GFIL • GFIL • GFIL • GFIL • GFIL • GFIL • GFIL

गुडविल फाइनान्स लिमिटेड (वित्तीय संस्था)
GOODWILL FINANCE LIMITED
नेपाल राष्ट्र बैंकबाट "ग" वर्गको इजाजतपत्रप्राप्त राष्ट्रिय स्तरको संस्था

Corporate Office
Hattisar, Kathmandu
Tel 4444039 • Fax 4443414
Email goodwill@finance.wlink.com.np

Branch Offices:

Dillibazar Tel 4422290	Indrachowk Tel 4229554/56	Taumadhi, Bhaktapur Tel 6620067/68	Kumaripati, Lalitpur Tel 5008690/91
Birtamod Tel 023-540548	Itahari, Sunsari Tel 025-587051/587173	Nepalgunj Tel 081-528056/57	Ghorahi, Dang Tel 082-563350/51

Quarterly Financial Statement, At the quarter ended Chaitra, 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)**	**5312880.79**	**4130087.64**	**5571195.75**
1.1	Paid-up Capital	363000.00	363000.00	330000.00
1.2	Reserves and Surplus	106446.79	81642.76	91986.89
1.3	Debenture and Bond			
1.4	Borrowings	350000.00	0.00	660000.00
1.5	Deposits (a+b)	4154769.75	3360648.38	3048694.34
	a. Domestic Currency	4154769.75	3360648.38	3048694.34
	b. Foreign Currency			
1.6	Income Tax Liabilities	21159.32	27602.47	16870.06
1.7	Other Liabilities	317504.93	297194.03	1423644.46
2	**Total Assets (2.1 to 2.7)**	**5312880.79**	**4130087.64**	**5571195.75**
2.1	Cash & Bank Balance	1165202.28	679678.84	2486727.11
2.2	Money at call and short Notice			
2.3	Investments	265413.83	252665.36	241582.41
2.4	Loans & Advances (a+b+c+d+e+f)	3507833.70	2787425.08	2473585.58
	a. Real Estate Loan	242541.24	243039.68	215581.33
	1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 10 million)	79528.06	79835.81	81708.65
	2. Business Complex & Residential Apartment Construction Loan			
	3. Income generating Commercial Complex Loan			
	4. Other Real Estate Loan (Including Land Purchase & Plotting)	163013.18	163203.87	133872.68
	b. Personal Home Loan of Rs. 10 million or less	794950.80	735456.55	621607.66
	c. Margin Type Loan	194416.38	190607.65	240210.82
	d. Term Loan	1577050.43	953410.39	744611.37
	e. Overdraft Loan / TR Loan / WC Loan			
	f. Others	698874.86	664910.80	651574.40
2.5	Fixed Assets	234862.30	233552.52	242896.14
2.6	Non Banking Assets	3230.29	3230.29	3230.29
2.7	Other Assets	136338.39	173535.55	123174.23
3	**Profit and Loss Account**	**Up to This Quarter**	**Previous Quarter Ending**	**Corresponding Previous Year Quarter Ending**
3.1	Interest income	259014.20	165252.98	268376.86
3.2	Interest Expense	170665.18	114940.79	182654.98
A	**Net Interest Income (3.1-3.2)**	**88349.02**	**50312.19**	**85721.88**
3.3	Fees Commission and Discount	885.43	611.55	1574.98
3.4	Other Operating Income	35568.63	19313.74	25138.65
3.5	Foreign Exchange Gain/Loss (Net)			
B	**Total Operating Income (A+3.3+3.4+3.5)**	**124803.07**	**70237.48**	**112435.51**
3.6	Staff Expenses	25052.66	16824.93	23499.56
3.7	Other Operating Expenses	38469.24	23176.87	37088.83
C	**Operating profit Before Provision (B-3.6-3.7)**	**61281.18**	**30235.68**	**51847.12**
3.8	Provision for Possible Loss	1706.67	1706.67	3440.58
D	**Operating profit (C-3.8)**	**59574.51**	**28529.01**	**48406.54**
3.9	Non Operating Income/Expenses (Net)	17178.45	8550.66	14777.20
3.10	Write Back of Provision for Possible Loss	0.00	0.00	1208.73
E	**Profit From Regular Activities (D+3.9+3.10)**	**76752.95**	**37079.67**	**64392.46**
3.11	Extraordinary Income/Expenses (Net)			
F	**Profit Before Bonus and Taxes (E+3.11)**	**76752.95**	**37079.67**	**64392.46**
3.12	Provision For Staff Bonus	6977.54	3370.88	5853.86
3.13	Provision For Tax	21159.32	9896.73	16870.06
G	**Net Profit/Loss (F-3.12 -3.13)**	48616.10	23812.06	41668.54
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	11.66%	14.99%	12.78%
4.2	Non Performing Loan (NPL) to Total Loan	2.35%	3.01%	1.24%
4.3	Total Loan Loss Provision to total NPL	161.80%	160.70%	203.83%
4.4	Cost of Funds	6.00%	6.57%	6.81%
4.5	CD Ratio (Calculated as per NRB Directives)	77.65%	74.86%	73.21%
4.6	Base rate	8.59%	10.10%	10.83%
	Additional Information (Optional)			
	Average Yield (Local Currency)	11.30%	11.61%	14.20%
	Net Interest Spread (Local Currency)	4.90%	4.67%	7.39%
	Return on Equity (Annualized)	17.86	13.12	16.84
	Return on Assets (Annualized)	1.22	1.15	1.00

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	Agriculture Loan	Loan against Fixed Deposit	Loan against Govt. Bond	Gold Loan	Margin Lending
Our Interest Rate on Lendings:	10-16.5%	10 - 15%	10 - 16%	9 - 14%	10 - 15%	9 - 15%	up to +3% (of the coupen rate)	4 -12%	9-13%	9-14%
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.		
	5.50- 6.00%		6.50%	7.00%	7.25%	Negotiable				
Our Interest Rate on Saving Deposits:	3.50% - 5.50%, Bulk Deposit Business A/C - Negotiable, (Interset cumulated on Daily Balance but Credited Quarterly)									

धितोपत्र दर्ता निष्काशन नियमावली २०६५ को अनुसुची १४
(नियम २२ को उप नियम (२) सँग सम्बन्धित)
आ. ब. २०७२/७३ को तेश्रो त्रैमासिक प्रतिवेदन

1. Financial Statements Highlights

1. Ratios as on third Quarter ending 2072/73

	This Quarter Ending	Previous Quarter Ending
Liquidity (CRR)	31.46%	23.18%
Value of per share on total assets	Rs.1463.60	Rs.1137.77
Number of equity shares	3630000	3630000
Earnings per share (Annualized)	Rs.17.86	Rs.13.12
Net worth per share	Rs.129.32	Rs.122.49
Price earnings ratio (Annualized)	Rs.12.88	Rs.14.18

2. Management's analysis of performance

a. During this quarter, company's profitability increased by 104.17% as compare to previous quarter. Likewise, deposit and loans & advances is increased by 23.63% and 25.84% respectively as compare to previous quarter.

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 3rd quarter of FY 2072/73, total volume of 13397 no. of shares were transacted in 63 transactions of this company and share price was of NPR 237/-at the highest, Rs.189 was the lowest and NPR230/- 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.