

Quarterly Financial Statement, At the quarter ended Ashwin, 2072

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)	4116134.47	3908404.25	3849472.72
1.1	Paid-up Capital	330000.00	330000.00	310500.00
1.2	Reserves and Surplus	165235.30	115531.37	81767.85
1.3	Debtenture and Bond			
1.4	Borrowings	0.00	0.00	0.00
1.5	Deposits (a+b)	3378584.77	3204132.43	3215045.82
	a. Domestic Currency	3378584.77	3204132.43	3215045.82
	b. Foreign Currency			
1.6	Income Tax Liabilities	3296.92	27389.99	48306.41
1.7	Other Liabilities	239017.47	231350.46	193852.65
2	Total Assets (2.1 to 2.7)	4116134.47	3908404.25	3849472.72
2.1	Cash & Bank Balance	980777.21	921776.51	910512.72
2.2	Money at call and short Notice			
2.3	Investments	230960.44	195444.34	238178.06
2.4	Loans & Advances (a+b+c+d+e+f)	2548978.02	2461585.65	2304593.04
	a. Real Estate Loan	244311.07	192102.53	251241.45
	1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 10 million)	80132.73	67919.22	86232.74
	2. Business Complex & Residential Apartment Construction Loan			
	3. Income generating Commercial Complex Loan			
	4. Other Real Estate Loan (Including Land Purchase & Plotting)	164178.34	124183.31	165008.71
	b. Personal Home Loan of Rs. 10 million or less	731743.81	673354.52	530428.77
	c. Margin Type Loan	194442.09	200994.23	264486.43
	d. Term Loan	707407.38	750426.91	712103.24
	e. Overdraft Loan / TR Loan / WC Loan			
	f. Others	671073.67	644707.46	546333.15
2.5	Fixed Assets	233170.10	231566.20	241933.10
2.6	Non Banking Assets	3230.29	3230.29	3230.29
2.7	Other Assets	119018.41	94801.26	151025.53
3	Profit and Loss Account	Up to This Quarter	Previous Quarter Ending	Corresponding Previous Year Quarter Ending
3.1	Interest income	90853.55	384153.54	77975.50
3.2	Interest Expense	61938.21	246385.95	51179.71
A	Net Interest Income (3.1-3.2)	28915.33	137767.59	26795.80
3.3	Fees Commission and Discount	354.02	3021.56	592.79
3.4	Other Operating Income	7220.85	42489.43	11965.90
3.5	Foreign Exchange Gain/Loss (Net)			
B	Total Operating Income (A+3.3+3.4+3.5)	36490.21	183278.58	39354.49
3.6	Staff Expenses	9175.89	34233.94	8674.08
3.7	Other Operating Expenses	11790.36	50458.09	12075.84
C	Operating profit Before Provision (B-3.6-3.7)	15523.95	98586.55	18604.57
3.8	Provision for Possible Loss	4300.00	20168.11	5615.61
D	Operating profit (C-3.8)	11223.95	78418.44	12988.96
3.9	Non Operating Income/Expenses (Net)	1257.89	23444.87	0.00
3.10	Write Back of Provision for Possible Loss	0.00	0.00	0.00
E	Profit From Regular Activities (D+3.9+3.10)	12481.84	101863.31	12988.96
3.11	Extraordinary Income/Expenses (Net)			
F	Profit Before Bonus and Taxes (E+3.11)	12481.84	101863.31	12988.96
3.12	Provision For Staff Bonus	1134.71	9260.30	1180.81
3.13	Provision For Tax	3296.92	27389.99	3338.76
G	Net Profit/Loss (F-3.12 -3.13)	8050.21	65213.02	8469.39
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	16.15%	15.22%	13.60%
4.2	Non Performing Loan (NPL) to Total Loan	3.19%	1.22%	2.01%
4.3	Total Loan Loss Provision to total NPL	131.32%	267.22%	253.49%
4.4	Cost of Funds	6.44%	6.83%	7.70%
4.5	CD Ratio (Calculated as per NRB Directives)	68.73%	69.65%	71.29%
4.6	Base rate	10.05%	10.26%	11.44%
	Additional Information (Optional)			
	Average Yield (Local Currency)	12.98%	14.20%	14.91%
	Net Interest Spread (Local Currency)	5.88%	5.62%	6.92%
	Return on Equity (Annualized)	9.76	19.76	10.91
	Return on Assets (Annualized)	0.78	1.67	0.88

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:	12-17.5%	12-17%	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 6.00-6.50%	12 Months 7.00%	24 Months 7.25%	36 Months 7.50%	Above 36 Months Negotiable	Interest rate on fixed deposits for Institution are Negotiable.			
Our Interest Rate on Saving Deposits:	4.00% - 6.00%. 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. २०७२/७३ काप्रथम त्रैमासिक प्रतिवेदन

1. Financial Statements Highlights

1. Ratios as on first Quarter ending 2072/73

	This Quarter Ending	Previous Quarter Ending
Liquidity (CRR)	31.9%	31.79%
Value of per share on total assets	Rs.1247.31	Rs.1184.36
Number of equity shares	3300000	3300000
Earnings per share (Annualized)	Rs.9.76	Rs.19.76
Net worth per share	Rs.150.31	Rs.135.01
Price earnings ratio (Annualized)	Rs.21.73	Rs.10.37

2. Management's analysis of performance

a. During this quarter, company's profitability decreased by -4.95% as compare to 1stquarter of FY2071/072. Likewise, deposit increased by 5.09% and loans & advances is also increased by 10.47% respectively as compare to 1stquarter of FY 2071/2072.

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 1stquarter of FY 2072/73, total volume of 88903 no.of shareswere transacted in 228 transactions of this company and share price was of NPR 253/-at the highest, Rs.209 was the lowest and NPR212/- was the closing price at the end of the 1stquarter.

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.