# CITIBANK, N.A. - PAKISTAN BRANCHES (INCORPORATED IN THE U.S.A. THE LIABILITY OF MEMBERS BEING LIMITED) CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2011

|   | Note                    | (Un-audited)<br>March 31,<br>2011<br>(Rupees  | (Audited)<br>December 31,<br>2010<br>s in '000)   |
|---|-------------------------|---|---|
| ASSETS  |                         |   |   |
| Cash and balances with treasury banks<br>Balances with other banks<br>Lendings to financial institutions<br>Investments - net<br>Advances - net<br>Fixed assets<br>Deferred tax assets - net<br>Other assets          | 7<br>8<br>9<br>10<br>11 | 8,201,739<br>475,048<br>21,532,747<br>36,884,477<br>19,261,657<br>829,937<br>3,743,069<br>3,723,735<br>94,652,409 | 7,001,789<br>1,396,604<br>11,410,316<br>50,236,317<br>19,244,213<br>865,640<br>3,693,968<br>3,505,065<br>97,353,912 |
| LIABILITIES   |                         |   |   |
| Bills payable<br>Borrowings from financial institutions<br>Deposits and other accounts<br>Sub-ordinated loans<br>Liabilities against assets subject to finance lease<br>Deferred tax liabilities<br>Other liabilities | 13<br>14                | 1,756,681<br>4,436,631<br>64,412,714<br>-<br>-<br>14,661,269<br>85,267,295  | 1,164,263<br>4,342,038<br>68,304,814<br>-<br>-<br>14,677,325<br>88,488,440  |
| NET ASSETS  |                         | 9,385,114   | 8,865,472   |
| REPRESENTED BY  |                         |   |   |
| Head office capital account<br>Reserves<br>Unremitted profit<br>Deficit on revaluation of securities - net  |                         | 6,812,671<br>125,573<br>2,686,299<br>9,624,543<br>(239,429)<br>9,385,114  | 6,812,671<br>125,573<br>2,201,511<br>9,139,755<br>(274,283)<br>8,865,472  |
| CONTINGENCIES AND COMMITMENTS   | 15                      |   |   |

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.

ARIF USMANI Managing Director and Citi Country Officer ANJUM HAI Chief Financial Officer

## CITIBANK, N.A. - PAKISTAN BRANCHES (INCORPORATED IN THE U.S.A. THE LIABILITY OF MEMBERS BEING LIMITED) CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2011

|   |      | Quarter ended        |                      |  |
|---|------|----------------------|----------------------|--|
|   | Note | March 31,<br>2011    | March 31,<br>2010    |  |
|   |      | (Rupees in '000)     |                      |  |
| Mark-up / return / interest earned                                |      | 2,633,229            | 2,191,329            |  |
| Mark-up / return / interest expensed                              |      | 1,169,531            | 979,533              |  |
| Net mark-up / return / interest income                            | _    | 1,463,698            | 1,211,796            |  |
| Provision against advances - net                                  | Γ    | 67,381               | 469,053              |  |
| Provision for diminution in the value of                          |      |                      |                      |  |
| investment - net  |      | -                    | -                    |  |
| Bad debts written off directly                                    | L    | 23,562               | 3,421                |  |
| Net meet on the transformer of the meet in the                    | -    | 90,943               | 472,474              |  |
| Net mark-up / interest income after provisions                    |      | 1,372,755            | 739,322              |  |
| NON MARK-UP / INTEREST INCOME                                     |      |                      |                      |  |
| Fee, commission and brokerage income                              | Г    | 151,840              | 207,672              |  |
| Income from dealing in foreign currencies                         | 16   | 732,134              | 542,532              |  |
| Dividend income   |      | -                    | -                    |  |
| Gain on sale of government securities                             |      | (5,019)              | 2,808                |  |
| Gain on sale of shares  |      | -                    | 229,715              |  |
| Unrealised gain / (loss) on revaluation of                        |      | 0.544                | (0.040)              |  |
| investments classified as held for trading<br>Other income / cost | 17   | 6,541                | (6,246)              |  |
| Total non mark-up / interest income - net                         | 17 L | (584,925)<br>300,571 | (492,618)<br>483,863 |  |
| Total non-mark-up / interest income - net                         | _    | 500,571              | 403,003              |  |
|   | -    | 1,673,326            | 1,223,185            |  |
| NON MARK-UP / INTEREST EXPENSES                                   |      |                      |                      |  |
| Administrative expenses   |      | 921,015              | 936,141              |  |
| Provision for diminution in the                                   |      |                      |                      |  |
| value of non-banking assets                                       |      | (1,869)              | 471                  |  |
| Other charges   | L    | 9,402                | 8,255                |  |
| Total non mark-up / interest expenses                             |      | 928,548              | 944,867              |  |
| PROFIT BEFORE TAXATION  | -    | 744,778              | 278,318              |  |
| Taxation  | _    |                      |                      |  |
| - Current   |      | 327,859              | 181,753              |  |
| - Prior year  |      | -                    | -                    |  |
| - Deferred  | L    | (67,869)             | (85,772)             |  |
|   |      | 259,990              | 95,981               |  |
| PROFIT AFTER TAXATION   | =    | 484,788              | 182,337              |  |

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.

ARIF USMANI Managing Director and Citi Country Officer ANJUM HAI Chief Financial Officer

## CITIBANK, N.A. - PAKISTAN BRANCHES (INCORPORATED IN THE U.S.A. THE LIABILITY OF MEMBERS BEING LIMITED) CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2011

|   | Quarter                      | ended                         |
|---|------------------------------|-------------------------------|
|   | March 31,<br>2011<br>(Rupees | March 31,<br>2010<br>in '000) |
| Profit for the period after taxation  | 484,788                      | 182,337                       |
| Components of comprehensive income not<br>reflected in equity<br>(Deficit) / surplus on revaluation of available for sale |                              |                               |
| securities - net of tax   | 34,854                       | (66,661)                      |
| Total comprehensive income for the period   | 519,642                      | 115,676                       |

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.

ARIF USMANI Managing Director and Citi Country Officer ANJUM HAI Chief Financial Officer

# CITIBANK, N.A. - PAKISTAN BRANCHES (INCORPORATED IN THE U.S.A. THE LIABILITY OF MEMBERS BEING LIMITED) CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2011

| FOR THE QUARTER ENDED MARCH 31, 2011   | Quarter      | ended       |
|--|--------------|-------------|
|  | March 31,    | March 31,   |
|  | 2011         | 2010        |
|  | (Rupees      | in '000)    |
| CASH FLOW FROM OPERATING ACTIVITIES  |              |             |
| Profit before taxation   | 744,778      | 278,318     |
| Adjustments  |              |             |
| Depreciation   | 78,984       | 117,949     |
| Amortisation   | 11,727       | 13,156      |
| Provision against advances - net   | 67,381       | 469,053     |
| Reversal / provision for diminution in the value of non-banking assets             | (1,869)      | 471         |
| Unrealised (gain) / loss on revaluation of held for trading securities             | (6,541)      | 6,246       |
| Bad debts written off directly   | 23,562       | 3,421       |
| Charge for defined benefit plan  | 11,303       | 8,786       |
| Gain on disposals of fixed assets  | (1,720)      | (4,977      |
| Lease rentals  | -            | -           |
|  | 182,827      | 614,105     |
|  | 927,605      | 892,423     |
| (Increase) / decrease in operating assets  |              |             |
| Lendings to financial institutions   | (10,122,431) | 5,459,327   |
| Held for trading securities  | 8,770,655    | (10,655,908 |
| Advances   | (108,387)    | 2,059,099   |
| Other assets   | (216,801)    | (526,561    |
|  | (1,676,964)  | (3,664,043  |
| Increase / (decrease) in operating liabilities                                     | ( ) / /      | (-,,        |
| Bills payable  | 592,418      | (204,071    |
| Borrowings from financial institutions   | 86,754       | 1,707,143   |
| Deposits and other accounts  | (3,892,100)  | 5,062,179   |
| Other liabilities (excluding current taxation and payable to defined benefit plan) | (298,405)    | 564,293     |
| ······································   | (3,511,333)  | 7,129,544   |
|  | (4,260,692)  | 4,357,924   |
| Contribution to gratuity fund  | (9,959)      | (8,786      |
| Income tax paid  | (46,854)     | (15,283     |
| Net cash (used in) / generated from operating activities                           | (4,317,505)  | 4,333,855   |
| CASH FLOW FROM INVESTING ACTIVITIES  |              |             |
| Net investments in available for sale securities                                   | 4,641,348    | (944,767    |
| Investments in fixed assets  | (60,577)     | (36,553     |
| Sale proceeds from disposal of property and equipment                              | 7,289        | 18,539      |
| Net cash generated from / (used in) investing activities                           | 4,588,060    | (962,781    |
| CASH FLOW FROM FINANCING ACTIVITIES  |              |             |
| Payments against lease obligations   |              | -           |
| Capital remittance   |              |             |
| Net cash used in financing activities  |              |             |
| Effects of exchange rate changes on cash and cash equivalents                      | -            | -<br>(4,479 |
| Increase / (decrease) in cash and cash equivalents                                 | 270,555      | 3,366,595   |
| Cash and cash equivalents at the beginning of the period                           | 8,398,393    | 10,400,369  |
| Cash and cash equivalents at the end of the period                                 | 8,668,948    | 13,766,964  |
| · · · ·  |              | . ,         |

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.

# CITIBANK, N.A. - PAKISTAN BRANCHES (INCORPORATED IN THE U.S.A. THE LIABILITY OF MEMBERS BEING LIMITED) CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE QUARTER ENDED MARCH 31, 2011

|   | Head office<br>capital<br>account | Unremitted<br>profit | Share based<br>payment<br>contribution<br>reserve by the<br>ultimate<br>holding<br>company<br>s in '000) | Total        |
|---|-----------------------------------|----------------------|--|--------------|
|   |                                   | (Rupee.              |  |              |
| Balance as at January 1, 2010   | 6,780,848                         | 1,778,573            | 92,715   | 8,652,136    |
| Total comprehensive income  |                                   |                      |  |              |
| Profit for the quarter ended March 31, 2010   | -                                 | 182,337              | -  | 182,337      |
| Transactions with owners  |                                   |                      |  |              |
| Contribution by the ultimate holding company in<br>respect of share based payments    | -                                 | -                    | 5,136  | 5,136        |
| Recharged balance payable to the ultimate holding<br>company for share based payments | -                                 | -                    | (5,136)  | (5,136)      |
| Effect of re-measurement of cost under share based<br>payment - net of tax            | -                                 | -                    | -  | -            |
|   |                                   |                      | -  | -            |
| Capital remitted during the period<br>Exchange adjustments on revaluation of capital  | -<br>(4,479)                      | -                    | -  | -<br>(4,479) |
| Balance as at March 31, 2010  | 6,776,369                         | 1,960,910            | 92,715   | 8,829,994    |
| Total comprehensive income  | 0,770,309                         | 1,900,910            | 92,715   | 0,029,994    |
| Profit for the period April 01, 2010 to December 31, 2010                             | _                                 | 240,601              | -  | 240,601      |
| Transactions with owners  |                                   | 240,001              |  | 240,001      |
| Contribution by the ultimate holding company in<br>respect of share based payments    | <u>-</u>                          | -                    | 39,792   | 39,792       |
| Recharged balance payable to the ultimate holding<br>company for share based payments | -                                 | -                    | (39,792)   | (39,792)     |
| Effect of re-measurement of cost under share based<br>payment - net of tax            | -                                 | -                    | 32,858   | 32,858       |
| E shares a line to start a start of a straight  | 00.000                            |                      | 32,858   | 32,858       |
| Exchange adjustments on revaluation of capital  | 36,302                            | -                    | -  | 36,302       |
| Balance as at December 31, 2010   | 6,812,671                         | 2,201,511            | 125,573  | 9,139,755    |
| Total comprehensive income  |                                   | 484,788              |  | 101 700      |
| Profit for the quarter ended March 31, 2011<br>Transactions with owners               | -                                 | 404,700              | -  | 484,788      |
| Contribution by the ultimate holding company in                                       |                                   |                      |  |              |
| respect of share based payments   | -                                 | -                    | 20,263   | 20,263       |
| Recharged balance payable to the ultimate holding<br>company for share based payments | -                                 | -                    | (20,263)   | (20,263)     |
| Effect of re-measurement of cost under share based<br>payment - net of tax            | -                                 | -                    |  |              |
| Exchange adjustments on revaluation of capital  |                                   | -                    | -  | -            |
| Balance as at March 31, 2011  | 6,812,671                         | 2,686,299            | 125,573  | 9,624,543    |
|   |                                   | <u>`</u>             |  | <u> </u>     |

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.

## 1 STATUS AND NATURE OF BUSINESS

Citibank, N.A. - Pakistan Branches (the bank) operates as a branch of Citibank, N.A. which is a foreign banking company incorporated and domiciled in the U.S.A. with limited liability and is a member of Citigroup Inc., which is the ultimate holding company.

Credit ratings assigned to Citigroup Inc. and Citibank, N.A., by Moody's Investor Services are as follows:

|                | Long-term<br>senior debt | Short-term<br>debt | Outlook |
|----------------|--------------------------|--------------------|---------|
| Citigroup Inc. | A3                       | P-1                | Stable  |
| Citibank, N.A. | A1                       | P-1                | Stable  |

The bank is engaged in banking activities permissible under the Banking Companies Ordinance, 1962. Its principal office is at AWT Plaza, I. I. Chundrigar Road, Karachi and operates through 16 branches (December 31, 2010: 16 branches) in Pakistan.

## 2 BASIS OF PRESENTATION

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

## 3 STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards 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, Banking Companies Ordinance, 1962 and the directives issued by State Bank of Pakistan (SBP). In case the requirements differ, the provisions of and directives issued under the Companies Ordinance, 1984, Banking Compan

The State Bank of Pakistan (SBP) vide its BSD Circular No. 10 dated August 26, 2002 has deferred the applicability of International Accounting Standard (IAS) 39, 'Financial Instruments: Recognition and Measurement' and International Accounting Standard (IAS) 40, 'Investment Property' for banking companies till further instructions. In addition the Securities and Exchange Commission of Pakistan has also deferred the applicability of International Financial Reporting Standard 7, Financial Instruments: Disclosures (IFRS 7) on banking companies vide SRO 411(I) / 2008 till further orders. Accordingly, the requirements of these standards have not been considered in the preparation of these condensed interim financial statements. However, investments have been classified and valued in accordance with the requirements prescribed by the State Bank of Pakistan through various circulars.

The State Bank of Pakistan (SBP) through its BSD Circular No. 07 dated April 20, 2010 has clarified that for the purpose of preparation of financial statements in accordance with International Accounting Standard - 1 (Revised) 'Presentation of Financial Statements', two statement approach shall be adopted i.e. separate 'Profit and Loss Account' and 'Statement of Comprehensive Income' shall be presented, and Balance Sheet shall be renamed as 'Statement of Financial Position'. Furthermore, the Surplus / (Deficit) on Revaluation of Available-for sales Securities (AFS) only, may be included in the 'Statement of Comprehensive Income'. Accordingly, the above requirements have been adopted in the preparation of these condensed interim financial statements.

The disclosures made in these condensed interim financial statements have been limited based on the format prescribed by the State Bank of Pakistan (SBP) through BSD Circular Letter No. 2 dated May 12, 2004 and requirements of the International Accounting Standard 34, 'Interim Financial Reporting'. They do not include all of the information required for the full set of annual financial statements, and these condensed interim financial statements should be read in conjunction with the financial statements of the bank for the year ended December 31, 2010.

#### 4 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the annual financial statements of the bank for the year ended December 31, 2010.

## 5 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

The significant judgments made by management and the key sources of estimates used in the preparation of these condensed interim financial statements were the same as those applied to the annual financial statements for the year ended December 31, 2010.

#### 6 FINANCIAL RISK MANAGEMENT

The bank's financial risk management objectives and policies are consistent with those disclosed in the annual financial statements for the year ended December 31, 2010.

|  | March 31,<br>2011 | December<br>31, 2010 |
|--|-------------------|----------------------|
| BALANCES WITH OTHER BANKS                    | (Rupees           | s in '000)           |
| In Pakistan                                  |                   |                      |
| In current accounts                          | 55,095            | 79,540               |
| Outside Pakistan                             |                   |                      |
| In current accounts                          | 419,953           | 973,755              |
| In deposit accounts                          | -                 | 343,309              |
|  | 419,953           | 1,317,064            |
|  | 475,048           | 1,396,604            |
| LENDINGS TO FINANCIAL INSTITUTIONS           |                   |                      |
| Call money lendings                          | -                 | 100,000              |
| Repurchase agreement lendings (Reverse Repo) | 21,532,747        | 11,310,316           |

21.532.747

2,787,299

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(154)

2,787,145

11.410.316

50,663,003

(4,712)

(421,974)

50,236,317

#### 9 INVESTMENTS - net

7

8

|            | March 31, 2011  |   |  | December 31, 2010  |   |
|------------|---|---|--|--|---|
| Held by    | Given   | Total   | Held by  | Given  | Total   |
| bank       | as collateral   |   | bank   | as collateral  |   |
|            |   | (Rupee  | es in '000)  |  |   |
|            |   |   |  |  |   |
|            |   |   |  |  |   |
| 7,159,247  |   | 7,159,247   | 15,304,570   |  | 15,304,570  |
| 912,908    | -   | 912,908   | 1,538,240  | -  | 1,538,240   |
| 8,072,155  | -   | 8,072,155   | 16,842,810   |  | 16,842,810  |
|            |   |   |  |  |   |
| 21,874,721 |   | 21,874,721  | 23,733,562   | 2,787,299  | 26,520,861  |
| 5,098,124  | -   | 5,098,124   | 5,093,332  | -  | 5,093,332   |
| 52,000     | -   | 52,000  | 52,000   | -  | 52,000  |
| 2,206,000  | -   | 2,206,000   | 2,206,000  | -  | 2,206,000   |
| 29,230,845 | -   | 29,230,845  | 31,084,894   | 2,787,299  | 33,872,193  |
| 37,303,000 | -   | 37,303,000  | 47,927,704   | 2,787,299  | 50,715,003  |
|            |   |   |  |  |   |
| 52,000     | -   | 52,000  | 52,000   | -  | 52,000  |
|            | bank<br>7,159,247<br>912,908<br>8,072,155<br>21,874,721<br>5,098,124<br>52,000<br>2,206,000<br>29,230,845<br>37,303,000 | Held by<br>bank         Given<br>as collateral           7,159,247<br>912,908         -           8,072,155         -           21,874,721         -           5,098,124         -           52,000         -           2,206,000         -           29,230,845         -           37,303,000         - | Held by<br>bank         Given<br>as collateral         Total           7,159,247<br>912,908         -         7,159,247<br>912,908           8,072,155         -         8,072,155           21,874,721         -         21,874,721           5,098,124         -         5,098,124           52,000         -         2206,000           29,230,845         -         29,230,845           37,303,000         -         37,303,000 | Held by<br>bankGiven<br>as collateralTotal<br>bankHeld by<br>bank7,159,247<br>912,908-7,159,247<br>912,90815,304,570<br>1,538,2408,072,155-8,072,15516,842,81021,874,721<br>5,098,124<br>52,000-21,874,721<br>5,098,124<br>52,00023,733,562<br>52,00029,230,845-29,230,845-37,303,000-37,303,00047,927,704 | Held by<br>bankGiven<br>as collateralTotalHeld by<br>bankGiven<br>as collateral7,159,247<br>912,908-7,159,247<br>912,90815,304,570<br>1,538,240-8,072,155-7,159,247<br>912,90821,874,721<br>5,098,124<br>52,000-21,874,721<br>5,098,124<br>52,00023,733,562<br> |

37,251,000

1,829

(368, 352)

36,884,477

47,875,704

(4,712)

(421,820)

47,449,172

Investments - net of provisions (Deficit) / surplus on revaluation of held-for-trading securities - net (Deficit) / surplus on revaluation of available-for-sale securities - net 37,251,000

1,829

(368,352)

36,884,477

Investments at market value

| 10 | ADVANCES - net   | Note | March 31,<br>2011<br>(Rupees | December<br>31, 2010<br>5 in '000) |
|----|--|------|------------------------------|------------------------------------|
|    | Loans, cash credits, running finances etc.<br>In Pakistan        |      | 21,749,172                   | 22,115,762                         |
|    | Bills discounted and purchased (excluding Market treasury bills) |      |                              |                                    |
|    | Payable in Pakistan  |      | 989,575                      | 1,076,895                          |
|    | Payable outside Pakistan   |      | 1,056,994                    | 538,547                            |
|    |  |      | 2,046,569                    | 1,615,442                          |
|    | Advances - gross   |      | 23,795,741                   | 23,731,204                         |
|    | Provision against advances                                       |      |                              |                                    |
|    | - Specific   | 10.2 | (4,381,408)                  | (4,309,629)                        |
|    | - General  | 10.3 | (152,676)                    | (177,362)                          |
|    |  |      | (4,534,084)                  | (4,486,991)                        |
|    | Advances - net of provision                                      |      | 19,261,657                   | 19,244,213                         |

**10.1** Advances include Rs. 5,044.494 million (December 31, 2010: Rs. 4,988.867 million) which have been placed under non-performing status as detailed below:

# 10.2 Category of classification

| Category of classification |           |          | March 31, 2011   |                       |                   |
|----------------------------|-----------|----------|------------------|-----------------------|-------------------|
|                            | Domestic  | Overseas | Total            | Provision required    | Provision<br>held |
|                            |           |          | (Rupees in '000) | -                     |                   |
| Substandard                | 233,624   | -        | 233,624          | 58,232                | 58,232            |
| Doubtful                   | 914,182   | -        | 914,182          | 457,092               | 457,092           |
| Loss                       | 3,896,688 |          | 3,896,688        | 3,866,084             | 3,866,084         |
|                            | 5,044,494 |          | 5,044,494        | 4,381,408             | 4,381,408         |
|                            |           | C        | December 31, 201 | D                     |                   |
|                            | Domestic  | Overseas | Total            | Provision<br>required | Provision<br>held |
|                            |           |          | (Rupees in '000) |                       |                   |
|                            |           |          |                  |                       |                   |

| Substandard | 246,201   | - | 246,201   | 62,376    | 62,376    |
|-------------|-----------|---|-----------|-----------|-----------|
| Doubtful    | 916,302   | - | 916,302   | 452,521   | 452,521   |
| Loss        | 3,826,364 | - | 3,826,364 | 3,794,732 | 3,794,732 |
|             | 4,988,867 | - | 4,988,867 | 4,309,629 | 4,309,629 |

**10.3** General provision against consumer loans represents provision maintained at an amount equal to 1.5% of the fully secured performing portfolio and 5% of the unsecured performing portfolio as required by the Prudential Regulations issued by the State Bank of Pakistan.

|      |  | Note        | March 31,<br>2011 | December 31,<br>2010 |
|------|--|-------------|-------------------|----------------------|
| 11   | FIXED ASSETS   |             | (Rupee            | s in '000)           |
|      | Capital work-in-progress                                     |             | 16,233            | 4,650                |
|      | Property and equipment                                       | 11.1 & 11.2 | 693,993           | 729,551              |
|      | Intangible assets  |             | 119,711           | 131,439              |
|      |  |             | 829,937           | 865,640              |
|      |  |             | For the qu        | arter ended          |
|      |  |             | March 31,         | March 31,            |
|      |  |             | 2011              | 2010                 |
|      |  |             | (Rupee            | s in '000)           |
| 11.1 | The following additions were made at cost during the period: |             |                   |                      |
|      | - Furniture and fixtures                                     |             | 1,070             | 112                  |
|      | <ul> <li>Electrical and office equipment</li> </ul>          |             | 3,040             | 6,195                |
|      | - Vehicles   |             | 44,885            | 3,649                |
|      |  |             | 48,995            | 9,956                |

**11.2** The written down value of fixed assets disposed of / deleted during the period were as follows:

|                                   | For the qua       | For the quarter ended |  |
|-----------------------------------|-------------------|-----------------------|--|
|                                   | March 31,<br>2011 | March 31,<br>2010     |  |
|                                   | (Rupees in '000)  |                       |  |
| - Furniture and fixtures          | -                 | 1,249                 |  |
| - Electrical and office equipment | -                 | 8,133                 |  |
| - Vehicles                        | 5,569             | 1,581                 |  |
|                                   | 5,569             | 10,963                |  |

## 12 OTHER ASSETS

**12.1** It includes gain on revaluation of forward foreign exchange contracts, foreign currency options and derivatives as at March 31, 2011 amounting to Rs. 2,449.222 million (December 31, 2010: Rs. 2,241.437 million).

| 13   | BORROWINGS FROM FINANCIAL INSTITUTIONS   | March 31,<br>2011<br>(Rupees                  | December 31,<br>2010<br>s in '000)            |
|------|--|---|---|
|      | In Pakistan<br>Outside Pakistan  | 4,436,631<br><br>4,436,631                    | 4,342,038<br>-<br>4,342,038                   |
| 13.1 | Particulars of borrowings from financial institutions  | 1,100,001                                     | 1,012,000                                     |
|      | In local currency<br>In foreign currency   | 4,436,631<br>-<br>4,436,631                   | 4,342,038<br>-<br>4,342,038                   |
| 13.2 | Details of borrowings from financial institutions  |   |   |
|      | Secured<br>Borrowings from the State Bank of Pakistan under<br>- Export refinance scheme<br>- Long Term Financing - Export Oriented Projects scheme (LTF-EOP)<br>Repurchase agreement borrowings | 1,141,561<br>90,654<br>3,056,577<br>4,288,792 | 1,361,561<br>93,178<br>2,787,299<br>4,242,038 |
|      | Call borrowings<br>Overdrawn accounts  | 140,000<br>7,839<br>147,839<br>4,436,631      | 100,000<br>-<br>100,000<br>4,342,038          |

## 14 OTHER LIABILITIES

**14.1** It includes loss on revaluation of forward foreign exchange contracts, foreign currency options and derivatives as at March 31, 2011 amounting to Rs. 10,715.499 million (December 31, 2010: Rs. 11,058.699 million).

## 15 CONTINGENCIES AND COMMITMENTS

#### 15.1 Direct credit substitutes

Includes general guarantees of indebtedness, bank acceptance, guarantees and standby letters of credit serving as financial guarantees for loans and securities.

|                      |  | March 31,<br>2011<br>(Rupee                              | December 31,<br>2010<br>s in '000)         |
|----------------------|--|--|--|
| (i)<br>(ii)<br>(iii) | Government<br>Banking companies and other financial institutions<br>Others | 20,820<br>68,041<br><u>6,909,948</u><br><u>6,998,809</u> | 21,148<br>68,874<br>7,010,606<br>7,100,628 |

#### 15.2 Transaction-related contingent liabilities

Includes performance bonds, bid bonds, warranties, advance payment guarantees, shipping guarantees and stand by letters of credit related to particular transactions.

|       |  | March 31,<br>2011 | December 31,<br>2010 |
|-------|--|-------------------|----------------------|
|       |  | (Rupee            | s in '000)           |
| (i)   | Government   | 1,128,299         | 1,078,396            |
| (ii)  | Banking companies and other financial institutions | 144,681           | 120,152              |
| (iii) | Others   | 1,804,720         | 1,717,533            |
|       |  | 3,077,700         | 2,916,081            |
| Tra   | do-rolated contingent liabilities                  |                   |                      |

#### 15.3 Trade-related contingent liabilities

Includes short-term self liquidating trade related contingent liabilities arising from the movement of goods, such as documentary credits where the underlying shipment is used as security.

|      |  | Note   | March 31,<br>2011<br>(Rupee  | December 31,<br>2010<br>s in '000) |
|------|--|--------|------------------------------|------------------------------------|
|      | Letters of credit                                    |        | 19,660,551                   | 13,235,235                         |
| 15.4 | Other contingencies                                  |        |                              |                                    |
|      | Indemnity issued<br>Claims not acknowledged as debts | 15.4.1 | 15,484<br>275,948<br>291,432 | 15,484<br>276,363<br>291,847       |

15.4.1 These are not recognised as debt as the probability of these crystallising against the bank is considered remote.

**15.4.2** The bank has received communication from the State Bank of Pakistan dated March 25, 2011 wherein the bank has been asked to take measures to fully comply with the requirements specified by the State Bank of Pakistan's guidelines relating to the returns on a specific portfolio of its foreign currency deposits. Based on legal advice, the bank maintains that it has fully complied with such requirements and returns on these deposits are in accordance with the bank's General Terms and Conditions. The possible financial impact, if any, has currently not been determined as it involves data relating to past several years. The bank has taken up the matter with the SBP and discussions with the SBP are in progress. The management is confident that this matter will be resolved in its favour.

|      |  | March 31,<br>2011 | December 31,<br>2010 |
|------|--|-------------------|----------------------|
| 15.5 | Commitments in respect of forward transactions               | (Rupees           | in '000)             |
|      | Forward agreement lending (reverse repos)                    | 21,747,578        | 11,372,857           |
|      | Forward agreement borrowings (repos)                         | 3,057,741         | 2,790,284            |
|      | Forward agreement to purchase (reverse repos)                | 484,158           | -                    |
|      | Forward purchase contracts of government securities          | 91,676            | -                    |
|      | Forward sale contracts of government securities              |                   | 838,267              |
|      | Uncancellable commitments to extend credit                   | 625,000           | 378,430              |
| 15 6 | Commitments in respect of forward foreign exchange contracts |                   |                      |

#### 15.6 Commitments in respect of forward foreign exchange contracts

| Purchase | 139,108,279 | 128,072,394 |
|----------|-------------|-------------|
| Sale     | 83,637,657  | 71,842,177  |

The bank utilises foreign exchange instruments to meet the needs of its customers and as part of its asset and liability management activity to hedge its own exposure to currency risk.

|      |   | March 31,<br>2011 | December 31,<br>2010 |
|------|---|-------------------|----------------------|
| 15.7 | Other commitments                                     | (Rupee            | s in '000)           |
|      | Cross currency and interest rate derivative contracts |                   |                      |
|      | (notional amount)                                     | 60,667,007        | 66,308,305           |
|      | Foreign currency options                              | 155,047           | 2,062,762            |

## 16 INCOME FROM DEALING IN FOREIGN CURRENCIES

It includes income from foreign exchange dealings, forward settled interbank deals, revaluation of on balance sheet exposure and foreign exchange impact with respect to derivative contracts.

#### 17 OTHER INCOME / COST

This includes funding cost of FX swaps amounting to Rs. \_\_\_\_\_ million (2010: Rs.450 million).

#### 18 RELATED PARTY TRANSACTIONS

Transactions with related parties comprise of transactions in the normal course of business with other branches of Citibank, N.A. outside Pakistan, other direct and indirect subsidiaries of Citigroup, retirement benefit plans and key management personnel of the Bank.

Banking transactions with the related parties are executed substantially on the same terms, including mark-up rates and collateral, as those prevailing at the time for comparable transactions with unrelated parties and do not involve more than a normal risk.

Contributions to and accruals in respect of staff retirements and other benefit plans are made in accordance with the actuarial valuations / terms of the contribution plan. Remuneration to executives is determined in accordance with the terms of their appointment.

**18.1** Details of significant transactions with related parties and balances with them as at period end are as follows:

|                                | Balance as at<br>December 31,<br>2010 | Net<br>placements /<br>disbursements<br>/ deposits /<br>transfers<br>(Rupees in | Net<br>settlements /<br>repayments /<br>withdrawals /<br>transfers<br>'000) | Balance as at<br>March 31, 2011 |
|--------------------------------|---------------------------------------|---|---|---------------------------------|
| Loans and advances             |                                       |   |   |                                 |
| Key management personnel       | 382                                   | 394   | (414)   | 362                             |
| Deposits                       |                                       |   |   |                                 |
| Associated undertakings        | 618,795                               | 658,378   | (996,680)   | 280,493                         |
| Key management personnel       | 7,306                                 | 12,443  | (12,974)  | 6,775                           |
| Staff retirement benefit funds | 13,657                                | 567,214   | (558,549)   | 22,322                          |

|  | March 31,<br>2011 | December 31,<br>2010 |
|--|-------------------|----------------------|
|  | (Rupee            | es in '000)          |
| Nostro balances / placements with Citibank branches outside Pakistan | 414,543           | 1,312,499            |
| Unremitted head office expenses                                      | 586,974           | 544,193              |
| Payable for expenses and share based payment                         | 145,714           | 119,088              |
| Payable to defined benefit plan                                      | 72,668            | 71,324               |
| Claims receivable from Citi Global Insurance Reserve Plan            | -                 | -                    |

|      |  | For the quarter ended |                   |  |
|------|--|-----------------------|-------------------|--|
|      |  | March 31, 2011        | March 31,<br>2010 |  |
|      | 0.2 Income (company) for the period            | (Rupees in '000)      |                   |  |
| 18.2 | Income / expense for the period                |                       |                   |  |
|      | Mark-up / return / interest earned             | 1,416                 | 3,601             |  |
|      | Mark-up / return / interest expensed           | 2,132                 | 194               |  |
|      | Other income                                   | 1,330                 | 998               |  |
|      | Regional expenses for support services         | 77,806                | 83,062            |  |
|      | Head office expenses                           | 42,781                | 20,426            |  |
|      | Remuneration paid to key management personnel  | 15,859                | 13,782            |  |
|      | Contribution to staff retirement benefit funds | 20,271                | 22,194            |  |

#### 19 SEGMENT INFORMATION

The Chief Operating Decision Maker (CODM) is the Managing Director and Citi Country Officer of the bank. The segment analysis with respect to business activity presented to the CODM is as follows:

|                                    | For the quarter ended March 31, 2011 |             |             |           |  |
|------------------------------------|--------------------------------------|-------------|-------------|-----------|--|
|                                    | Trading                              | Retail      | Corporate   | Total     |  |
|                                    | and sales                            | banking     | banking     |           |  |
|                                    | (Rupees in '000)                     |             |             |           |  |
| Total income                       | 4,430,296                            | 3,089,269   | 1,141,383   | 8,660,948 |  |
| Total expenses                     | 1,699,832                            | 4,143,467   | 2,472,759   | 8,316,058 |  |
| Net income / (loss)                | 2,730,464                            | (1,054,198) | (1,331,376) | 344,890   |  |
| Segment return on net assets (%)** | 16.7%                                | -34.9%      | -30.9%      | 1.5%      |  |
| Segment cost of funds (%)***       | 10.4%                                | 5.3%        | 6.2%        | 5.8%      |  |

|                              |                                      | As at March 31, 2011 |            |            |  |  |  |
|------------------------------|--------------------------------------|----------------------|------------|------------|--|--|--|
|                              | Trading                              | Retail               | Corporate  | Total      |  |  |  |
|                              | and sales                            | banking              | banking    |            |  |  |  |
|                              |                                      | (Rupees in '000)     |            |            |  |  |  |
| Segment assets (gross)       | 65,557,411                           | 14,494,271           | 19,472,213 | 99,523,895 |  |  |  |
| Segment non-performing loans | -                                    | 2,204,264            | 3,174,498  | 5,378,762  |  |  |  |
| Segment provision required*  | -                                    | 2,404,457            | 2,221,573  | 4,626,030  |  |  |  |
| Segment liabilities          | 15,069,454                           | 31,098,431           | 39,892,414 | 86,060,299 |  |  |  |
|                              | For the guarter ended March 31, 2010 |                      |            |            |  |  |  |
|                              | Trading                              | Retail               | Corporate  | Total      |  |  |  |
|                              | and sales                            | banking              | banking    |            |  |  |  |
|                              | (Rupees in '000)                     |                      |            |            |  |  |  |
| Total income                 | 599,799                              | 1,263,898            | 811,495    | 2,675,192  |  |  |  |
| Total expenses               | 240,923                              | 1,408,994            | 842,938    | 2,492,855  |  |  |  |

|  | ,       | .,        |          | _, ,      |
|--|---------|-----------|----------|-----------|
| Total expenses                           | 240,923 | 1,408,994 | 842,938  | 2,492,855 |
| Net income / (loss)                      | 358,876 | (145,096) | (31,443) | 182,337   |
| Segment return on net assets (ROA) (%)** | 2.3%    | -5.1%     | -0.5%    | 0.8%      |
| Segment cost of funds (%)***             | 10.7%   | 5.5%      | 6.0%     | 6.0%      |
|  |         |           |          |           |

|                              |                      | As at December 31, 2010 |                      |             |  |  |
|------------------------------|----------------------|-------------------------|----------------------|-------------|--|--|
|                              | Trading<br>and sales | Retail<br>banking       | Corporate<br>banking | Total       |  |  |
|                              | (Rupees in '000)     |                         |                      |             |  |  |
| Segment assets (gross)       | 69,389,894           | 13,220,950              | 19,301,833           | 101,912,677 |  |  |
| Segment non-performing loans | -                    | 1,845,071               | 3,143,796            | 4,988,867   |  |  |
| Segment provision required*  | -                    | 1,997,334               | 2,561,431            | 4,558,765   |  |  |
| Segment liabilities          | 14,421,510           | 30,351,885              | 43,715,045           | 88,488,440  |  |  |

\* The provision against each segment represents provision held against advances, investments and other assets. \*\* Segment return on net assets (ROA) = Net income / (Segment assets - Segment provisions)

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

#### 20 GENERAL

- 20.1 These condensed interim financial statements were authorised for issue by the management of the bank on April 29, 2011.
- 20.2 Figures have been rounded off to the nearest thousand rupees.
- 20.3 Corresponding figures have been reclassified, rearranged or additionally incorporated in these condensed interim financial statements, wherever necessary, to facilitate comparison and to conform with changes in presentation in the current period. No significant reclassifications were made.