गुडविल फाइनान्स लिमिटेड (वित्तीय संस्था) GFIL Corporate Office 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 GFI Dillibaza Indrachowk Tel 4229554/56 Taumadhi, Bhaktapur Tel 6620067/68 Kumaripati, Lalitpur Tel 5008690/91 llam Tel 027-520949 Tel 4422290 Birtamod Tel 023-540548 Itahari, Sunsari Tel 025-587051/587173 Ghorahi, Dang Tel 082-563350/51 Phidim Tel 024-521068 Nepalgunj Tel 081-528056/57 C 9 GFIL Quarterly Financial Statement, At the quarter ended Chaitra, 2073 Rs. in 000 This Previous Corresponding S.N. **Particulars** Quarter Quarter **Previous Year** Ending Quarter Ending Ending C Total Capital & Liabilities (1.1 to 1.7) 6480655.56 6198140.13 5312880.79 1 GFI GFI 453750.00 453750.00 363000.00 1.1 Paid-up Capital 126528.70 1.2 155449.01 106446.79 Reserves and Surplus 1.3 Debenture and Bond 120000.00 820000.00 350000.00 1.4 Borrowings 1.5 5398736.39 3864883.00 4154769.75 Deposits (a+b) GF CHIL a. Domestic Currency 5398736.39 3864883.00 4154769.75 b. Foreign Currency 1.6 24015.90 11526.01 21159.32 Income Tax Liabilities 1.7 317504.93 328704.25 921452.42 Other Liabilities 6480655.56 6198140.13 5312880.79 GFIL 2 Total Assets (2.1 to 2.7) 2.1 2086104.27 1165202.28 Cash & Bank Balance 1939448.94 GFIL Money at call and short Notice 2.2 333206.96 GFIL 314464.64 265413.83 Investments 3671686 48 3507833 70 Loans & Advances (a+b+c+d+e+f) 3271687.39 a. Real Estate Loan 243393.94 350707.45 242541.24 1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 10 million) 132019.44 98098.95 79528.06 GF 2. Business Complex & Residential Apartment Construction Loan 3. Income generating Commercial Complex Loan 163013.18 4. Other Real Estate Loan (Including Land Purchase & Plotting) 111374.51 252608.50 GFIL b. Personal Home Loan of Rs. 10 million or less 924850.99 904168.32 794950.80 c. Margin Type Loan 318640.25 322516.06 194416.38 GF 1577050.43 d. Term Loan 934005.30 675072.99 e. Overdraft Loan / TR Loan / WC Loan f. Others 1250796.00 1019222.57 698874.86 GFIL Fixed Assets Ĉ 2.5 243773.91 243026.63 234862.30 Non Banking Assets 3230.29 GFIL Other Assets 2.7 164626.25 410770.19 136338.39 Profit and Loss Account Up to This Corresponding Previous Quarter Quarter Previous Year Quarter Ending GEIL Ending C Interest income 354573.50 217127.49 259014.20 GFIL Interest Expense 247632.10 170665.18 132062.10 85065.39 Net Interest Income (3.1-3.2) 106941.40 88349.02 A Fees Commission and Discount 2227.32 990.65 885.43 3.3 GFIL Other Operating Income 46782.66 27646.78 35568.63 3.4 3.5 Foreign Exchange Gain/Loss (Net) GFIL Total Operating Income (A+3.3+3.4+3.5) 155951.38 113702.82 124803.07 В Staff Expenses 25052.66 3.6 31862.13 21385.16 3.7 Other Operating Expenses 46961.23 28793.76 38469.24 GFIL C Operating profit Before Provision (B-3.6-3.7) 77128.02 63523.90 61281.18 GFIL 3.8 Provision for Possible Loss 11235.56 36727.28 1706.67 Operating profit (C-3.8) 26796.62 65892.46 59574.51 D 25055.60 18600.22 17178.45 Non Operating Income/Expenses (Net) 3.9 GFIL • GFIL Write Back of Provision for Possible Loss 0.00 0.00 0.00 3.10 Profit From Regular Activities (D+3.9+3.10) 90948.06 45396.84 76752.95 E GFIL 3.11 Extraordinary Income/Expenses (Net) Profit Before Bonus and Taxes (E+3.11) 90948 06 F 45396.84 76752.95 Provision For Staff Bonus 8268 01 4126.99 6977.54 Provision For Tax 3.13 24015.90 11526.01 21159.32 • Net Profit/Loss (F-3.12 -3.13) 29743.84 58664.15 48616.10 G At the End GFIL Ratios Corresponding At the End of of previous Quarter **Previous Year** This Quarter Quarter Ending Capital Fund to RWA 4.1 13.84% 13.82% 11.66% GFIL 4.2 Non Performing Loan (NPL) to Total Loan 1.55% 1.98% 2.35% 161.80% Total Loan Loss Provision to total NPL 173.29% 170.18% 4.3 GFIL 6.59% 6.00% 4.4 Cost of Funds CD Ratio (Calculated as per NRB Directives) 75.00% 62.74% 77.65% 4.5 4.6 Base rate 8.64% 8.59% GF Additional Information (Optional) Average Yield (Local Currency) 12.01% 11.30% GFIL Net Interest Spread (Local Currency) 4.23% 4.96% 4.90% Return on Equity (Annualized) 17.24 10.54 17.86 • GFIL • GFIL Return on Assets (Annualized) 0.89 1.21 • Note: Above figures may vary with the audited figures if modified by the external auditors and regulators. G Purchase Loan Our Interest Rate on Lendings: 12-16.5% 12 - 15% Above 24 months 3 to 9 Months 12 Months 24 Months Interest rate on fixed deposits Our Interest Rate on Deposits: 9.00% - 11.00% Negotiable for Institution are Negotiable. 12.00% 12.25% GFI 5.50% - 7.50%, Bulk Deposit Business A/C - Negotiable, (Interset cumulated on Daily Balance but Credited Quarterly) Our Interest Rate on Saving Deposits: धितोपत्र दर्ता निष्काशन नियमाबली २०६५ को अनुसूची १४ - GF| Ċ (नियम २२ को उप नियम (२) सँग सम्बन्धित) GF आ. ब. २०७३/७४ को तेश्रो त्रैमासिक प्रतिवेदन 1. Financial Statements Highlights Ratios as on thirdQuarter ending 2073/74 • GFIL This Quarter Ending **Previous Quarter Ending** Liquidity (CRR) 41.57 .1428.22 G Value of per share on total assets Rs. 1365.98 Number of equity shares Earnings per share (Annualized) 4537500 4537500 Rs.17.24 Rs.13.1 Net worth per share Rs.134.26 Rs. 127.89 Price earnings ratio (Annualized) RS.26.07 RS.43.48 Management's analysis of performance Ū GFIL a. During this quarter, company's profitability increased by 20.67% as compare to 3rd quarter of previous year 2072/073. Likewise, deposit and loans & advances is increased by 29.94% and 4.67% respectively as compare to 3rd quarter of previous year 2072/073. However, profitability, . deposit and loan portfolio during this quarter are increased as compare to 2nd quarter of the year 2073-2074 by 97.23%,39.69% and • GFIL 12.23% respectively. . Legal proceedings GFIL • GFIL • GFIL 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. • GFIL No such information has been received of law suit filed against any promoters or directors of the company for economic offences. Analysis of stock performance a. During the 3rdquarter of FY 2073/74, total volume of 105295no.ofshareswere transacted in 367 transactions. And share price was of NPR 352/-at the highest, Rs.215 was the lowest and NPR 337/- was the closing price at the end of the 3rd quarter. Problems and challenges A. Internal Problems: Challenges of retaining & maintaining skilled man power. Building adequate leadership capabilities. • GFIL **B. External Problems** Scarcity of skilled & competent man power. Growing excess rate of interest on deposits. Very limited investment opportunities. • GFIL Demand for quality loan in decreasing trend • GFIL 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. GFIL Emphasizing on quality rather than quantity GFIL 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 • GFIL 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 • GFIL 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. Declaration by CEO on the truthfulness of information C 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 GFIL GFI would adversely affect the investment decision of any depositor/investor. www.goowillfinance.com.np financing for success..... since 1995 **GFIL** GFIL • GFIL GFIL • **GFIL**