



गुडविल फाइनेन्स लिमिटेड (वित्तीय संस्था)



GOODWILL FINANCE LIMITED

नेपाल राष्ट्र बैकबाट "ग" वर्गको इजाजतपत्रप्राप्त राष्ट्रिय स्तरको संस्था

Branch Offices:

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Tel 4422290Indrachowk
Tel 4229554/56Taumadhi, Bhaktapur
Tel 6620067/68Kumaripati, Lalitpur
Tel 5008690/91Birtamod
Tel 023-540548Itahari, Sunsari
Tel 025-587051/587173Nepalgunj
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Quarterly Financial Statement, At the quarter ended Chaitra, 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)	5571195.75	3888782.84	3435608.70
1.1	Paid-up Capital	330000.00	330000.00	310500.00
1.2	Reserves and Surplus	91986.89	84362.30	35449.73
1.3	Debenture and Bond			
1.4	Borrowings	660000.00	0.00	115000.00
1.5	Deposits (a+b)	3048694.34	3242907.42	2732938.45
	a. Domestic Currency	3048694.34	3242907.42	2732938.45
	b. Foreign Currency			
1.6	Income Tax Liabilities	16870.06	10818.80	11144.37
1.7	Other Liabilities	1423644.46	220694.31	230576.15
2	Total Assets (2.1 to 2.7)	5571195.75	3888782.84	3435608.70
2.1	Cash & Bank Balance	2486727.11	916725.55	811752.59
2.2	Money at call and short Notice			
2.3	Investments	241582.41	231437.40	242468.14
2.4	Loans & Advances (a+b+c+d+e+f)	2473585.58	2378547.19	2004384.01
	a. Real Estate Loan	215581.33	256107.94	266659.19
	1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 10 million)	81708.65	100975.38	84802.89
	2. Business Complex & Residential Apartment Construction Loan			
	3. Income generating Commercial Complex Loan			
	4. Other Real Estate Loan (Including Land Purchase & Plotting)	133872.68	155132.56	181856.30
	b. Personal Home Loan of Rs. 10 million or less	621607.66	565831.27	417690.87
	c. Margin Type Loan	240210.82	245983.18	138954.39
	d. Term Loan	744611.37	706819.96	719963.76
	e. Overdraft Loan / TR Loan / WC Loan			
	f. Others	651574.40	603804.83	461115.80
2.5	Fixed Assets	242896.14	242052.08	256278.88
2.6	Non Banking Assets	3230.29	3230.29	
2.7	Other Assets	123174.23	116790.34	120725.09
3	Profit and Loss Account	Up to This Quarter	Previous Quarter Ending	Corresponding Previous Year Quarter Ending
3.1	Interest income	268376.86	179460.65	213097.68
3.2	Interest Expense	182654.98	122280.36	175919.83
A	Net Interest Income (3.1-3.2)	85721.88	57180.29	37177.85
3.3	Fees Commission and Discount	1574.98	1074.22	1484.35
3.4	Other Operating Income	25138.65	15424.96	28107.31
3.5	Foreign Exchange Gain/Loss (Net)			
B	Total Operating Income (A+3.3+3.4+3.5)	112435.51	73679.48	66769.51
3.6	Staff Expenses	23499.56	16177.08	18961.14
3.7	Other Operating Expenses	37088.83	26261.26	32968.14
C	Operating profit Before Provision (B-3.6-3.7)	51847.12	31241.13	14840.23
3.8	Provision for Possible Loss	3440.58	3440.58	7858.43
D	Operating profit (C-3.8)	48406.54	27800.55	6981.80
3.9	Non Operating Income/Expenses (Net)	14777.20	13359.57	35549.08
3.10	Write Back of Provision for Possible Loss	1208.73	5940.58	944.85
E	Profit From Regular Activities (D+3.9+3.10)	64392.46	47100.70	43475.73
3.11	Extraordinary Income/Expenses (Net)			
F	Profit Before Bonus and Taxes (E+3.11)	64392.46	47100.70	43475.73
3.12	Provision For Staff Bonus	5853.86	4281.88	3952.34
3.13	Provision For Tax	16870.06	10818.80	11144.37
G	Net Profit/Loss (F-3.12 -3.13)	41668.54	32000.02	28379.02
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	12.78%	14.38%	14.48%
4.2	Non Performing Loan (NPL) to Total Loan	1.24%	1.28%	1.16%
4.3	Total Loan Loss Provision to total NPL	203.83%	189.05%	185.24%
4.4	Cost of Funds	6.81%	7.29%	8.58%
4.5	CD Ratio (Calculated as per NRB Directives)	73.21%	66.57%	65.86%
4.6	Base rate	10.83%	10.91%	11.63%
	Additional Information (Optional)			
	Average Yield (Local Currency)	14.20%	14.62%	15.69
	Net Interest Spread (Local Currency)	7.39%	6.92%	7.11
	Return on Equity (Annualized)	16.84	19.39	12.19
	Return on Assets (Annualized)	1.00	1.65	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.			
Our Interest Rate on Saving Deposits:	4.50% - 6.50%. Bulk Deposit Business A/C - Negotiable, (Interest cumulated on Daily Balance but Credited Quarterly)								

घितोपत्र दर्ता निष्काशन नियमावली २०६५ को अनुसूची १४

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

आ. ब. २०७१/७२ को तेश्रो त्रैमासिकप्रतिवेदन

1. Financial Statements Highlights

1. Ratios as on Third Quarter ending 2071/72

	This Quarter Ending	Previous Quarter Ending
Liquidity (CRR)	85.54%	32.00%
Value of per share on total assets	Rs.1188.24	Rs.1178.42
Number of equity shares	3300000	3300000
Earnings per share (Annualized)	Rs.16.84	Rs.19.39
Net worth per share	Rs.127.87	Rs.125.26
Price earnings ratio (Annualized)	Rs.15.03	Rs.13.41

2. Management's analysis of performance

a. During this quarter, company's profitability increased by 30.21% as compare to 2nd quarter of FY2070/071. Likewise, deposit decreased by -5.99% where as loans & advances is also increased by 4.00% respectively as compare to 2nd quarter of FY 2070/2071.

3. Legal proceedings

- No law suit has been filed by or against the company in the last quarter.
- 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.
- 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 3rd quarter, total volume of 65018 no. of shares were transacted in 130 transactions of this company and share price was of NPR 253/- at the highest, Rs. 213 was the lowest and NPR 253/- was the closing price at the end of the 3rd 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.