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:** GF Taumadhi, Bhaktapur Tel 6620067/68 Indrachowk Tel 4229554/56 Kumaripati, Lalitpur Tel 5008690/91 Dillibaza Tel 4422290 Birtamod Tel 023-540548 Itahari, Sunsari Tel 025-587051/587173 Nepalgunj Tel 081-528056/57 Ghorai, Dang Tel 082-563350/51 0 9 Quarterly Financial Statement, At the quarter ended Ashadh, 2071 Rs. in 000 ш Previous Corresponding This S.N. **Particulars** Quarter **Previous Year** Quarter Ending Ending **Quarter Ending** C 3473439.46 3435608.70 2712982.57 Total Capital & Liabilities (1.1 to 1.7) 1.1 Paid-up Capital GFIL 310500.00 310500.00 310500.00 1.2 Reserves and Surplus 94585.19 35449.73 30561.53 1.3 Debenture and Bond 170000.00 Borrowings 0.00 115000.00 1.4 C 2732938.45 Deposits (a+b) 2870297.23 2058784.00 1.5 GF 2870297.23 2732938.45 2058784.00 a. Domestic Currency b. Foreign Currency 1.6 23098.32 11144.37 10203.13 Income Tax Liabilities 1.7 174958.72 230576.15 132933.91 Other Liabilities 2712982.57 3473439.46 3435608.70 Total Assets (2.1 to 2.7) C 2.1 Cash & Bank Balance 632224.03 811752.59 427893.66 GFIL Money at call and short Notice 2.3 Investments 224115.82 242468.14 220806.80 2.4 Loans & Advances (a+b+c+d+e+f) 2268708.53 2004384.01 266659.19 274670.27 270525.94 a. Real Estate Loan C 1. Residential Real Estate Loan (Except Personal Home Loan upto Rs 10 million) 84923.09 84802.89 81558.79 GFIL 2. Business Complex & Residential Apartment Construction Loan 3. Income generating Commercial Complex Loan 4. Other Real Estate Loan (Including Land Purchase & Plotting) 185602.86 181856.30 193111.48 b. Personal Home Loan of Rs. 10 million or less 475269.85 417690.87 339661.96 c. Margin Type Loan 302445.34 138954.39 53369.33 GFIL d. Term Loan 723015.00 719963.76 672285.16 e. Overdraft Loan / TR Loan / WC Loan f. Others 497452.39 461115.80 417725.71 Ċ 2.5 Fixed Assets 242596.27 256278.88 251979.30 2.6 Non Banking Assets GFIL Other Assets 105794.82 2.7 120725.09 54590.38 **Profit and Loss Account** Up to This Corresponding Previous Year Previous Quarter Quarter Ending Quarter Ending Ċ 3.1 Interest income 319489.04 213097.68 285402.51 GFIL Interest Expense 240333.35 175919.83 213286.94 3.2 Net Interest Income (3.1-3.2) 79155.70 37177.85 72115.56 Α 3.3 Fees Commission and Discount 1903 55 1484.35 1722.73 Other Operating Income C 3.4 70625.04 28107.31 32240.90 Foreign Exchange Gain/Loss (Net) 3.5 GFIL Total Operating Income (A+3.3+3.4+3.5) 151684.29 66769.51 106079.19 В 3.6 Staff Expenses 24725.71 18961.14 23193.64 3.7 Other Operating Expenses 51952.87 32968.14 49016.64 Operating profit Before Provision (B-3.6-3.7) Provision for Possible Loss C 75005.72 14840.23 33868.91 GFIL 3.8 28055.24 7858.43 8462.83 Operating profit (C-3.8) 25406.08 D 46950.48 6981.80 Non Operating Income/Expenses (Net) Write Back of Provision for Possible Loss 40252.01 35549.08 12740.75 3.9 3.10 982.56 944.85 3446.75 C Profit From Regular Activities (D+3.9+3.10) 88185.05 43475.73 41593.57 Е Extraordinary Income/Expenses (Net) GFIL 3.11 Profit Before Bonus and Taxes (E+3.11) 88185.05 43475.73 41593.57 F Provision For Staff Bonus 3 12 8016.82 3952.34 3781.23 Provision For Tax 11144.37 3.13 23098.32 10203.13 • G Net Profit/Loss (F-3.12 -3.13) 57069.91 28379.02 27609.21 GFIL At the End Corresponding Ratios 4 At the End of This Quarter of previous Quarter **Previous Year** Quarter Ending 15.40% Capital Fund to RWA 14.48% 16.73% 4.1 Non Performing Loan (NPL) to Total Loan 1.59% 1.16% 0.81% 4.2 Total Loan Loss Provision to total NPL 344.11% 185.24% 248.56% GF 4.3 Cost of Funds 8.19% 8.58% 4.4 74.19% CD Ratio (Calculated as per NRB Directives) 71.33% 65.86% 4.5 4.6 Base rate 11.86% 11.63% C Additional Information (Optional) Average Yield (Local Currency) 14.91% 15.69% 16.52% GFIL 7.11% Net Interest Spread (Local Currency) 6.72% 6.81% 18.38 12.19 Return on Equity Return on Assets 1.64 • Note: Above figures may vary with the audited figures if modified by the external auditors and regulators GFIL d GFIL धितोपत्र दर्ता निष्काशन नियमावली २०६५ का अनुसूचा १४ (नियम २२ को उप नियम (२) सँग सम्बन्धित) GFIL आ. ब. २०७०/७१ को चौथो त्रैमासिक प्रतिवेदन 1. Financial Statements Highlights 1. Ratios as on 4th guarter ending 2070/71 G GFIL During this quarter, company's profitability increased by 101.1% as compare to 3rd quarter of FY 2070/071. Likewise, deposit increased by 5.3% where as loans & advances is decreased by 13.19% respectively as compare to 3rd quarter of FY 2070/2071. 3. Legal proceedings • GFIL • GFIL • GFIL • GFIL • GFIL

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Hire Purchase	Housing Loan	Trading Loan	Industrial Loan					Margin Lending
12.5-17.5%	13 - 18%	1217%	11 - 15%	12 - 16%	up to +3% (of the coupen rate)	6 -14%	11-15%	12-16%
3 to 9 Months		12 Months	24 Months	36 Months	Above 36 Months			
7.25-7.75%		8.25%	8.50%	8.75%	Negotiable			
5.00%-7.00%, Bulk Deposit Business A/C - Negotiable, For Share Holders of Goodwill Finance + .5% (Interset cumulated on Daily Balance but Credited Quarterly)						Finance		
	Purchase 12.5-17.5% 3 to 9 M 7.25-7 5.00%-7.	Purchase Loan 12.5-17.5% 13 - 18% 3 to 9 Months 7.25-7.75% 5.00%-7.00%, Bul	Purchase Loan Loan 12.5-17.5% 13 - 18% 12-17% 3 to 9 Months 12 Months 7.25-7.75% 8.25% 5.00%-7.00%, Bulk Deposit	Purchase Loan Loan Loan 12.5-17.5% 13 - 18% 1217% 11 - 15% 3 to 9 Months 12 Months 24 Months 7.25-7.75% 8.25% 8.50% 5.00%-7.00%, Bulk Deposit Business A	Purchase Loan Loan Loan 12.5-17.5% 13 - 18% 1217% 11 - 15% 12 - 16% 3 to 9 Months 12 Months 24 Months 36 Months 7.25-7.75% 8.25% 8.50% 8.75% 5.00%-7.00%, Bulk Deposit Business A/C - Negotial	Purchase Loan Loan Loan Fixed Deposit 12.5-17.5% 13 - 18% 1217% 11 - 15% 12 - 16% (off the coopen rate) 3 to 9 Months 12 Months 24 Months 36 Months 7.25-7.75% 8.25% 8.50% 8.75% 5.00%-7.00%, Bulk Deposit Business A/C - Negotiable, For Share	Purchase Loan Loan Loan Loan Fixed Deposit Govt. Bond	Purchase Loan Loan Loan Loan Fixed Deposit Govt. Bond Loan

	This Quarter Ending	Previous Quarter Ending	
Liquidity (CRR)	26.25%	34.25%	
Value of per share on total assets	Rs.1118.66	Rs.1106.48	
Number of equity shares	3105000	3105000	
Earnings per share	Rs.18.38	Rs.12.19	
Net worth per share	Rs.130.46	Rs.121.01	
Price earnings ratio	Rs.11.97	Rs.14.13	

- 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

During the 4th quarter, total volume of 13244 no. of shares were transacted in 60 transactions of this company and share price was of NPR 220/-at the highest, Rs.150 was the lowest and NPR220/- 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 excess liquidity. Very limited investment opportunities.
- Demand for quality loan in decreasing trend
- Strategy:
- Closely monitoring the internal and external environmental changes and adopting proactive approach.

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- 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.
- 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

orate Governance

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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