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

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Ghorai, Dang Tel 082–563350/51

Quarterly Financial Statement
At the quarter ended Ashadh, 2070

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)**	**2712982.57**	**2682539.74**	**2154835.19**
1.1	Paid-up Capital	310500.00	310500.00	300000.00
1.2	Reserves and Surplus	30561.53	30561.53	27122.56
1.3	Debenture and Bond			
1.4	Borrowings	170000.00	45000.00	92500.00
1.5	Deposits (a+b)	2058784.00	2134726.45	1606710.89
	a. Domestic Currency	2058784.00	2134726.45	1606710.89
	b. Foreign Currency			
1.6	Income Tax Liabilities	10203.13	5282.74	6477.37
1.7	Other Liabilities	132933.91	156469.03	122024.37
2	**Total Assets (2.1 to 2.7)**	**2712982.57**	**2682539.74**	**2154835.19**
2.1	Cash & Bank Balance	427893.66	328057.66	321895.37
2.2	Money at call and short Notice			
2.3	Investments	220806.80	236765.99	178346.05
2.4	Loans & Advances (a+b+c+d+e+f)	1757712.43	1750345.56	1349621.75
	a. Real Estate Loan	274670.27	302210.37	273745.25
	1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 10 million)	81558.79	107327.04	75292.32
	2. Business Complex & Residential Apartment Construction Loan			
	3. Income generating Commercial Complex Loan			
	4. Other Real Estate Loan (Including Land Purchase & Plotting)	193111.48	194883.33	198452.93
	b. Personal Home Loan of Rs. 10 million or less	339661.96	319895.11	299007.74
	c. Margin Type Loan	53369.33	51742.96	37473.92
	d. Term Loan	672285.16	673872.45	513303.43
	e. Overdraft Loan / TR Loan / WC Loan			
	f. Others	417725.71	402624.67	226091.41
2.5	Fixed Assets	251979.30	257558.06	253609.73
2.6	Non Banking Assets			
2.7	Other Assets	54590.38	109812.47	51362.29
3	**Profit and Loss Account**	**Up to This Quarter**	**Previous Quarter Ending**	**Corresponding Previous Year Quarter Ending**
3.1	Interest income	285402.51	185023.94	234906.13
3.2	Interest Expense	213286.94	145659.05	180507.84
A	**Net Interest Income (3.1-3.2)**	**72115.56**	**39364.89**	**54398.29**
3.3	Fees Commission and Discount	1722.73	1255.00	21096.43
3.4	Other Operating Income	32240.90	22821.90	3865.93
3.5	Foreign Exchange Gain/Loss (Net)			
B	**Total Operating Income (A+3.3+3.4+3.5)**	**106079.19**	**63441.80**	**79360.65**
3.6	Staff Expenses	23193.64	16791.24	19528.11
3.7	Other Operating Expenses	49016.64	32104.40	33759.76
C	**Operating profit Before Provision (B-3.6-3.7)**	**33868.91**	**14546.16**	**26072.78**
3.8	Provision for Possible Loss	8462.83	5007.33	2447.60
D	**Operating profit (C-3.8)**	**25406.08**	**9538.83**	**23625.18**
3.9	Non Operating Income/Expenses (Net)	12740.75	8243.18	1827.54
3.10	Write Back of Provision for Possible Loss	3446.75	4107.19	304.37
E	**Profit From Regular Activities (D+3.9+3.10)**	**41593.57**	**21889.20**	**25757.09**
3.11	Extraordinary Income/Expenses (Net)			
F	**Profit Before Bonus and Taxes (E+3.11)**	**41593.57**	**21889.20**	**25757.09**
3.12	Provision For Staff Bonus	3781.23	1989.93	2341.55
3.13	Provision For Tax	10203.13	5282.74	6477.37
G	**Net Profit/Loss (F-3.12 -3.13)**	**27609.21**	**14616.54**	**16938.17**
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	16.73%	16.84%	22.01%
4.2	Non Performing Loan (NPL) to Total Loan	0.81%	0.82%	1.02%
4.3	Total Loan Loss Provision to total NPL	248.56%	220.72%	213.07%
4.4	Cost of Funds	9.71%	9.63%	12.12%
4.5	CD Ratio (Calculated as per NRB Directives)	74.19%	71.58%	71.92%
4.6	Base Rate	11.28%	11.23%	
	Additional Information (Optional)			
	Average Yield (Local Currency)	16.52%		
	Return on Equity	8.89		
	Return on Assets	1.02		

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:	14 - 18%	14 - 18%	14 - 18%	14 - 18%	14 - 18%	up to +3% (of the coupen rate)	8 -15%	13.75-16%	14-18%
Our Interest Rate on Deposits:	3 to 9 Months		12 Months	24 Months	36 Months	48 Months	60 Months	72 Months	
	8.50-9.50%		10.00%	10.50%	10.75%	11.00%	11.25%	11.50%	
Our Interest Rate on Saving Deposits:	7.00%-9.00%, Bulk Deposit Business A/C - Negotiable, For Share Holders of Goodwill Finance + .5% (Interset cumulated on Daily Balance but Credited Quarterly)								

धितोपत्र दर्ता निष्काशन नियमाबली २०६५ को अनुसूची १४
(नियम २२ को उप नियम (२) सँग सम्बन्धित)
आ. ब. २०६९/७० को चौथो त्रैमासिक प्रतिवेदन

1. Financial Statements Highlights

1. Ratios as on 4th Quarter ending 2069/70

	This Quarter Ending	Previous Quarter Ending	
Liquidity (CRR)	25.96%	20.95%	
Value of per share on total assets	Rs.873.75	Rs.863.94	
Number of equity shares	3105000	3105000	
Earnings per share (Annualized)	Rs.8.89	Rs.6.28	
Net worth per share	Rs.120.47	Rs.116.29	
Price earnings ratio	Rs.12.15	Rs. 20.39	

2. Management's analysis of performance

a. During this quarter, company's profitability is increased by 63% as compare to 4th quarter of FY2068/069. Likewise, deposit and loans & advances are increased by 28.14% and 30.24% respectively as compare to 4th quarter of FY 2068/2069.

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 4th quarter, total volume of 3937 no. of shares were transacted in 17 transactions of this company and share price was of NPR 126/- at the highest and NPR108/- was the closing price at the end of the 4th 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 local competition.
- 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.

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