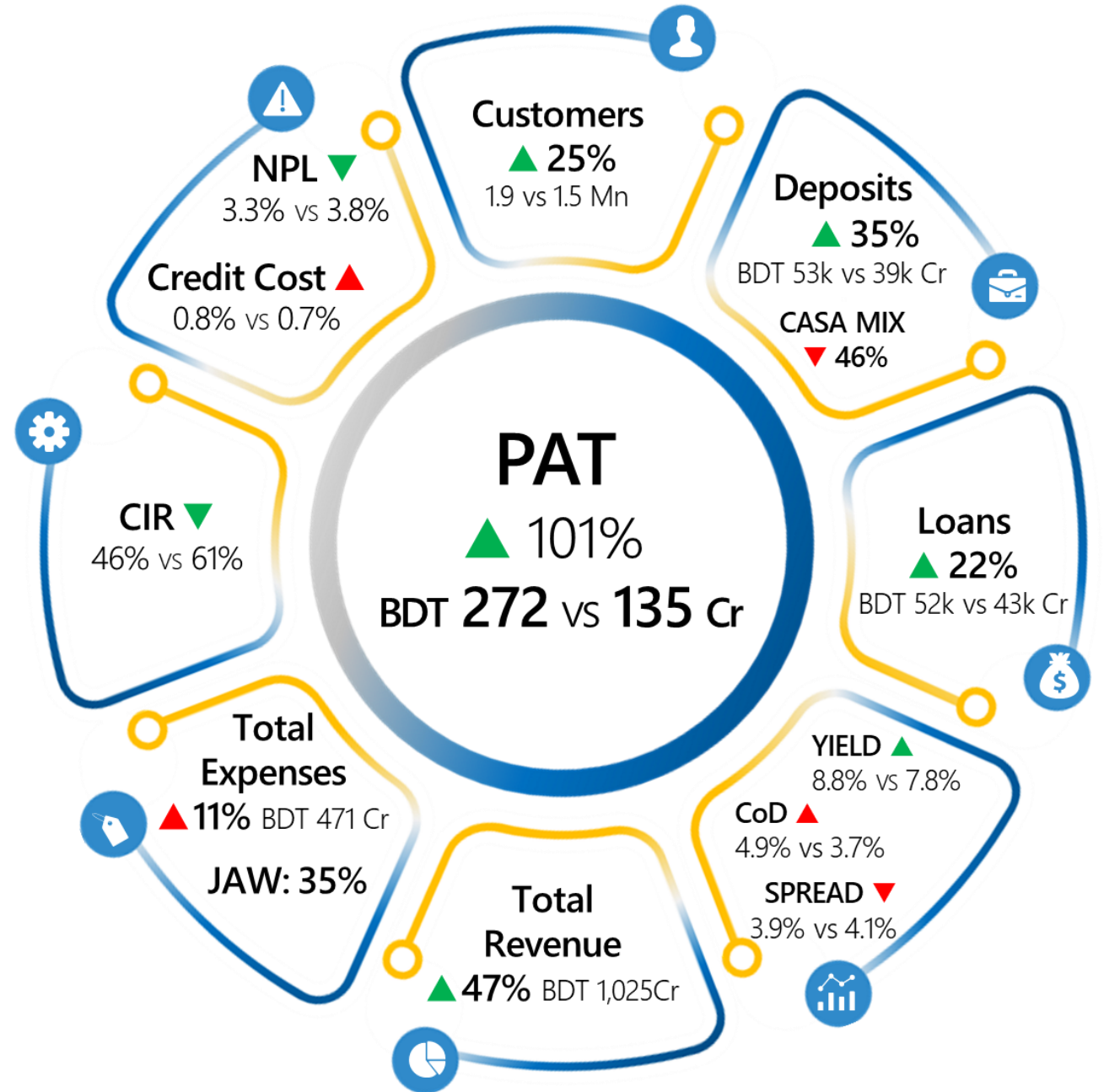
THE WHEEL OF **আশ্রা**

FINANCIAL HIGHLIGHTS FY'23 vs FY'22



THE WHEEL OF **আশা**

FINANCIAL HIGHLIGHTS Q1'24 vs Q1'23

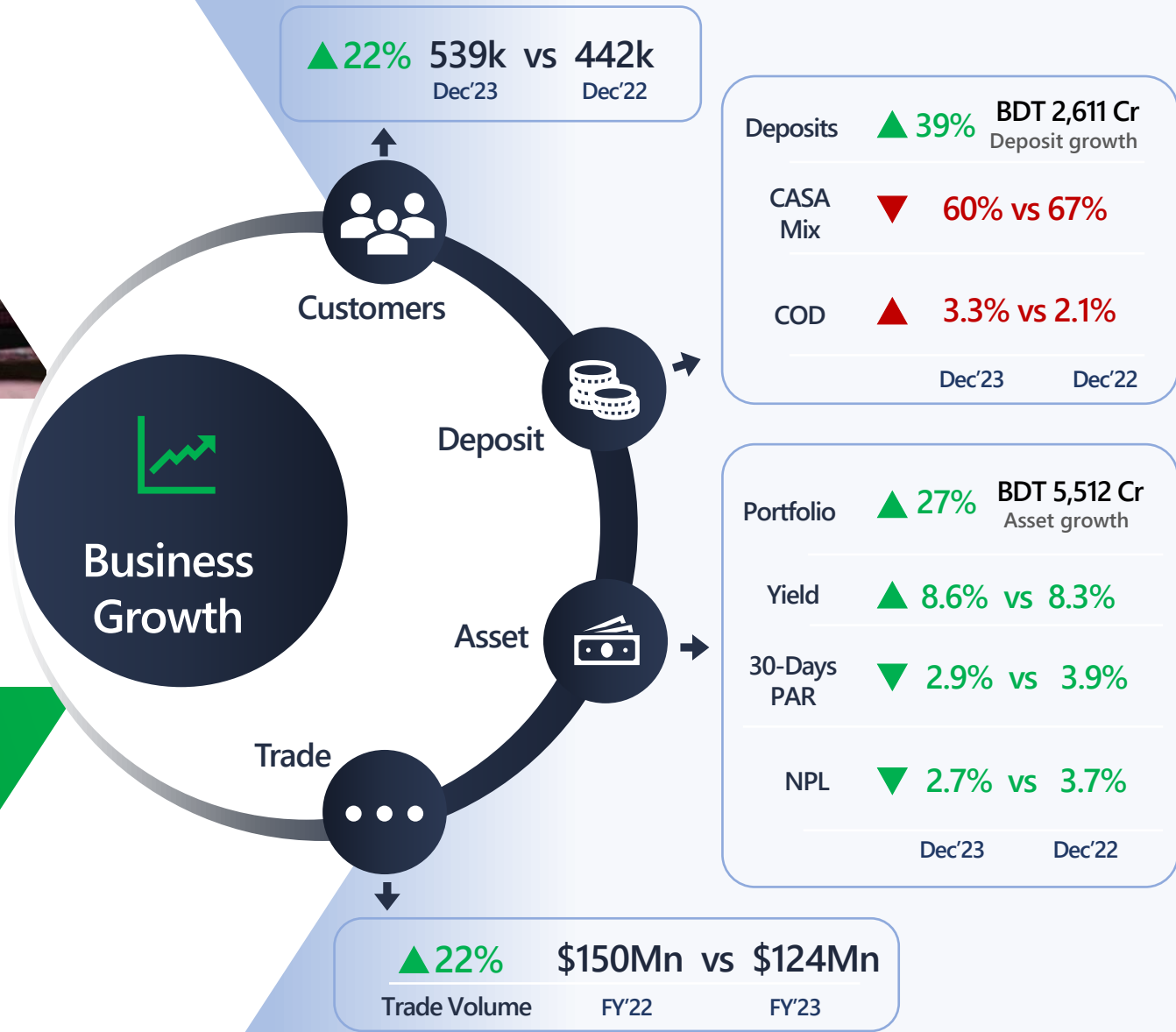




SME Banking Division

Updates

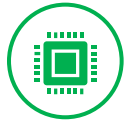




Growth Enablers



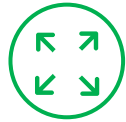
Customer Centricity



Innovation through digitalization



Fostering growth



Expanding Horizons

- Efficient fast track loan disbursement -
 - 13.5k files processed; Monthly 1.55 files/RO
 - Avg. ticket size of BDT 1.37 Mn
- Rollout of e-Lap in all SME Unit Offices -
 - Productivity increased by 1.42 files/RO
- Segmented CRM policy - lower PAR (FY'23: 2.9% vs FY'22: 3.9%)
- Branch relationship model for mobilizing SME Deposit
- Area expansion of Druti

	<u>YoY (Mar'24 vs Mar'23)</u>	<u>Mar'24 vs Dec'23</u>
Customer Number	▲ 22% (567k vs. 466k)	▲ 5% (567k vs. 539k)
Deposits		
Deposits	▲ 47%	▲ 14% (55%)*
CASA Mix	▼ 58% from 71%	▼ 58% from 60%
CoD	▲ 3.65% from 2.13%	▲ 3.65% from 2.49%
Assets		
Portfolio	▲ 20%	▲ 1% (5%)*
Yield	▲ 9.08% from 8.30%	▲ 9.08% from 8.28%
30-Days PAR	▼ 2.80% from 3.58%	▼ 2.80% from 2.88%
NPL	▼ 2.11% from 2.96%	▼ 2.11% from 2.39%
Trade Volume	▲ 23% (\$35Mn vs \$29Mn)	

Strong customer numbers drive growth | Significant improvement in asset quality

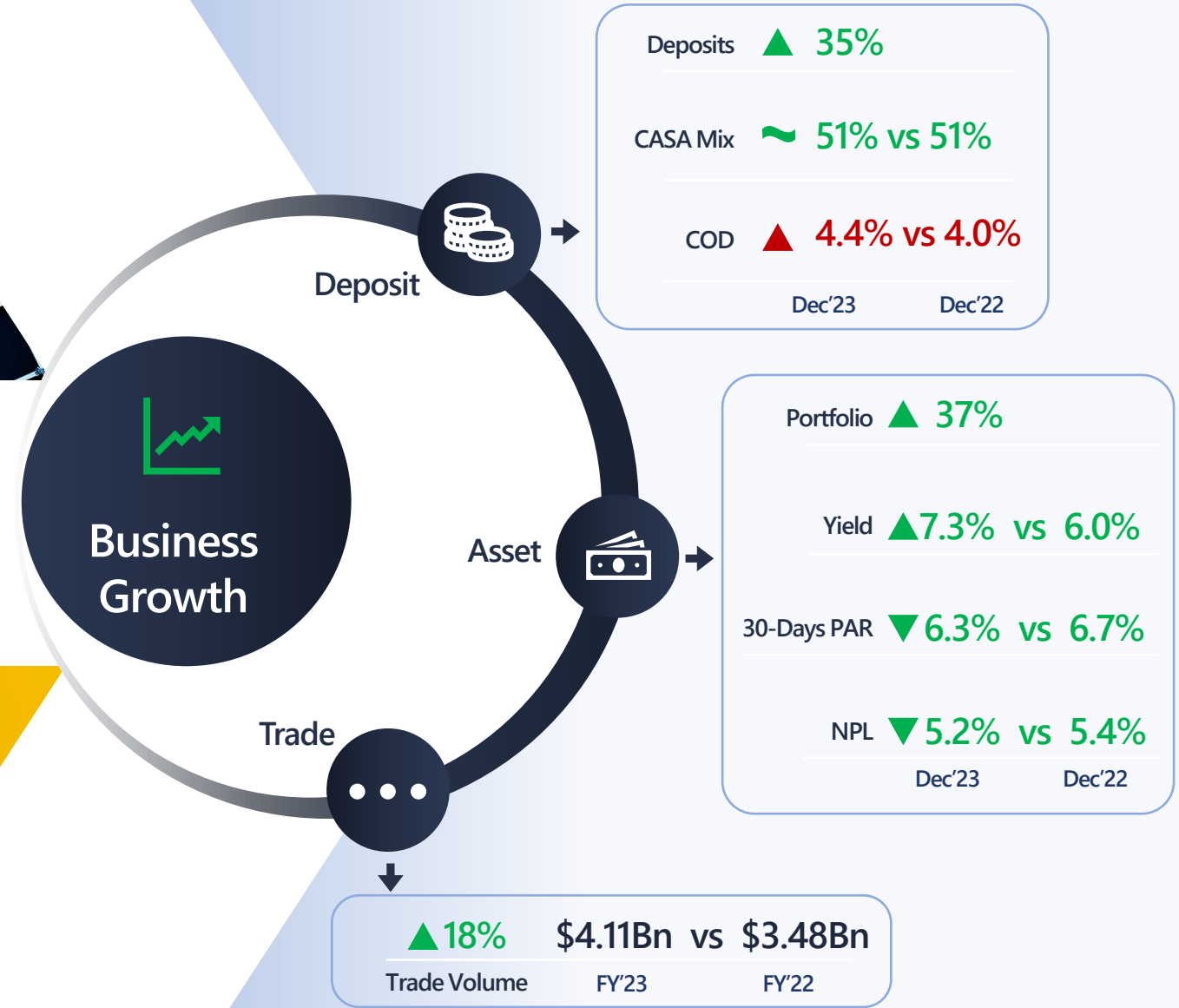
*Annualized



Corporate Banking Division

Updates





Deposits	▲ 35%
CASA Mix	~ 51% vs 51%
COD	▲ 4.4% vs 4.0%
	Dec'23 Dec'22

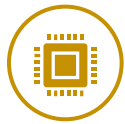
Portfolio	▲ 37%
Yield	▲ 7.3% vs 6.0%
30-Days PAR	▼ 6.3% vs 6.7%
NPL	▼ 5.2% vs 5.4%
	Dec'23 Dec'22

▲ 18%	\$4.11Bn vs \$3.48Bn
Trade Volume	FY'23 FY'22

Growth Enablers



People & Process Streamlining



Digital Empowerments



Collaborations & Partnerships



Governance & Value based Banking

- Continue new onboarding & Transaction Banking capabilities resulted:
 - 74 industry leading accounts onboarded with BDT 7,153 cr. limit
 - significant growth in new segment deposit portfolio
- Strong liquidity support, revamped Trade Ops capabilities and strategic drive:
 - 18% trade volume growth (Import 22% Export 12%)
- Continuous focus on de-risking resulting positive impact on asset quality
- Continuous focus on innovation and client's convenience:
 - transaction volume 1,318 billion (52% growth)

	<u>YoY (Mar'24 vs Mar'23)</u>	<u>Mar'24 vs Dec'23</u>
Deposits		
Deposits	▲ 44%	▲ 7% (28%)*
CASA Mix	▼ 55% from 58%	▲ 55% from 53%
CoD	▲ 5.43% from 4.13%	▲ 5.43% from 4.35%
Assets		
Portfolio	▲ 33%	▲ 1% (5%)*
Yield	▲ 8.35% from 6.57%	▲ 8.35% from 7.23%
New Limit	▲ 3,031	
30-Days PAR	▼ 5.84% from 6.97%	▼ 5.84% from 6.27%
NPL	▼ 5.46% from 5.68%	▲ 5.46% from 5.15%
Trade Volume	▲ 27% (\$1.2 Bn vs \$1.0 Bn)	

Strong FX & LCY liquidity supports asset growth in selected segments & trade volume | Transaction Banking capabilities paying off

*Annualized



Retail Banking Division

Updates





▲ **27%** 1,236k vs 974k
FY'23 FY'22

Deposits ▲ **24%**

CASA Mix ▼ **40% vs 45%**

COD ▲ **4.2% vs 3.5%**
FY'23 FY'22

Portfolio ▲ **9%** ▲ **19%** Credit Card

Yield ▲ **8.6% vs 7.9%**

30-Days PAR ▲ **4.8% vs 4.4%**

NPL ▲ **2.9% vs 2.6%**
FY'23 FY'22



▲ **131%** Wage Earner Remittance \$819Mn vs \$354Mn
FY'23 FY'22

▲ **34%** Merchant Acquiring vol. BDT 72 Bn vs BDT 53 Bn
FY'23 FY'22

Growth Enablers

- 
 Customer Centricity
- 
 Digitalization
- 
 Innovation
- 
 Compliance

- Digital Account Penetration – 80% of eligible A/Cs
- Launched bKash DPS – 148k DPS opened
- Launched Digital Loans
 - 8.5k loans disbursed; Portfolio: BDT 70Cr
- Crossed 5Lac ASTHA Users (Retail – 80%)
- CyberSource – bKash Add Money & Pass Through
 - Monthly avg. business volume – BDT 250Cr

	YoY (Mar'24 vs Mar'23)	Mar'24 vs Dec'23
Customer Number	▲ 26% (1,287k vs. 1,019k)	▲ 4% (1,287k vs. 1,237k)
Deposits		
Deposits	▲ 25%	▲ 6% (24%)*
CASA Mix	▼ 37% from 44%	▼ 37% from 40%
CoD	▲ 4.95% from 3.90%	▲ 4.95% from 4.17%
Assets		
Portfolio	▲ 8%	~0%
Yield	▲ 8.95% from 8.41%	▲ 8.95% from 8.57%
30-Days PAR	▲ 5.00% from 4.77%	▲ 5.00% from 4.83%
NPL	▼ 2.60% from 2.71%	▼ 2.60% from 2.89%
Credit Card Portfolio	▲ 15%	▲ 2% (8%)*
Wage Earner Remittance (USD M)	▲ 26% (\$180 Mn from \$142Mn)	

Strong momentum in customer acquisition & deposits | Customer assets relatively subdued

*Annualized



Treasury & FI Division

Updates




 Strategic positioning in Govt. Securities –Optimizing duration

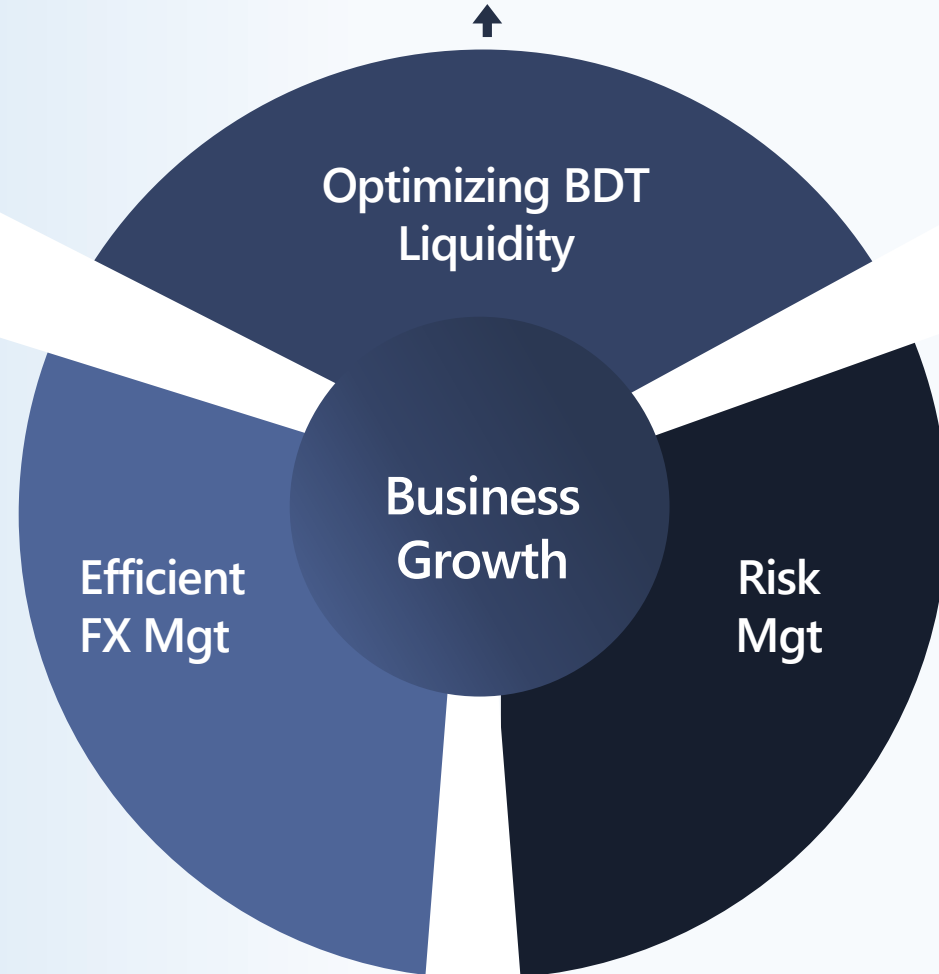

 Use of derivatives (SWAP & REPO) to optimize return


 Dynamic ALM to support growth


 Ensured FX flows to support Business growth


 Arranged \$ 200 Mn long term fund


 Funded trade and OBU growth while market struggled




 Maintained liquidity buffer


 De-risked bank's Exposure


 Strategic FX & NOP management


 Reduced deposit concentration

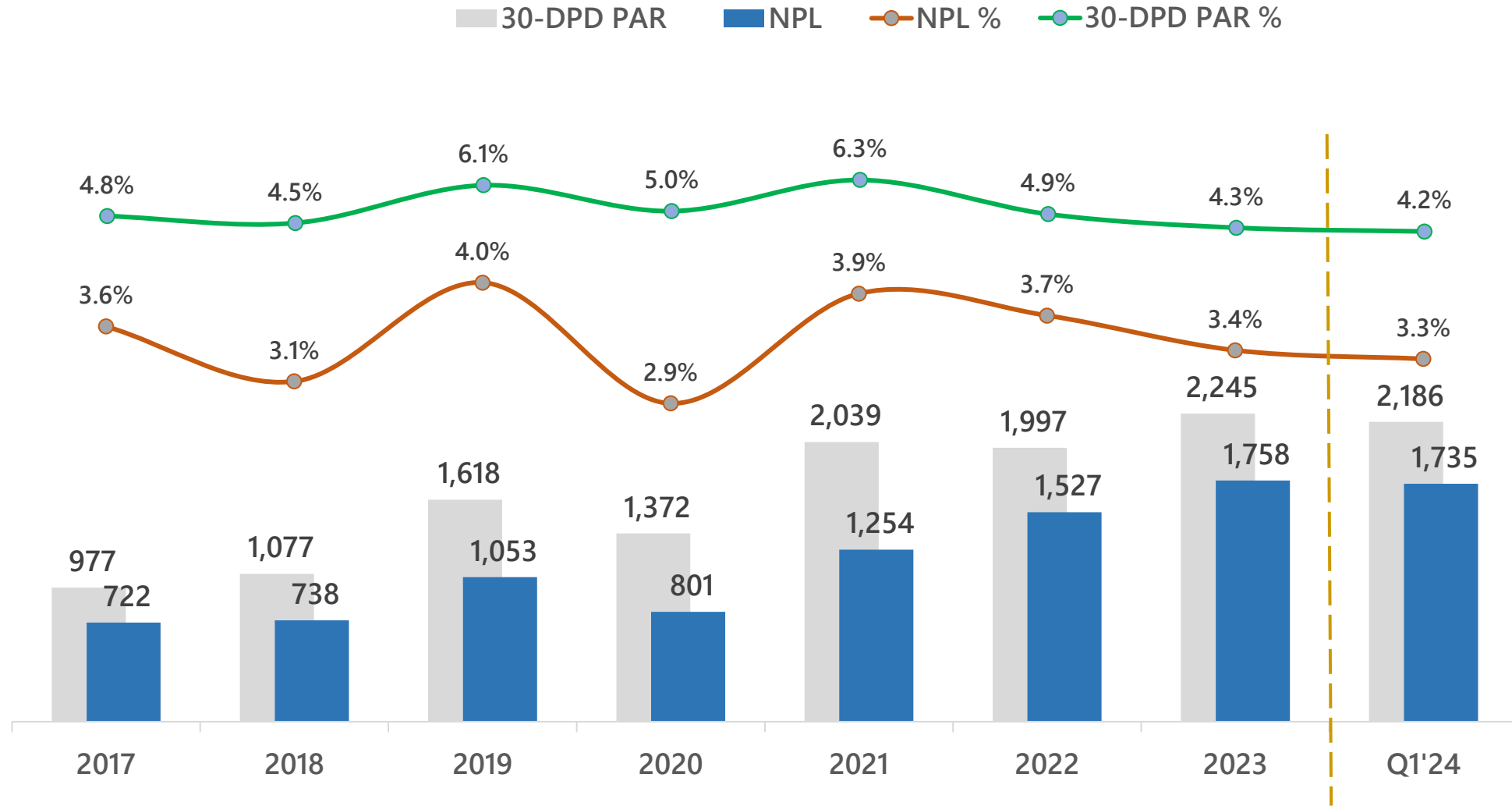


Risk Management Division



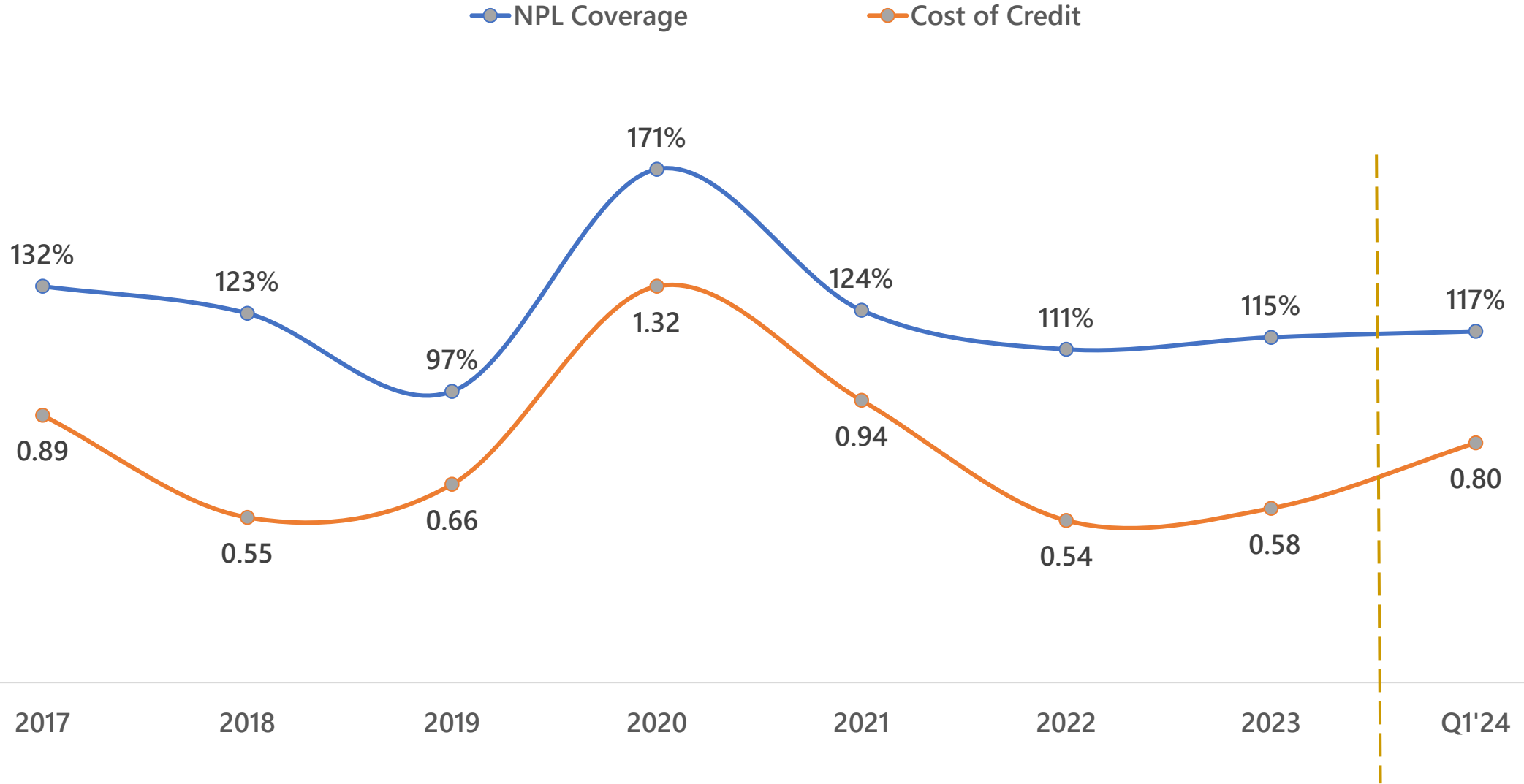
Risk Management: NPL & PAR movement

BDT' Cr (10 Mn)



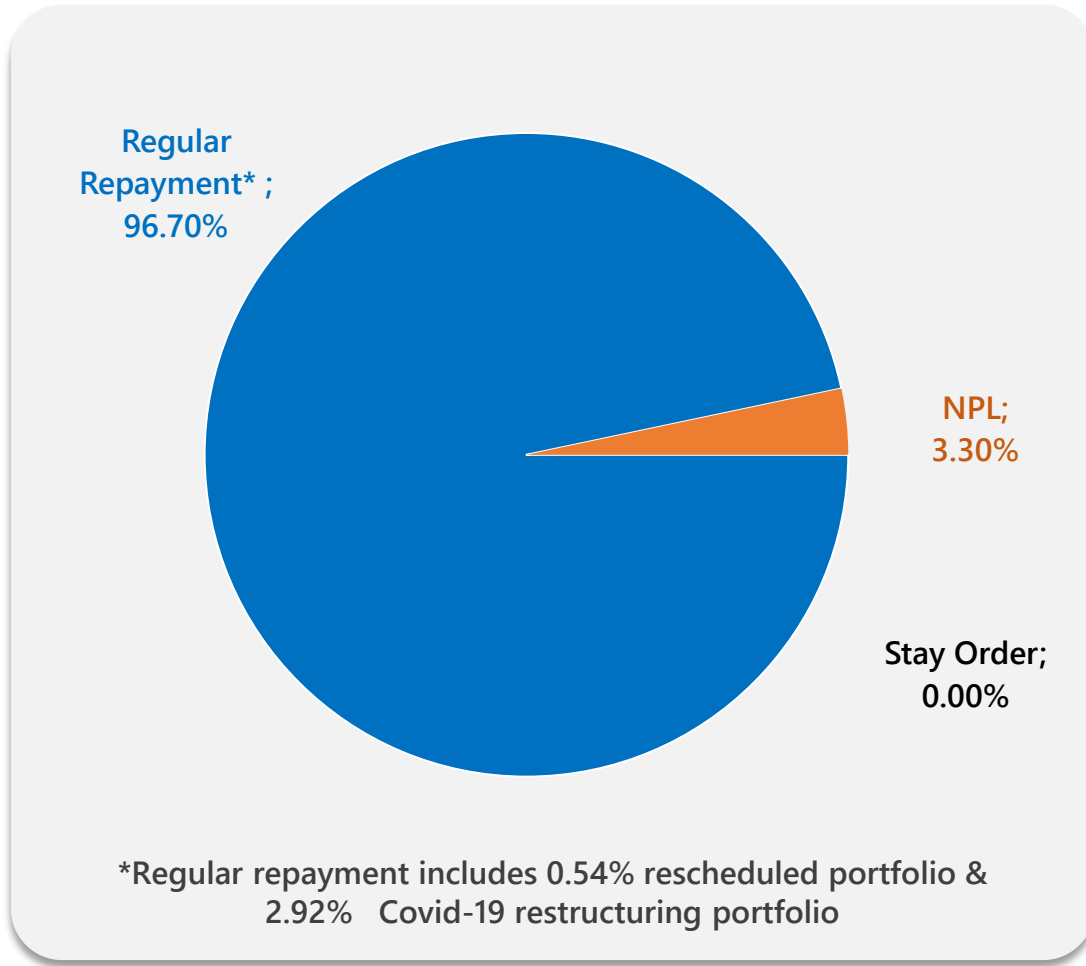
Significant improvement in both PAR & NPL over the last 7years – despite asset portfolio increasing 2.5x

Risk Management: NPL Coverage & Credit Cost



Maintained positive coverage

1. Portfolio Quality



2. Enhanced Risk Management

- Well defined RAS (2024) aligned with industry analysis considering macroeconomic volatility and realignment of strategy.
- NPL management considering impact of macroeconomic variables
- Have built capacity on projecting macro economic variables based on econometric modelling.

3. Risk Modelling under development

- RAROC will be implemented soon
- Bureau based Credit Scoring Model
- Behavioral Scoring Model for SME & Retail Customers
- Early Warning for Personal Loan

Continuous efforts towards monitoring of asset portfolio under volatile macroeconomic condition



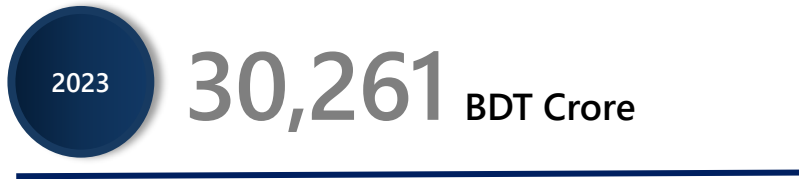
Sustainable Finance

Overview





Sustainable Finance



Sustainable Finance

Against Portfolio

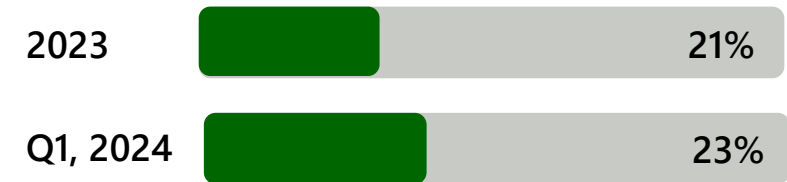


Green Finance



Green Finance

Against Portfolio





Financial Updates

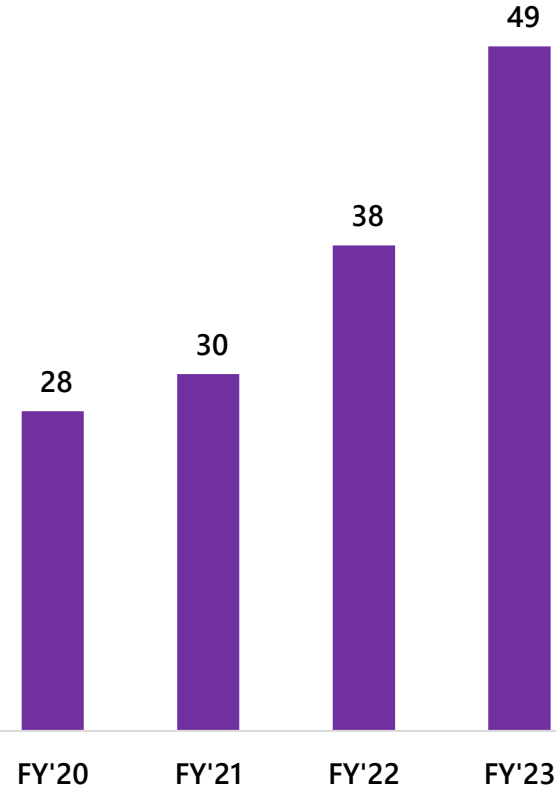


BDT '000 Cr (10 Bn)

BBL

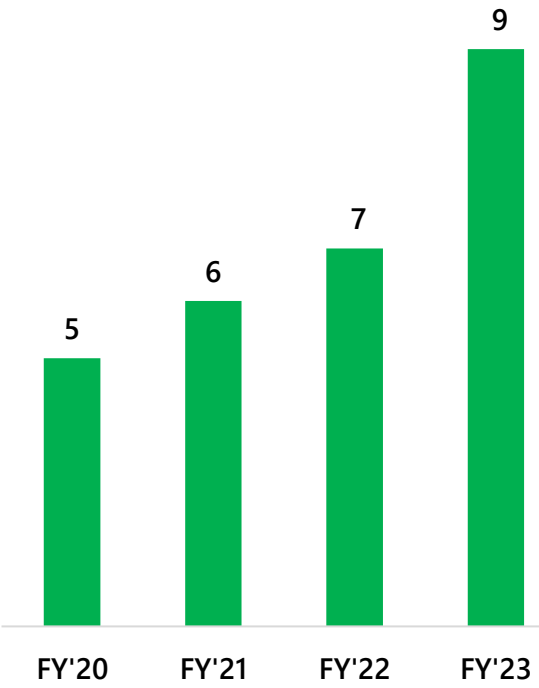
YoY Growth

30%



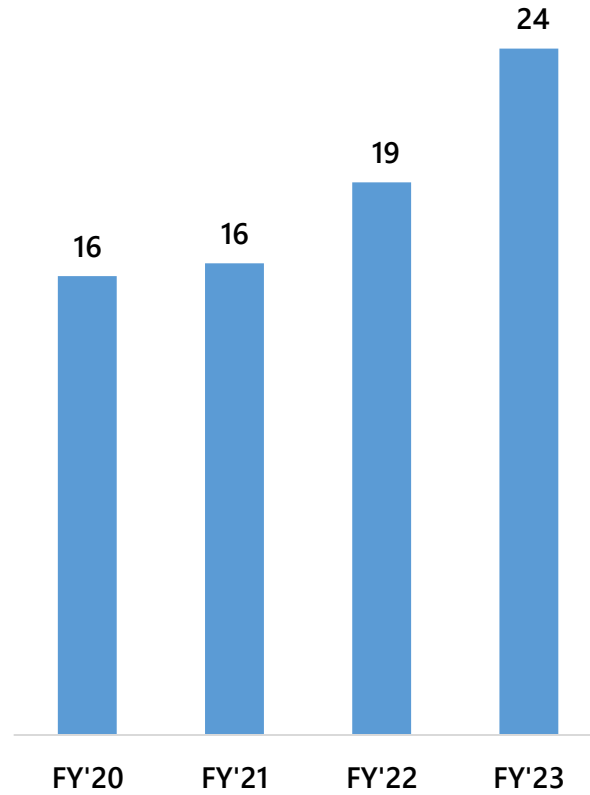
SME

37%



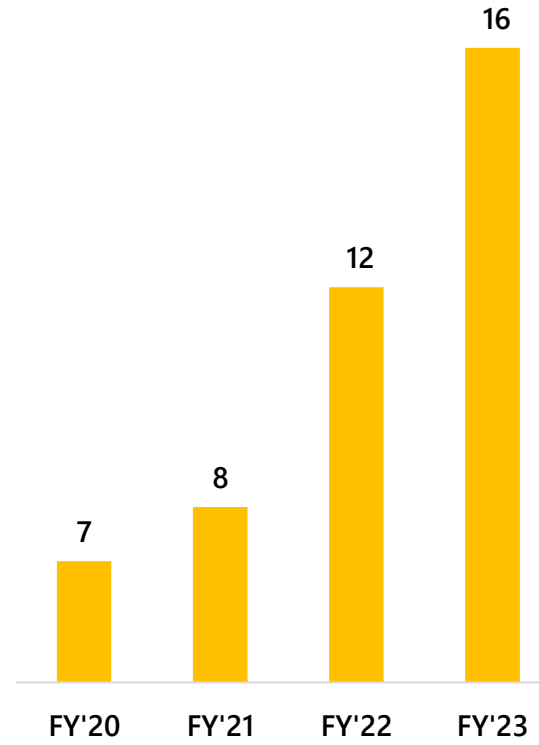
Retail

24%

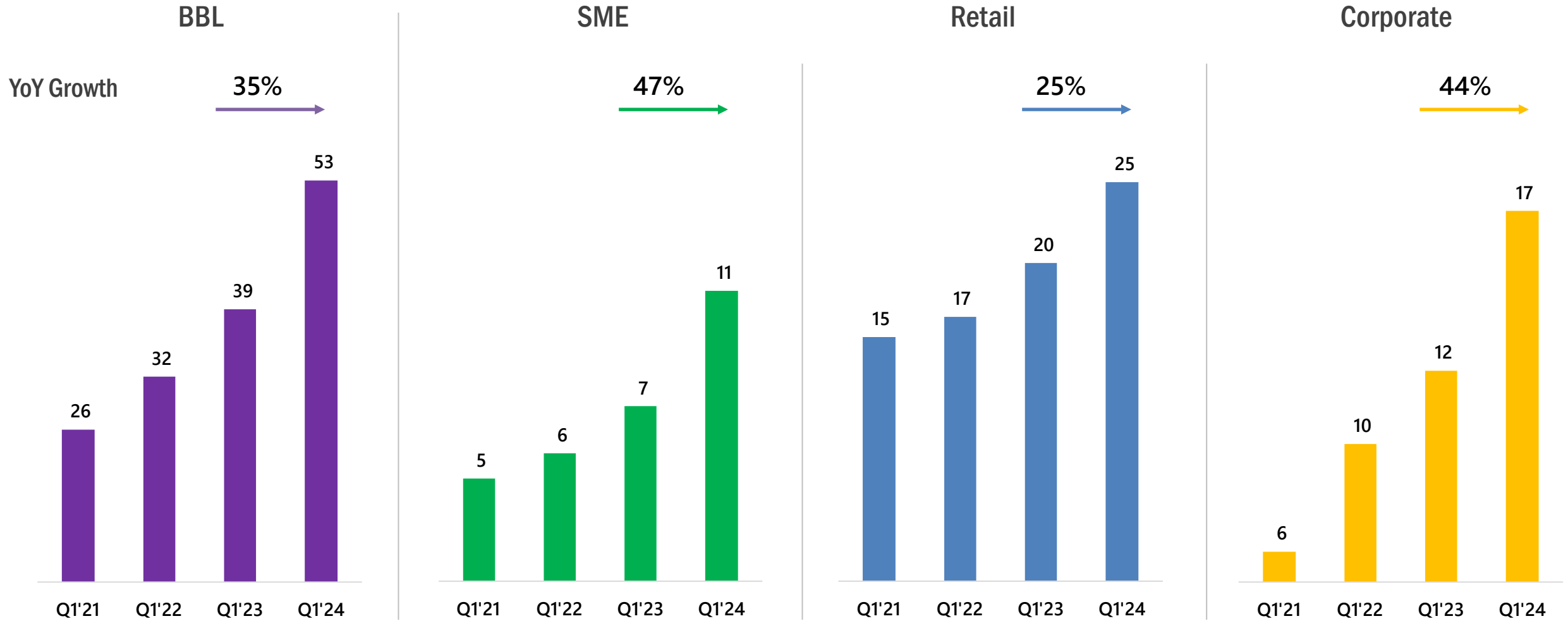


Corporate

35%



BDT '000 Cr (10 Bn)

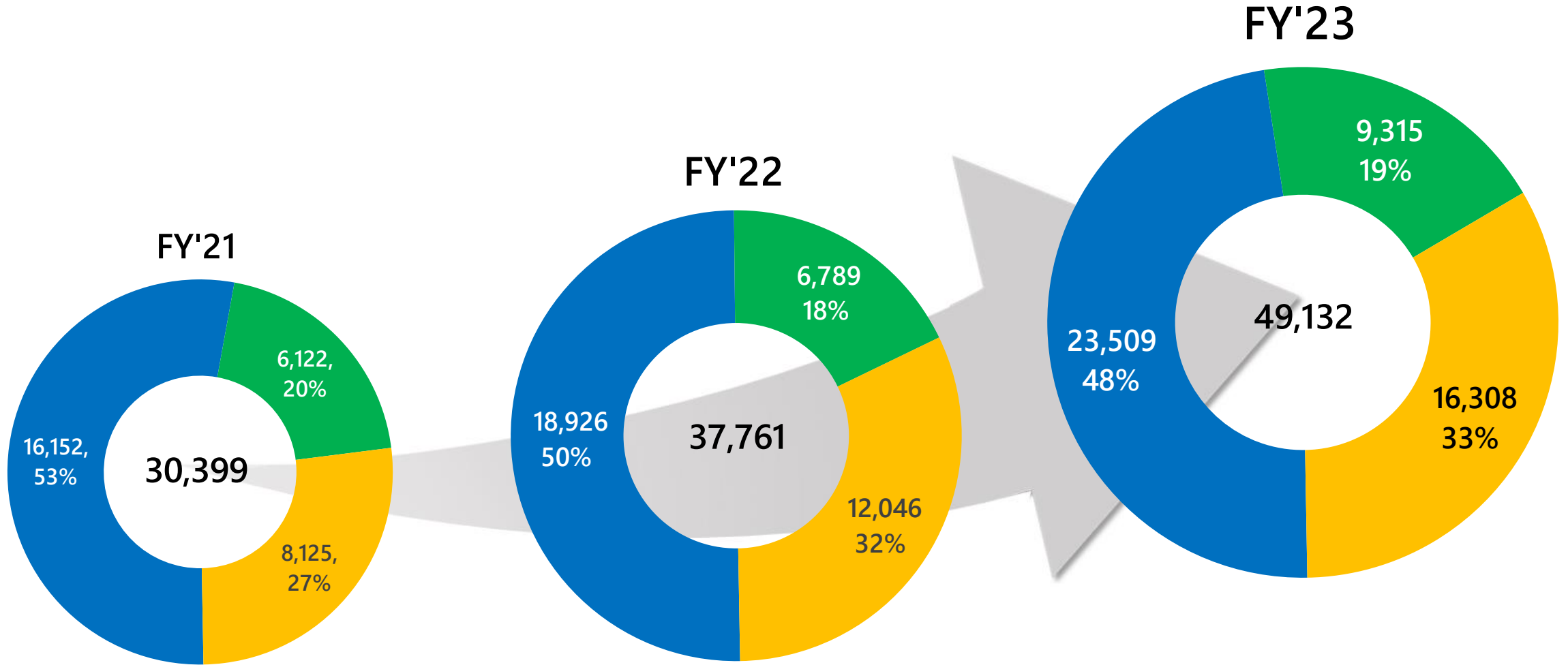


Growth driven by all segments – aligned to strategy

Segmental Customer Deposits Mix (EOP): FY'23

BDT Cr (10 Mn)

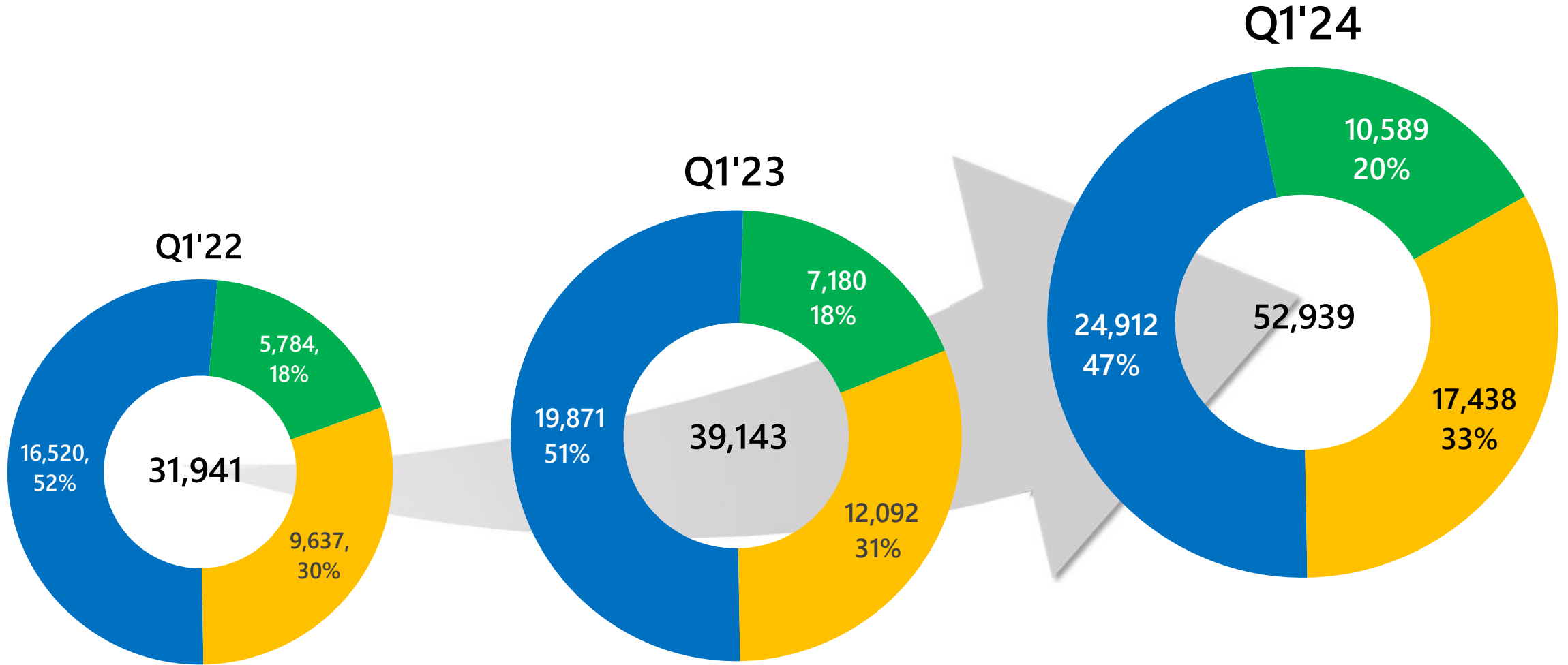
● SME ● Retail ● Corporate



Segmental Customer Deposits Mix (EOP): Q1'24

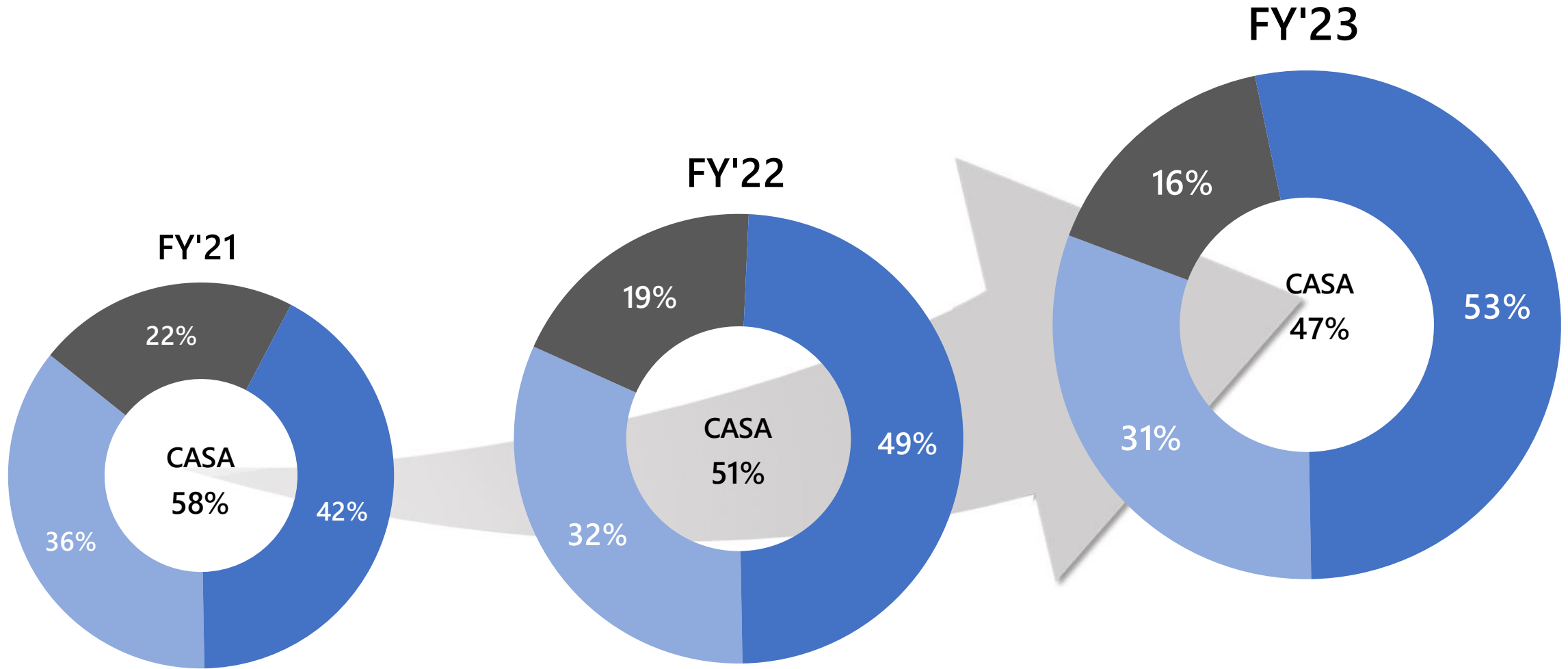
BDT Cr (10 Mn)

● SME ● Retail ● Corporate



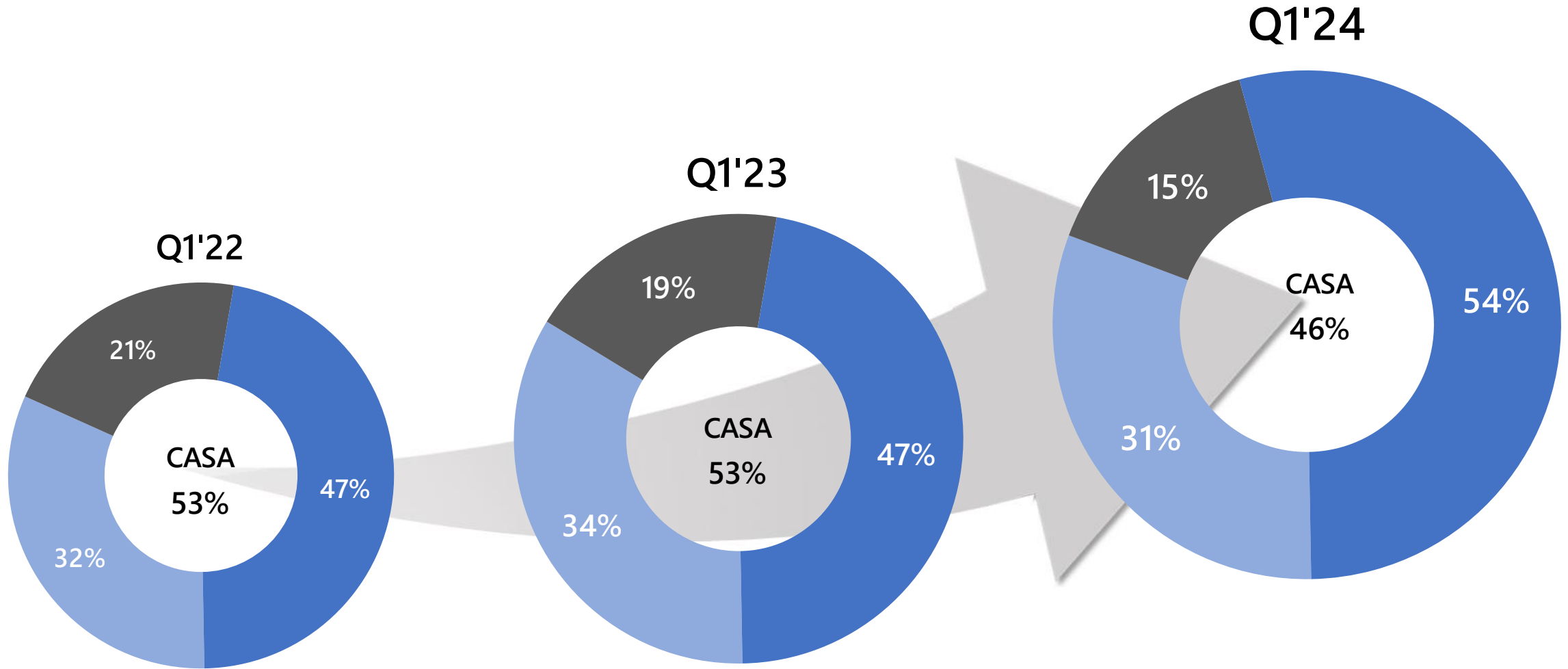
BDT Cr (10 Mn)

● Current ● Savings ● Term



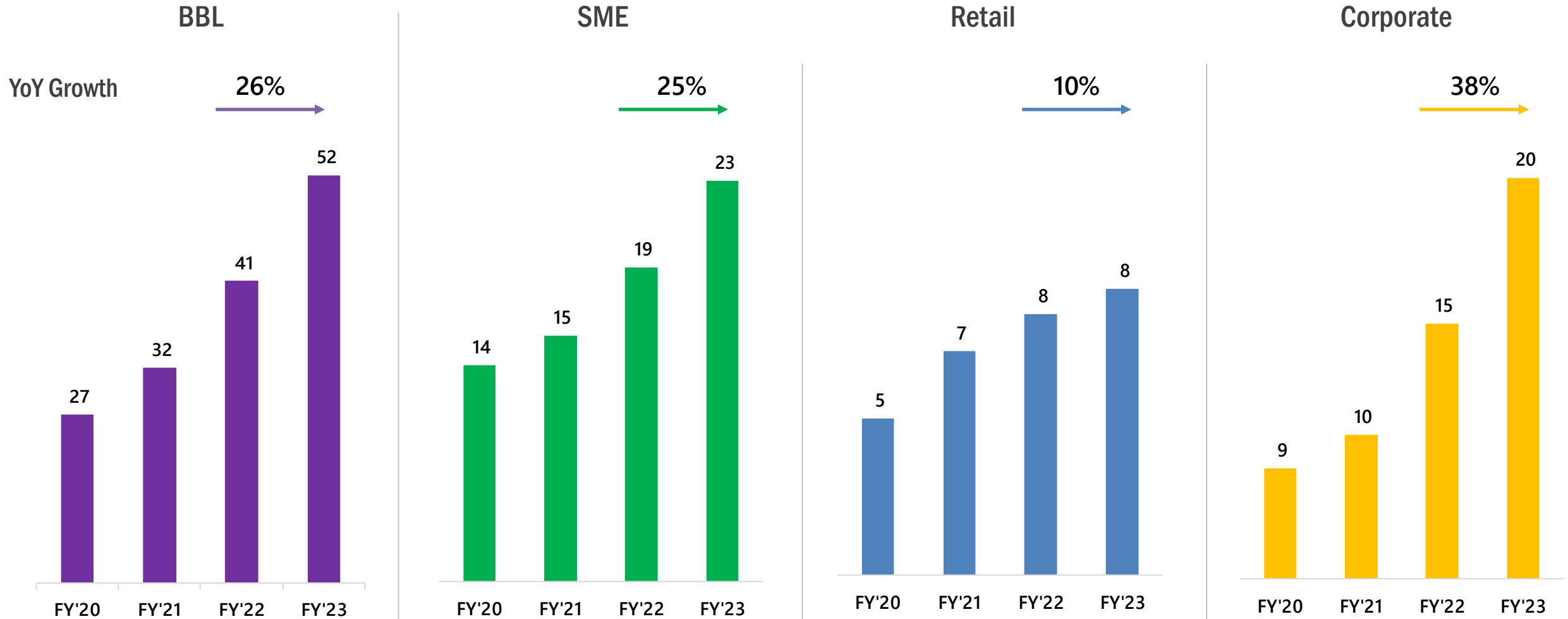
BDT Cr (10 Mn)

● Current ● Savings ● Term



BDT '000 Cr (10 Bn)

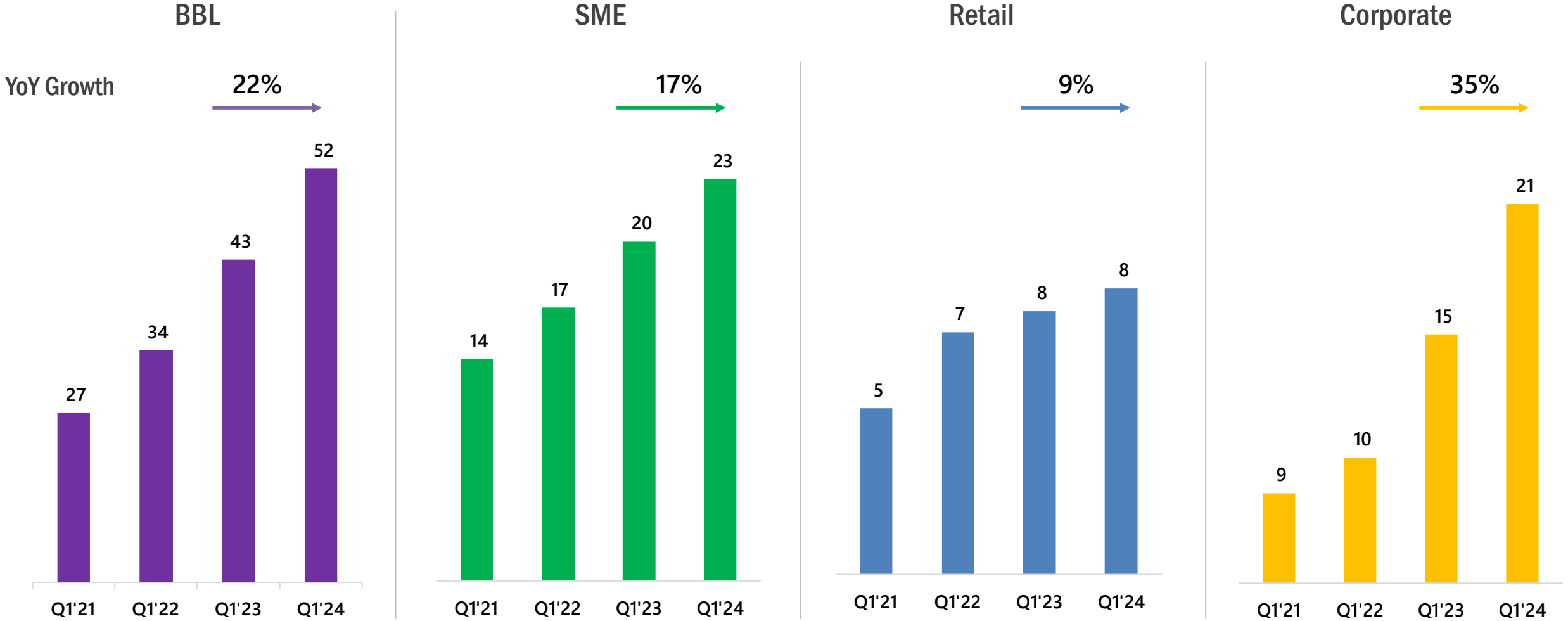
As per BB



Growth driven by all segments – aligned to strategy

BDT '000 Cr (10 Bn)

As per BB

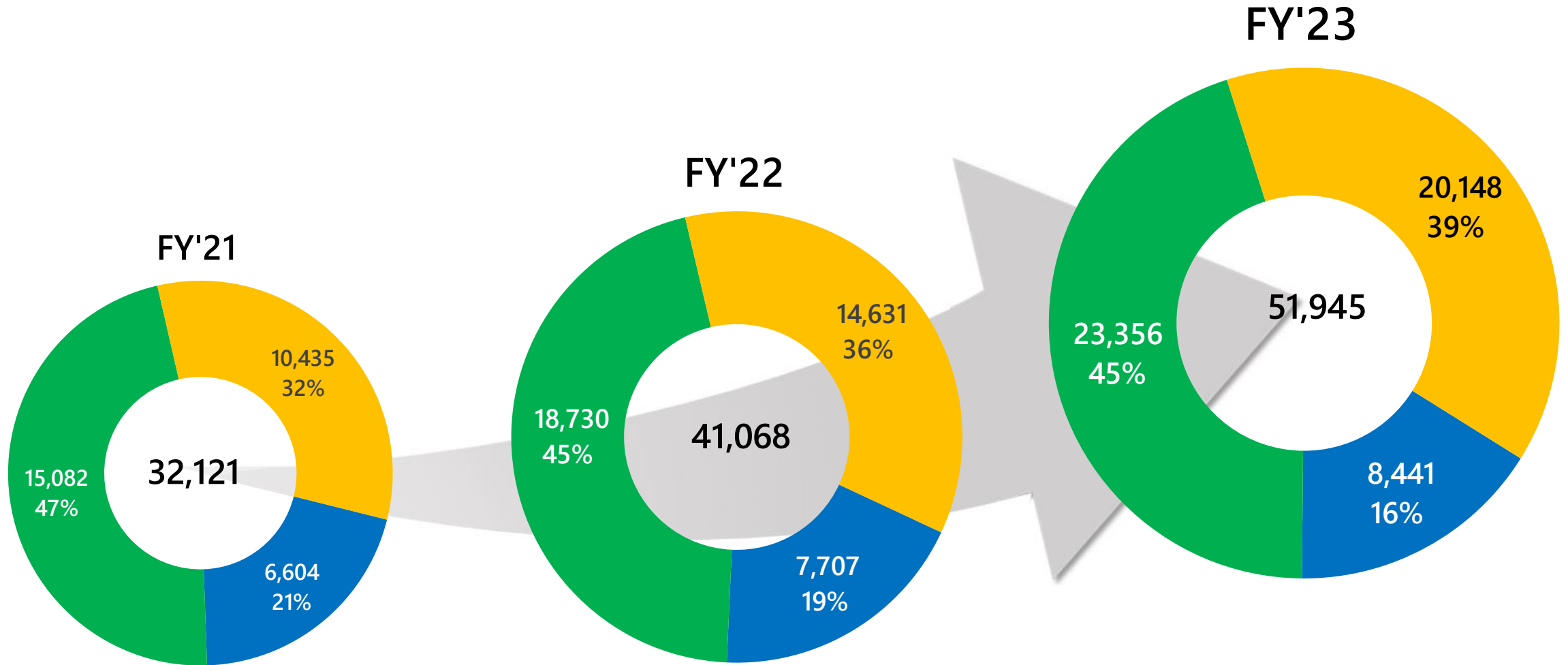


Growth driven by all segments – aligned to strategy

BDT Cr (10 Mn)

As per BB.

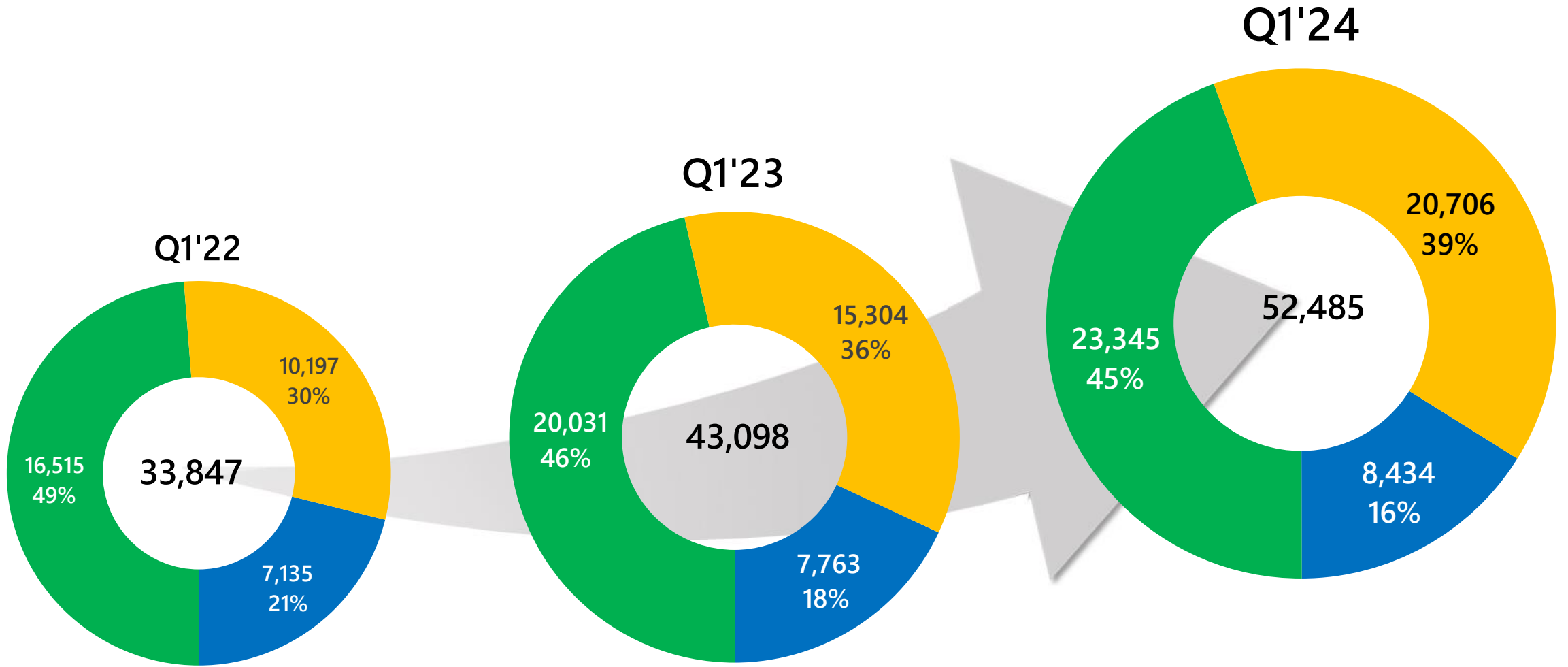
● SME ● Retail ● Corporate



BDT Cr (10 Mn)

As per BB.

● SME ● Retail ● Corporate



BDT' Cr (10 Mn)

BDT 51,391 Cr ▲34%

Deposit (EOP)

Dec' 2022 : BDT 38,447 Cr

BDT 51,945 Cr ▲26%

Loan (EOP)

Dec' 2022 : BDT 41,068 Cr

BDT 3,161 Cr ▲19%

Total Revenue

2022 : BDT 2,657 Cr

BDT 730 Cr ▲27%

PAT

2022 : BDT 576 Cr

BDT 72,672 Cr ▲29%

Total Asset

Dec' 2022 : BDT 56,327 Cr

BDT 5,509 Cr ▲12%

Reg. Capital

Dec' 2022 : BDT 4,912 Cr

2023 : 11.95 %

ROE ▲

2022 : 10.22 %

2023 : 1.13 %

ROA ~

2022 : 1.14%

2023 : 4.54

EPS (BDT) ▲

2022 : 3.58

2023 : 115 %

NPL Coverage* ▲

Dec'22 : 111 %

2023 : 56 %

CIR ▼

2022 : 58 %

2023 : 14.00 %

CRAR ▼

Dec'22 : 14.04 %

2023 : 39.64

NAV (BDT) ▲

Dec'22 : 36.31

2023 : 4.08%

SPREAD ▼

2022 : 4.11 %

* NPL Coverage (Excl. GP) : 72% (Dec'22: 69%)

BDT' Cr (10 Mn)

BDT 52,939 Cr ▲31%*

Cust. Deposit (EOP)

Dec'23 : BDT 49,132 Cr

BDT 52,485 Cr ▲4%*

Loan (EOP)

Dec'23 : BDT 51,946 Cr

BDT 1,025 Cr ▲47%

Total Revenue

Q1'23 : BDT 698 Cr

BDT 272 Cr ▲101%

PAT

Q1'23 : BDT 135 Cr

BDT 77,503 Cr ▲27%*

Total Asset

Dec'23 : BDT 72,672 Cr

BDT 5,876 Cr ▲7%

Reg. Capital

Dec'23 : BDT 5,509 Cr

Q1'24 : 16.71 %

ROE ▲

2023 : 11.95 %

Q1'24 : 1.45 %

ROA ▲

2023 : 1.13 %

Q1'24 : 1.69

EPS (BDT) ▲101%

Q1'23 : 0.84

Mar'24 : 117 %

NPL Coverage ▲

Dec'23 : 115 %

Q1'24 : 46%

CIR ▼

Q1'23 : 61%

Mar'24 : 14.49 %

CRAR ▲

Dec'23 : 14.00 %

Mar'24 : 41.27

NAV (BDT) ▲

Dec'23 : 39.64

Q1'24 : 3.93 %

SPREAD ▼

2023 : 4.08 %

*Annualized

BDT' Cr (10 Mn)

BDT 58,843 Cr ▲32%

Deposit (EOP)

Dec' 2022 : BDT 44,706 Cr

BDT 52,029 Cr ▲26%

Loan (EOP)

Dec' 2022 : BDT 41,208 Cr

BDT 4,645 Cr ▲23%

Total Revenue

2022 : BDT 3,786 Cr

BDT 828 Cr ▲35%

PAT

2022 : BDT 614 Cr

BDT 83,715 Cr ▲28%

Total Asset

Dec'22 : BDT 65,595 Cr

BDT 7,965 Cr ▲8%

Reg. Capital

Dec'22 : BDT 7,370 Cr

2023 : 11.92 %

ROE ▲

2022 : 10.16 %

2023 : 1.02 %

ROA ~

2022 : 1.02%

2023 : 4.73

EPS (BDT) ▲

2022 : 3.75

2023 : 41.36

NAV (BDT) ▲

Dec'22 : 38.03

2023 : 66 %

CIR ▼

2022 : 70 %

2023 : 18.61 %

CRAR ▼

Dec'22 : 19.38 %

BDT' Cr (10 Mn)

BDT 63,525 Cr ▲32%*
Deposit (EOP)

Dec'23 : BDT 58,843 Cr

BDT 52,556 Cr ▲4%*
Loan (EOP)

Dec'23 : BDT 52,029 Cr

BDT 1,482 Cr ▲43%
Total Revenue

Q1'23 : BDT 1,037 Cr

BDT 318 Cr ▲91%
PAT

Q1'23: BDT 167 Cr

BDT 90,822 Cr ▲34%*
Total Asset

Dec'23 : BDT 83,715 Cr

BDT 8,346 Cr ▲5%
Reg. Capital

Dec'23 : BDT 7,965 Cr

Q1'24 : 16.11%

ROE ▲

2023 : 11.92%

Q1'24 : 1.25%

ROA ▲

2023 : 1.02 %

Q1'24 : 1.70

EPS (BDT) ▲91%

Q1'23 : 0.89

Mar'24 : 42.97

NAV (BDT) ▲

Dec'23 : 41.36

Q1'24 : 56 %

CIR ▼

Q1'23 : 69%

Mar'24 : 18.43%

CRAR ▼

Dec'23 : 18.61 %

*Annualized

Particulars	BDT' Cr (10 Mn)						
	Dec'23	Dec'22	Δ Amt	Δ %	Dec'21	Δ Amt	Δ %
Cash and bank balances	4,630	4,803	(173)	-4%	4,256	375	9%
Money at call and short notice	300	683	(383)	-56%	350	(50)	-14%
Investments	11,566	6,429	5,137	80%	5,159	6,407	124%
Customer Loans and advances	51,945	41,068	10,878	26%	32,121	19,824	62%
Fixed assets	763	778	(15)	-2%	745	17	2%
Other assets	3,467	2,566	901	35%	2,276	1,191	52%
Non-banking assets	1	1	(0.1)	-11%	0.5	1	123%
Total Assets	72,672	56,327	16,345	29%	44,908	27,764	62%
Borrowing from banks	10,315	8,087	2,228	28%	4,731	5,584	118%
Affordable housing bond	475	475	-	0%	-	475	100%
Money at Call and Short notice	55	-	55	-	-	55	100%
Deposits and other accounts	51,391	38,447	12,944	34%	31,459	19,932	63%
Other liabilities	4,058	3,477	582	17%	3,276	782	24%
Total Liabilities	66,294	50,485	15,809	31%	39,466	26,828	68%
Total shareholders' equity	6,378	5,842	536	9%	5,442	936	17%
Total Liabilities and Shareholders' Equity	72,672	56,327	16,345	29%	44,908	27,764	62%

Particulars	BDT' Cr (10 Mn)						
	Mar'24	Dec'23	Δ Amt	Δ %	Mar'23	Δ Amt	Δ %
Cash and bank balances	5,043	4,630	413	9%	4,489	554	12%
Money at call and short notice	22	300	(278)	-93%	502	(480)	-96%
Investments	15,723	11,566	4,157	36%	6,545	9,178	140%
Loans and advances	52,485	51,945	539	1%	43,098	9,387	22%
Fixed assets	779	763	16	2%	761	17	2%
Other assets	3,451	3,467	(16)	0%	2,634	817	31%
Non-banking assets	1	1	-	0%	1.1	(0)	-11%
Total Assets	77,503	72,672	4,830	7%	58,029	19,473	34%
Borrowing from banks	11,522	10,315	1,207	12%	8,148	3,374	41%
Affordable housing bond	475	475	-	0%	475	-	0%
BBPLC 2nd subordinated bond	85	-	85	0%	-	85	100%
Money at Call and Short notice	121	55	66	1.20	89	32	36%
Deposits and other accounts	54,463	51,391	3,073	6%	39,751	14,713	37%
Other liabilities	4,197	4,058	138	3%	3,578	619	17%
Total Liabilities	70,864	66,294	4,570	7%	52,041	18,823	36%
Total shareholders' equity	6,639	6,378	261	4%	5,988	651	11%
Total Liabilities and Shareholders' Equity	77,503	72,672	4,830	7%	58,029	19,473	34%

Particulars	BDT' Cr (10 Mn)						
	Dec'23	Dec'22	Δ Amt	Δ %	Dec'21	Δ Amt	Δ %
Cash and bank balances	7,450	8,482	(1,033)	-12%	10,172	(2,722)	-27%
Money at call and short notice	300	683	(383)	-56%	350	(50)	-14%
Investments	19,114	11,655	7,459	64%	7,007	12,108	173%
Customer Loans and advances	52,029	41,208	10,820	26%	32,214	19,815	62%
Fixed Asset	1,302	1,346	(44)	-3%	1,283	18	1%
Other assets	3,382	2,082	1,300	62%	1,622	1,759	108%
Non-banking assets	1	1	(0.1)	-11%	0.5	0.56	123%
Goodwill	137	137	-	0%	143	(5)	-4%
Total Assets	83,715	65,595	18,119	28%	52,791	30,923	59%
Borrowing	10,335	8,109	2,226	27%	4,733	5,603	118%
Affordable housing bond	475	475	-	0%	-	475	100%
Money at call and on short notice	55	-	55	-	-	55	100%
Deposit and other accounts	58,843	44,706	14,137	32%	36,433	22,410	62%
Other liabilities	5,304	4,198	1,106	26%	3,931	1,373	35%
Total Shareholders' Equity	6,654	6,119	536	9%	5,719	935	16%
Non Controlling interest	2,048	1,988	60	3%	1,976	72	4%
Total Liabilities and Equity	83,715	65,595	18,119	28%	52,791	30,923	59%

Particulars	BDT' Cr (10 Mn)						
	Mar'24	Dec'23	Δ Amt	Δ %	Mar'23	Δ Amt	Δ %
Cash and bank balances	7,845	7,450	395	5%	7,933	(88)	-1%
Money at call and short notice	22	300	(278)	-93%	502	(480)	-96%
Investments	24,223	19,114	5,108	27%	12,690	11,533	91%
Loans and advances	52,556	52,029	528	1%	43,247	9,310	22%
Fixed Asset	1,340	1,302	38	3%	1,320	20	2%
Other assets	4,697	3,382	1,316	39%	2,376	2,322	98%
Non-banking assets	1	1	-	0%	1.1	(0.12)	-11%
Goodwill	137	137	-	0%	137	-	0%
Total Assets	90,822	83,715	7,108	8%	68,206	22,616	33%
Borrowing	11,525	10,335	1,190	12%	8,180	3,345	41%
Affordable housing bond	475	475	-	0%	475	-	100%
BBPLC 2nd subordinated bond	85	-	85	-	-	85	100%
Money at call and on short notice	121	55	66	-	89	32	36%
Deposit and other accounts	63,525	58,843	4,682	8%	46,885	16,640	35%
Other liabilities	6,085	5,304	781	15%	4,302	1,783	41%
Total Shareholders' Equity	6,914	6,654	260	4%	6,265	649	10%
Non Controlling interest	2,093	2,048	45	2%	2,011	82	4%
Total Liabilities and Equity	90,822	83,715	7,108	8%	68,206	22,616	33%

BDT' Cr (10 Mn)

Particulars	YoY Dec'23	YoY Dec'22	Δ Amt	Δ %	YoY Dec'21	Δ Amt	Δ %
Net interest income	1,772	1,523	248	16%	1,400	372	27%
Investment income	758	518	239	46%	578	180	31%
Commission, exchange and brokerage	617	588	29	5%	344	273	79%
Other operating income	14	27	(12)	-46%	15	(0)	-1%
Total operating income	3,161	2,657	504	19%	2,336	825	35%
Staff Cost	1,015	865	150	17%	665	351	53%
Other Operating Cost	753	679	74	11%	577	175	30%
Total operating expenses	1,768	1,544	224	15%	1,242	526	42%
Profit/(loss) before provisions	1,393	1,113	280	25%	1,094	299	27%
General Provision inc. off-balance sheet	88	78	10	13%	75	13	17%
Specific Provision	285	218	67	31%	302	(17)	-6%
Write off recovery	(84)	(81)	(3)	-4%	(71)	(14)	-19%
Other Provision	3.5	4	(1)	-13%	(0.8)	4.3	-528%
Total provision	292	219	73	33%	305	(14)	-4%
Profit/(loss) before taxes	1,101	894	207	23%	789	312	40%
Provision for Tax	371	318	53	17%	234	137	58%
Profit/(loss) after taxes	730	576	154	27%	555	176	32%
Earnings Per Share (EPS)	4.54	3.58	0.96	27%	3.71	0.83	22%
Effective Tax Rate (ETR)	33.7%	35.5%			29.7%		

BDT Cr (10 Mn)

Particulars	Q1'24	Q1'23	Δ Amt	Δ %	Q1'22	Δ Amt	Δ %
Net interest income	396	417	(21)	-5%	370	26	7%
Investment income	387	150	236	157%	140	246	176%
Commission, exchange and brokerage	237	128	109	85%	105	132	126%
Other operating income	5	2	2	98%	3	1	41%
Total operating income	1,025	698	327	47%	619	406	66%
Staff Cost	268	229	39	17%	192	76	40%
Other Operating Cost	203	194	9	5%	159	44	27%
Total operating expenses	471	423	48	11%	352	120	34%
Profit/(loss) before provisions	553	275	278	101%	267	286	107%
General Provision inc. off-balance sheet	12	16	(4)	-25%	28	(16)	-57%
Specific Provision	104	73	31	43%	54	51	94%
Write off recovery	(13)	(18)	5	29%	(20)	8	37%
Other Provision	15.8	0	16	6483%	(0.1)	15.9	-15874%
Total provision	120	71	48	67%	61	58	95%
Profit/(loss) before taxes	434	203	230	113%	206	228	111%
Provision for Tax	162	68	94	137%	72	90	125%
Profit/(loss) after taxes	272	135	137	101%	134	138	103%
Earnings Per Share (EPS)	1.69	0.84	0.85	101%	0.89	0.80	89%
Effective Tax Rate (ETR)	37.3%	33.6%			34.9%		

BDT' Cr (10 Mn)

Particulars	YoY Dec'23	YoY Dec'22	Δ Amt	Δ %	YoY Dec'21	Δ Amt	Δ %
Net interest income	2,055	1,842	213	12%	1,631	424	26%
Investment income	1,269	759	510	67%	714	555	78%
Commission, exchange and brokerage	1,304	1,152	152	13%	799	505	63%
Other operating income	17	33	(16)	-48%	18	(1)	-4%
Total operating income	4,645	3,786	859	23%	3,162	1,483	47%
Staff Cost	1,454	1,254	199	16%	991	463	47%
Other Operating Cost	1,618	1,385	233	17%	1,161	457	39%
Total operating expenses	3,072	2,639	433	16%	2,152	920	43%
Operating profit	1,573	1,146	426	37%	1,011	562	56%
Share of profit/(loss) of associates	1.9	0.5	1.38	-283%	0.4	1.5	366%
Gain/(loss) on disposal of associates	-	0	(0)	-100%	1.7	(1.7)	-100%
Profit/(loss) before provisions	1,575	1,147	428	37%	1,013	561	55%
General Provision inc. off-balance sheet	88	78	10	13%	75	13	17%
Specific Provision	285	217	68	31%	318	(33)	-10%
Write off recovery	(84)	(81)	(3)	-4%	(71)	(14)	-19%
Other Provision	4.0	5	(1)	-13%	(0)	4	-1116%
Total provision	292	219	73	34%	322	(30)	-9%
Profit/(loss) before taxes	1,282	928	354	38%	691	591	86%
Provision for Tax	455	314	141	45%	226	229	101%
Profit/(loss) after taxes	828	614	213	35%	465	363	78%
Earnings Per Share (EPS)	4.73	3.75	0.98	26%	3.65	1.08	30%

BDT' Cr (10 Mn)

Particulars	Q1'24	Q1'23	Δ Amt	Δ %	Q1'22	Δ Amt	Δ %
Net interest income	458	491	(33)	-7%	455	3	1%
Investment income	536	262	275	105%	170	367	216%
Commission, exchange and brokerage	482	281	201	71%	219	263	120%
Other operating income	6	4	2	43%	4	2	48%
Total operating income	1,482	1,037	444	43%	848	634	75%
Staff Cost	401	336	65	19%	286	114	40%
Other Operating Cost	432	377	55	15%	331	102	31%
Total operating expenses	833	712	120	17%	617	216	35%
Operating profit	649	325	324	100%	231	418	181%
Share of profit/(loss) of associates	(1.0)	(0.6)	(0.32)	-50%	(0.4)	(0.6)	158%
Gain/(loss) on disposal of associates	-	-	-	0%	-	-	0%
Profit/(loss) before provisions	648	324	324	100%	230	418	181%
General Provision inc. off-balance sheet	12	16	(4)	-25%	28	(16)	-57%
Specific Provision	104	74	31	42%	54	51	94%
Write off recovery	(13)	(18)	5	29%	(20)	8	37%
Other Provision	15.9	0	16	6535%	(0)	16	-15999%
Total provision	120	72	47	66%	61	58	96%
Profit/(loss) before taxes	529	252	276	110%	169	359	213%
Provision for Tax	211	85	125	147%	72	138	191%
Profit/(loss) after taxes	318	167	151	91%	97	221	229%
Earnings Per Share (EPS)	1.70	0.89	0.81	91%	0.77	0.93	120%

CONSO Financials with each company's contribution FY'23

BDT' Cr (10 Mn)

Subsidiary	Dec'23		Dec'22		Δ Amt	
	PAT	BBL's Share in PAT	PAT	BBL's Share in PAT	PAT	BBL's Share in PAT
BRAC EPL Investments Limited	(1)	(1)	27	27	(28)	(28)
BRAC EPL Stock Brokerage Limited	4	4	8	7	(3)	(3)
BRAC SAAJAN Exchange Limited	(12)	(11)	(9)	(8)	(3)	(3)
bKash Limited	104	37	17	6	87	31
Sub-Total	95	29	43	32	53	(3)
BRAC Bank Ltd	730	730	576	576	154	154
Goodwill Impairment of BRAC Saajan	-	-	(5)	(5)	5	5
Share of profit/(loss) of associates	1.9	1.9	0.7	0.7	1.2	1.2
CONSO PAT	828	761	614	603	213	158
Contribution from Subsidiary in CONSO PAT	11.51%	3.78%	6.95%	5.26%		

CONSO Financials with each company's contribution Q1'24

BDT' Cr (10 Mn)

Subsidiary	Q1'24		Q1'23		Δ Amt	
	PAT	BBL's Share in PAT	PAT	BBL's Share in PAT	PAT	BBL's Share in PAT
BRAC EPL Investments Limited	(19)	(19)	(2)	(2)	(17)	(17)
BRAC EPL Stock Brokerage Limited	(3)	(2)	(1)	(1)	(2)	(2)
BRAC SAAJAN Exchange Limited	(2)	(2)	(1)	(1)	(1)	(1)
bKash Limited	70	25	36	13	34	12
Sub-Total	47	2	32	9	15	(7)
BRAC Bank Ltd	272	272	135	135	137	137
Goodwill Impairment of BRAC Saajan	-	-	-	-	-	-
Share of profit/(loss) of associates	(1.0)	(1.0)	(0.6)	(0.6)	(0.3)	(0.3)
CONSO PAT	318	273	167	144	151	130
Contribution from Subsidiary in CONSO PAT	14.79%	0.87%	19.32%	6.46%		



bKash
Updates



FY'23

74.1 Mn
Customers
(EOP)

39.3 Mn
Active customers
(EOP)

64.7%
Market share in
Tnx. Vol

793.6K
Merchants
(EOP)

723.6 Bn
Avg. Monthly Tnx Vol
(BDT)

364.2k
Agents
(EOP)

Q1'24

75.2 Mn
Customers
(EOP)

40.4 Mn
Active customers
(EOP)

62.7%
Market share in
Tnx. Vol

855.2K
Merchants
(EOP)

841.5 Bn
Avg. Monthly Tnx Vol
(BDT)

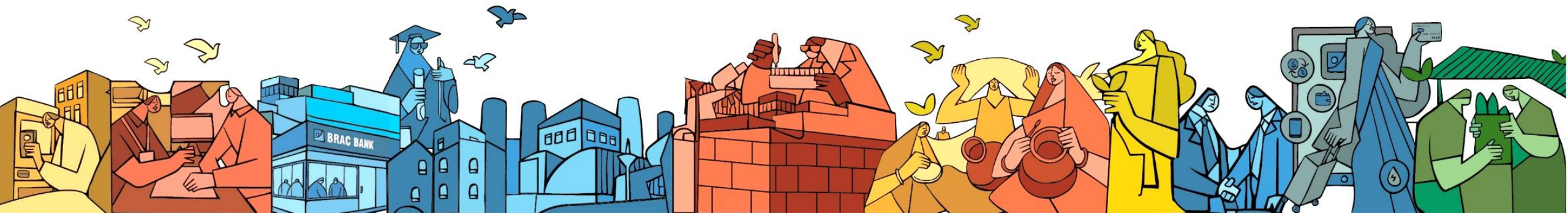
378.9k
Agents
(EOP)

BDT Cr (10 Mn)

Particulars	FY'23	FY'22	Δ Amt	Δ % over FY'22
Gross revenue	4,762	3,910	852	22%
VAT	571	479	92	19%
Revenue	4,191	3,431	760	22%
Cost of services	2,932	2,493	439	18%
Gross profit	1,259	938	321	34%
Operating and administrative expenses	872	734	138	19%
Commercial expenses	356	281	75	27%
Operating profit	31	(77)	108	140%
Net finance income	162	121	41	34%
Profit before contribution to WPPF	193	44	149	339%
Contribution to WPPF	10	2	8	400%
Profit before tax	183	42	141	336%
Income tax expense/(income)	79	25	54	216%
Profit after tax	104	17	87	512%

BDT Cr (10 Mn)

Particulars	Q1'24	Q1'23	Δ Amt	Δ % over Q1'23
Gross revenue	1,379	1,115	264	24%
VAT	165	135	30	22%
Revenue	1,214	980	234	24%
Cost of services	800	697	104	15%
Gross profit	414	283	130	46%
Operating and administrative expenses	255	199	56	28%
Commercial expenses	82	71	11	15%
Operating profit	76	13	64	506%
Net finance income	46	42	4	10%
Profit before contribution to WPPF	122	54	68	125%
Contribution to WPPF	6	3	3	125%
Profit before tax	116	52	64	125%
Income tax expense/(income)	46	16	30	192%
Profit after tax	70	36	34	95%



▶ Outlook ▶

Thank You

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Q&A



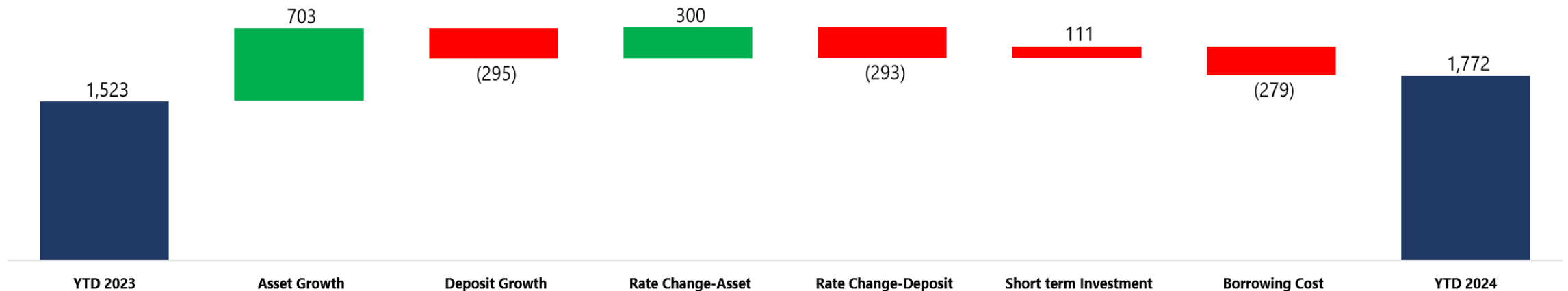
Appendix



Total Revenue – Breakdown FY'23

BDT Cr (10 Mn)

Particulars	2023	2022	Δ Amt	Δ % Over 2022
Interest income	3,909	2,846	1,062	37%
Interest paid on deposits and borrowing etc.	(2,137)	(1,323)	(814)	-62%
Net interest income	1,772	1,523	248	16%
Investment income	758	518	239	46%
Commission and brokerage	617	588	29	5%
Other operating income	14	27	(12)	-46%
Total Revenue	3,161	2,657	504	19%



Total Revenue – Breakdown Q1'24

BDT' Cr (10 Mn)

Particulars	Q1'24	Q1'23	Δ Amt	Δ % Over Q1'23
Interest income	1,180	857	324	38%
Interest paid on deposits and borrowing etc.	784	440	345	78%
Net interest income	396	417	-21	-5%
Investment income	387	150	236	157%
Commission and brokerage	237	128	109	85%
Other operating income	5	2	2	98%
Total Revenue	1,025	698	327	47%

