

गुडविल फाइनेन्स लिमिटेड (वित्तीय संस्था)

GOODWILL FINANCE LIMITED

नेपाल राष्ट्र बैंकबाट "ग" वर्गको इजाजतपत्रप्राप्त राष्ट्रिय स्तरको संस्था

Branch Offices:

Dillibazar
Tel 4422290Indrachowk
Tel 4229554/56Birtamod
Tel 023-540548Itahari, Sunsari
Tel 025-587051/587173Taumadhi, Bhaktapur
Tel 6620067/68Nepalgunj
Tel 081-528056/57Kumaripati, Lalitpur
Tel 5008690/91Ghorai, Dang
Tel 082-563350/51Corporate Office
Hattisar, Kathmandu
Tel 4444039 • Fax 4443414
Email goodwill@finance.wlink.com.np

Quarterly Financial Statement, At the quarter ended Ashwin, 2071

Rs. in 000'

S.N.	Particulars	This Quarter Ending	Previous Quarter Ending	Corresponding Previous Year Quarter Ending
1	Total Capital & Liabilities (1.1 to 1.7)	3849472.72	3435608.70	2936662.09
1.1	Paid-up Capital	310500.00	310500.00	310500.00
1.2	Reserves and Surplus	81767.85	35449.73	30561.53
1.3	Debenture and Bond			
1.4	Borrowings	0.00	115000.00	115000.00
1.5	Deposits (a+b)	3215045.82	2732938.45	2282058.71
	a. Domestic Currency	3215045.82	2732938.45	2282058.71
	b. Foreign Currency			
1.6	Income Tax Liabilities	48306.41	11144.37	11996.10
1.7	Other Liabilities	193852.65	230576.15	186545.74
2	Total Assets (2.1 to 2.7)	3849472.72	3435608.70	2936662.09
2.1	Cash & Bank Balance	910512.72	811752.59	512903.80
2.2	Money at call and short Notice			
2.3	Investments	238178.06	242468.14	239840.70
2.4	Loans & Advances (a+b+c+d+e+f)	2304593.04	2004384.01	1835555.66
	a. Real Estate Loan	251241.45	266659.19	294321.36
	1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 10 million)	86232.74	84802.89	95817.60
	2. Business Complex & Residential Apartment Construction Loan			
	3. Income generating Commercial Complex Loan			
	4. Other Real Estate Loan (Including Land Purchase & Plotting)	165008.71	181856.30	198503.76
	b. Personal Home Loan of Rs. 10 million or less	530428.77	417690.87	366074.75
	c. Margin Type Loan	264486.43	138954.39	56022.92
	d. Term Loan	712103.24	719963.76	693032.82
	e. Overdraft Loan / TR Loan / WC Loan			
	f. Others	546333.15	461115.80	426103.81
2.5	Fixed Assets	241933.10	256278.88	252354.39
2.6	Non Banking Assets	3230.29		
2.7	Other Assets	151025.53	120725.09	96007.54
3	Profit and Loss Account	Up to This Quarter	Previous Quarter Ending	Corresponding Previous Year Quarter Ending
3.1	Interest income	77975.50	213097.68	59825.74
3.2	Interest Expense	51179.71	175919.83	39968.82
A	Net Interest Income (3.1-3.2)	26795.80	37177.85	19856.92
3.3	Fees Commission and Discount	592.79	1484.35	497.49
3.4	Other Operating Income	11965.90	28107.31	6383.86
3.5	Foreign Exchange Gain/Loss (Net)			
B	Total Operating Income (A+3.3+3.4+3.5)	39354.49	66769.51	26738.27
3.6	Staff Expenses	8674.08	18961.14	6978.92
3.7	Other Operating Expenses	12075.84	32968.14	11421.69
C	Operating profit Before Provision (B-3.6-3.7)	18604.57	14840.23	8337.67
3.8	Provision for Possible Loss	5615.61	7858.43	1108.47
D	Operating profit (C-3.8)	12988.96	6981.80	7229.20
3.9	Non Operating Income/Expenses (Net)	0.00	35549.08	5474.36
3.10	Write Back of Provision for Possible Loss	0.00	944.85	0.00
E	Profit From Regular Activities (D+3.9+3.10)	12988.96	43475.73	12703.56
3.11	Extraordinary Income/Expenses (Net)			
F	Profit Before Bonus and Taxes (E+3.11)	12988.96	43475.73	12703.56
3.12	Provision For Staff Bonus	1180.81	3952.34	1154.87
3.13	Provision For Tax	3338.76	11144.37	3450.21
G	Net Profit/Loss (F-3.12 -3.13)	8469.39	28379.02	8098.48
4	Ratios	At the End of This Quarter	At the End of previous Quarter	Corresponding Previous Year Quarter Ending
4.1	Capital Fund to RWA	13.60%	15.48%	15.61%
4.2	Non Performing Loan (NPL) to Total Loan	2.01%	1.59%	0.99%
4.3	Total Loan Loss Provision to total NPL	253.49%	344.11%	200.25%
4.4	Cost of Funds	7.70%	8.19%	9.23%
4.5	CD Ratio (Calculated as per NRB Directives)	71.29%	71.33%	70.80%
4.6	Base rate	11.44%	11.86%	
	Additional Information (Optional)			
	Average Yield (Local Currency)	14.62%	15.69%	16.47%
	Net Interest Spread (Local Currency)	6.92%	7.11%	7.24%
	Return on Equity	10.91	12.19	10.43
	Return on Assets	0.88	1.10	1.10

Note: Above figures may vary with the audited figures if modified by the external auditors and regulators.

Particulars	Hire Purchase	Housing Loan	Trading Loan	Industrial Loan	Educational Loan	Loan against Fixed Deposit	Loan against Govt. Bond	Gold Loan	Margin Lending
Our Interest Rate on Lendings:	12.5-17.5%	13 - 18%	12 - 17%	11 - 15%	12 - 16%	up to +3% (of the coupon rate)	6 - 14%	11-15%	12-16%
Our Interest Rate on Deposits:	3 to 9 Months	12 Months	24 Months	36 Months	Above 36 Months	Interest rate on fixed deposits for Institution are Negotiable.			
	6.50-7.00%	7.50%	7.75%	8.00%	Negotiable				
Our Interest Rate on Saving Deposits:	4.50% - 6.50%, Bulk Deposit Business A/C - Negotiable, (Interest cumulated on Daily Balance but Credited Quarterly)								

धितोपत्र दर्ता निष्काशन नियमावली २०६५ को अनुसूची १४

(नियम २२ को उप नियम (२) सँग सम्बन्धित)

आ. ब.२०७१/७२ को प्रथम त्रैमासिक प्रतिवेदन

1. Financial Statements Highlights

1. Ratios as on 1st Quarter ending 2071/72

	This Quarter Ending	Previous Quarter Ending
Liquidity (CRR)	32.09%	26.25%
Value of per share on total assets	Rs.1239.77	Rs.1118.66
Number of equity shares	3105000	3105000
Earnings per share	Rs.10.91	Rs.18.38
Net worth per share	Rs.126.33	Rs.130.46
Price earnings ratio	Rs.23.10	Rs.11.97

2. Management's analysis of performance

a. During this quarter, company's profitability increased by 4.58% as compare to 1st quarter of FY2070/071. Likewise, deposit increased by 40.88% where as loans & advances is also increased by 25.55% respectively as compare to 1st quarter of FY 2070/2071.

3. Legal proceedings

- a. No law suit has been filed by or against the company in the last quarter.
b. No such information has been received of law suit filed by or against the promoters or directors of the company involving violation of statutory regulation or criminal offences.
c. No such information has been received of law suit filed against any promoters or directors of the company for economic offences.

4. Analysis of stock performance

a. During the 1st quarter, total volume of 22691 no. of shares were transacted in 65 transactions of this company and share price was of NPR 272/- at the highest, Rs.224 was the lowest and NPR252/- was the closing price at the end of the 1st quarter.

5. Problems and challenges

A. Internal Problems:

- Challenges of retaining & maintaining skilled man power.
- Building adequate leadership capabilities.

B. External Problems

- Scarcity of skilled & competent man power.
- Growing excess liquidity.
- Very limited investment opportunities.
- Demand for quality loan in decreasing trend

C. Strategy:

- Closely monitoring the internal and external environmental changes and adopting proactive approach.
- Undertaking various initiatives to engage employees for better performance and retention.
- Introducing new products for better serving the market.
- Achieving excellence in service for delighting the customers.
- Emphasizing on quality rather than quantity.

6. Corporate Governance

That we deal with other people's money and we have to be a role model in management of custodial capital is made clear to everyone at Goodwill, from the members of the Board to entry level staff. The decisions at the company are taken after adequate and open deliberation by committees at different level depending on the decisions.

- The Board of Directors meets regularly to formulate and review the strategies and policies, and monitor the performance
- The Audit Committee, headed by a non-executive director, meets minimum every quarter to review the performance of the company and continually suggest measures to enhance compliance and control mechanisms.
- The Management Committee, chaired by the CEO, meets regularly to review performance and make business decisions.

7. Declaration by CEO on the truthfulness of information

To the best of my knowledge and belief, I, the Chief Executive Officer, declare that the information disclosed in this report are true reflection of the company's position and performance and I have not purposefully concealed any relevant data or information that in my assessment would adversely affect the investment decision of any depositor/investor.