गुडविल फाइनान्स लिमिटेड (वित्तीय संस्था) Corporate Office GFIL Hattisar, Kathmandu Tel 4444039 • Fax 4443414 GOODWILL FINANCE LIMITED Email goodwill@finance.wlink.com.np नेपाल राष्ट्र बैकबाट "ग" वर्गको इजाजतपत्रप्राप्त राष्ट्रिय स्तरको संस्था **Branch Offices:** GFIL llam Butwal Tel 027–520949 Tel 071–547282 Indrachowk Taumadhi, Bhaktapur Tel 6620067/68 Kumaripati, Lalitpur Tel 5008690/91 Dillibazar Tel 4422290 Tel 4229554/56 Birtamod Itahari, Sunsari Nepalgunj Tel 023-540548 Tel 025-587051/587173 Tel 081-528056/57 Ghorahi, Dang Tel 082-563350/51 Phidim Tel 024–521068 Quarterly Financial Statement, At the quarter ended Ashadh, 2075 GFIL Rs. in 000 This Previous Corresponding S.N. **Particulars** Quarter Previous Year Quarter Ending **Ending** Quarter Ending 7110115.27 5965053.70 Total Capital & Liabilities (1.1 to 1.7) 6675379.97 GFIL Paid-up Capital 800000.00 800000.00 581665.00 1.1 1.2 Reserves and Surplus 178726.86 140399.91 192859.52 1.3 Debenture and Bond Borrowings 304267.01 271450.00 175000.00 1.4 1.5 5426454.06 5122200.10 4650964.48 Deposits (a+b) GFIL • GFIL a. Domestic Currency 5426454.06 5122200.10 4650964.48 b. Foreign Currency 1.6 Income Tax Liabilities 38389.81 10664.40 42291.90 1.7 Other Liabilities 362277.52 330665.55 322272.80 6675379.97 Total Assets (2.1 to 2.7) 7110115.27 5965053.71 2.1 Cash & Bank Balance 1530446.69 1354852.86 1311745.23 Money at call and short Notice 2.3 591961.05 568734.48 468552.18 GFIL Investments 4353862.78 Loans & Advances (a+b+c+d+e+f) 4673265.22 3719453.03 257517.23 a. Real Estate Loan 316791.90 241149.46 1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 15 million) 170666.48 102479.56 164018.31 2. Business Complex & Residential Apartment Construction Loan • GFIL 3. Income generating Commercial Complex Loan 4. Other Real Estate Loan (Including Land Purchase & Plotting) 146125.42 138669.90 93498.91 b. Personal Home Loan of Rs. 15 million or less 1248387.35 1144867.42 884553.82 c. Margin Type Loan 207680.00 245125.63 314340.43 d. Term Loan 1910920.32 1668013.08 1046215.98 e. Overdraft Loan / TR Loan / WC Loan f. Others 989485.65 1054707.20 1216825.56 Fixed Assets 2.5 207264.17 253283.15 240905.48 2.6 Non Banking Assets 0.00 0.00 0.00 144646.69 Other Assets 107178.13 224397.79 2.7 GFIL • Profit and Loss Account Up to This Previous Corresponding Quarter Quarter Previous Year Ending **Quarter Ending** 3.1 523572.36 Interest income 664917.63 440895.89 Interest Expense 502715.36 348429.94 369165.01 GEIL • GFIL • Net Interest Income (3.1-3.2) 162202.27 92465.96 154407.35 Α 3.3 Fees Commission and Discount 3237.78 2113.76 3256.15 Other Operating Income 3.4 71277.26 50455.92 63012.90 Foreign Exchange Gain/Loss (Net) Total Operating Income (A+3.3+3.4+3.5) 236717.30 145035 63 220676.39 В 3.6 Staff Expenses 45835.21 34776.76 45469.04 3.7 Other Operating Expenses 72835.68 47099.90 61532.32 Operating profit Before Provision (B-3.6-3.7) 63158.97 118046.41 113675.04 С Provision for Possible Loss 22248.79 43267.02 10091.31 3.8 Operating profit (C-3.8) 74779.40 40910.19 103583.73 D GFIL • Non Operating Income/Expenses (Net)
Write Back of Provision for Possible Loss 627 08 39415.47 48619.49 3.9 0.00 3.10 0.00 0.00 Profit From Regular Activities (D+3.9+3.10) 114194.86 41537.27 152203.22 Ε Extraordinary Income/Expenses (Net) 3.11 Profit Before Bonus and Taxes (E+3.11) 41537.27 114194.86 152203.22 F Provision For Staff Bonus 10381.35 3.12 3776.12 13836.66 Provision For Tax 38389.81 10664.40 42291.90 3.13 Net Profit/Loss (F-3.12 -3.13) 65423.70 27096.75 96074.66 G At the End Ratios Corresponding GFIL At the End of of previous Previous Yea This Quarter Quarter **Quarter Ending** 17.60% Capital Fund to RWA 17.84% 16.35% 4.1 GFIL Non Performing Loan (NPL) to Total Loan 2.10% 1.51% 4.2 Total Loan Loss Provision to total NPL 103.54% 4.3 Cost of Funds 10.31% 9.18% 4.4 CD Ratio (Calculated as per NRB Directives) 75.00% 72.86% 4.5 13.63% Base rate 13.51% 12.88% 4.6 • GFIL Additional Information (Optional) Average Yield (Local Currency) 14.99% 14.91% 14.22% Net Interest Spread (Local Currency) 4.32% 3.83% 3.46% Return on Equity 8.18 4.52 21.17 • GFIL • GFIL • GFIL Return on Assets Note: Above figures may vary with the audited figures if modified by the external auditors and regulators. धितोपत्र दर्ता निष्काशन नियमाबली २०६५ को अनुसूची १४ (नियम २२ को उप नियम (२) सँग सम्बन्धित) आ. ब. २०७४/७५ का चौथो त्रैमासिक प्रतिवेदन 1. Financial Statements Highlights 1. Ratios as on forth Quarter ending 2074/75 **Previous Quarter Ending** This Quarter Ending Liquidity (CRR) 31.9% 33.28% Rs.834.42 Value of per share on total assets Rs.888.76 Number of equity shares 8000000 Earnings per share (Annualized) Rs.4.52 Rs.8.18 Net worth per share Rs.117.55 RS.29.23 Price earnings ratio (Annualized) RS.14.92 Management's analysis of performance GFIL During this quarter, company's profitability decreased by 31.9% as compare to previous year 2073-2074. However, deposit and loans & advances increased by 16.67% and 25.65% respectively as compare to previous quarter  $\boldsymbol{\alpha}$ 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.  $No such information \ has been \ received \ of \ law \ suit \ filled \ against \ any \ promoters \ or \ directors \ of \ the \ company \ for \ economic \ offences$ Ū GFIL • GFIL • GFIL • 4. Analysis of stock performance • During the 4th quarter of FY 2074/75, total volume of 67860 no. of shares were transacted in 252 transactions. And share price was of NPR 146/-at the highest, Rs.117 was the lowest and NPR 122/- was the closing price at the end of the 4th quarter. GFIL • GFIL Problems and challenges Internal Problems: Challenges of retaining & maintaining skilled man power. Building adequate leadership capabilities **External Problems** Scarcity of skilled & competent man power. Growing excess rate of interest on deposits Very limited investment opportunities. Demand for quality loan in decreasing trend Strategy: Closely monitoring the internal and external environmental changes and adopting proactive approach. Undertaking various initiatives to engage employees for better performance and retention. GFIL Introducing new products for better serving the market Achieving excellence in service for delighting the customers Emphasizing on quality rather than quantity.

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.

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- 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

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- 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.

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The Management Committee, chaired by the CEO, meets regularly to review performance and make business decisions. Declaration by CEO on the truthfulness of information

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