

**Balance Sheet as at March 31, 2017**

|                                      | Note | 31-Mar-2017       | 31-Dec-2016       |
|--------------------------------------|------|-------------------|-------------------|
| <b>ASSETS</b>                        |      |                   |                   |
| Balances with State Bank of Pakistan | 1    | 739,192           | 853,359           |
| Cash in hand and balances with banks | 2    | 3,032,760         | 1,834,994         |
| Lending to financial institutions    | 3    | 406,773           | 1,544,066         |
| Investments - net of provisions      | 4    | 1,770,709         | 2,967,965         |
| Advances - net of provisions         | 5    | 25,952,878        | 22,939,532        |
| Operating fixed assets               | 6    | 733,950           | 719,790           |
| Other assets                         | 7    | 3,437,702         | 2,775,893         |
| Deferred tax assets                  |      | 143,638           | 137,941           |
| <b>Total Assets</b>                  |      | <b>36,217,602</b> | <b>33,773,460</b> |
| <b>LIABILITIES</b>                   |      |                   |                   |
| Deposits and other accounts          | 8    | 22,616,583        | 21,799,404        |
| Borrowings                           | 9    | 6,777,632         | 6,199,882         |
| Other liabilities                    | 10   | 1,537,844         | 1,457,096         |
| <b>Total Liabilities</b>             |      | <b>30,934,059</b> | <b>28,836,384</b> |
| <b>NET ASSETS</b>                    |      |                   |                   |
|                                      |      | <b>5,283,543</b>  | <b>4,937,096</b>  |
| <b>REPRESENTED BY :</b>              |      |                   |                   |
| <b>CAPITAL</b>                       |      |                   |                   |
| Paid up capital                      | 17   | 1,705,000         | 1,705,000         |
| Capital and general reserves         | 11   | 951,982           | 865,280           |
| Unappropriated profit                |      | 2,626,561         | 2,366,816         |
| <b>Total Capital</b>                 |      | <b>5,283,543</b>  | <b>4,937,096</b>  |

**Profit & Loss Account for the quarter ended March 31, 2017**

| Note   | YTD       |           |
|--|-----------|-----------|
|  | 31-Mar-17 | 31-Dec-16 |
| Mark up / Interest on advances               | 12        | 1,734,542 |
| Micro Credit Processing Fees                 | 18        | 251,582   |
| Retail Banking Services Fees                 | 14        | 23,311    |
|  |           | 1,969,435 |
| Return on Investments/bank accounts          |           | 72,081    |
|  |           | 2,062,226 |
| Interest on borrowings                       |           | 17,019    |
| Interest on deposits                         |           | 369,429   |
|  |           | 486,447   |
|  |           | 1,576,779 |
| <b>OPERATING EXPENSES</b>                    |           |           |
| Salaries, wages & other benefits             | 480,820   | 423,978   |
| Incentive on Asset and Liability Sales       | 29,381    | 34,354    |
| Recruitment & Development                    | 7,384     | 1,314     |
| Management consultancy                       | 6,809     | 2,904     |
| IT Operations                                | 33,392    | 28,144    |
| Training                                     | 14,491    | 12,828    |
| Rent, rates & taxes                          | 64,492    | 60,829    |
| Meeting & Conference                         | 4,795     | 4,399     |
| Utilities                                    | 16,806    | 17,432    |
| Communication & Verification                 | 17,999    | 18,482    |
| Traveling & conveyance                       | 4,729     | 3,220     |
| Insurance                                    | 26,098    | 25,356    |
| Repair & maintenance                         | 10,728    | 9,992     |
| Security services                            | 13,733    | 14,908    |
| Vehicle running & maintenance                | 36,256    | 29,951    |
| Legal & Professional                         | 3,999     | 5,891     |
| Printing, stationery & office supplies       | 24,864    | 22,940    |
| Subscription                                 | (387)     | 381       |
| Advertisement & business promotion           | 60,344    | 22,295    |
| Financial charges                            | 12,701    | 24,980    |
| ATM Operations                               | 449       | 2,795     |
| Depreciation and amortization                | 34,286    | 49,153    |
| Other Expenses                               | 1,682     | 1,381     |
| Workers Welfare Fund                         | 3,156     | (64,696)  |
|  | 823,472   | 732,499   |
| Reimbursement of Social Mobilization Cost    | 29,662    | 45,946    |
| Net Provision against advances/other assets  | 15        | 663,810   |
| Total operating expenses                     | 180,460   | 173,159   |
| <b>OPERATING PROFIT/Loss</b>                 | 994,360   | 645,339   |
| <b>OTHER INCOME</b>                          |           |           |
| Amenitization of deferred grant              | -         | 18,431    |
| Gain/(Loss) on Disposal of Fixed Assets      | 1,334     | 2,431     |
| Misc income                                  | 78        | 146       |
| Gain/(Loss) on Foreign Currency Transactions | n         | 150       |
|  | 1,418     | 2,198     |
| <b>TOTAL OTHER INCOME</b>                    | 862,642   | 664,397   |
| <b>TAXATION</b>                              |           |           |
| Taxation - Current                           | 14        | 153,762   |
| - Prior Year                                 |           | -         |
| - Deferred                                   |           | (3,746)   |
|  | 150,016   | 150,714   |
| <b>TOTAL TAXATION</b>                        | 422,968   | 509,863   |
| Un-appropriated profit b/f                   |           | 2,344,814 |
| Profit available for appropriation           |           | 2,799,734 |
| <b>APPROPRIATIONS</b>                        | 3,370,644 |           |
| Transfer to:                                 |           |           |
| Statutory Reserve                            | 64,852    | 301,918   |
| Microfinance Sector Development Fund         | 43,331    | 50,858    |
| Risk Mitigation Fund                         | 21,645    | 25,478    |
| Depositors' Protection Fund                  | 21,645    | 25,478    |
|  | 173,163   | 208,744   |
| <b>UNAPPROPRIATED PROFIT</b>                 | 2,825,561 | 2,886,616 |

**Financial Statements**

**Bank of Khyber (Pvt) Ltd**

Notes to the Accounts for the quarter ended March 31, 2017

| 1. | BALANCES WITH SBP | Note | 31-Mar-2017    | 31-Dec-2016    |
|----|-------------------|------|----------------|----------------|
|    | Balances with SBP | 11   | 739,992        | 988,899        |
|    |                   |      | <u>739,992</u> | <u>988,899</u> |

1.1 This represents balances held with State Bank of Pakistan to meet the requirement of maintaining minimum balance equivalent to 5% (2016: 5%) of the Bank's assets and demand liabilities in accordance with the Regulation R- 5A.

| 2. | CASH IN HAND AND BALANCES WITH BANKS | Note | 31-Mar-2017      | 31-Dec-2016      |
|----|--------------------------------------|------|------------------|------------------|
|    | Cash in hand                         |      | 316,183          | 445,291          |
|    | Current Account                      |      | 223,048          | 694,295          |
|    | Saving Account                       | 21   | 2,492,711        | 755,426          |
|    |                                      |      | <u>3,031,942</u> | <u>1,004,912</u> |

2.1 This represent balances held in corporate accounts of which Rs. 78.2 million (2016: Rs. 52.6 million) is held for the purpose of cash management such as meeting Bank's operations and lending to borrowers. Also included is a balance of approximately Rs. 2,477.8 million (2016: Rs. 702.4 million) held with Banks as institutional savings. Corporate accounts carry interest rates ranging from 3.75% to 7.75% (2016: 3.75% to 7.75%) per annum.

| 3. | LENDING TO FINANCIAL INSTITUTIONS | Note | 31-Mar-2017    | 31-Dec-2016      |
|----|-----------------------------------|------|----------------|------------------|
|    | Reverse Repo Lending              | 31   | 406,773        | 1,844,066        |
|    |                                   |      | <u>406,773</u> | <u>1,844,066</u> |

3.1 This represents reverse repo lending at the rate ranging from 5.65% to 5.96% per annum (2016: 5.75% to 5.90% per annum) maturing on April 8, 2017 (2016: January 8, 2017).

3.2 Securities held as collateral against lending to financial institutions - Reverse Repo

|                             | Held by Bank   | Further given as collateral | Total          | Held by Bank     | Further given as collateral | Total            |
|-----------------------------|----------------|-----------------------------|----------------|------------------|-----------------------------|------------------|
| Market Treasury Bills (PTB) | 410,000        | -                           | 410,000        | 1,880,000        | -                           | 1,880,000        |
|                             | <u>410,000</u> | <u>-</u>                    | <u>410,000</u> | <u>1,880,000</u> | <u>-</u>                    | <u>1,880,000</u> |

| 4. | INVESTMENTS - NET OF PROVISIONS             | Note | 31-Mar-2017      | 31-Dec-2016      |
|----|---|------|------------------|------------------|
|    | Available for sale securities               |      |                  |                  |
|    | Market Treasury Bills                       | 4.1  | 1,470,740        | 1,468,168        |
|    | Held to maturity securities                 |      |                  |                  |
|    | Term Deposit Receipt                        | 4.2  | 360,000          | 1,020,000        |
|    | Surplus/(Deficit) on revaluation on T-Bills | 4.3  | (51)             | (20)             |
|    |   |      | <u>1,770,709</u> | <u>2,487,968</u> |

4.1 This represents T-Bills purchased for the period ranging from 64 days to 182 days (2016: 84 days to 182 days) having yield interest ranging from 3.90% to 3.93% (2016: 3.90% to 3.97%) per annum.

4.2 This represents term deposit receipt (TDR) carrying interest at the rate of 9.25% (2016: 8.25% to 11.50%) per annum. The TDR is due to mature on September 18, 2017 (2016: March 08, 2017).

4.3 In compliance with the requirements of the Regulations (R-1C), available for sale investments have been valued on mark-to-market basis and the resulting (deficit) surplus is kept in a separate account and is charged through statement of comprehensive income.

| 5. | ADVANCES - NET OF PROVISIONS           | Note | 31-Mar-2017              |                    | 31-Dec-2016              |                    |
|----|--|------|--------------------------|--------------------|--------------------------|--------------------|
|    |  |      | No. of loans outstanding | Amount outstanding | No. of loans outstanding | Amount outstanding |
|    | Gross advances :                       |      |                          |                    |                          |                    |
|    | General Loans                          |      |                          |                    |                          |                    |
|    | Secured                                | 5.1  | 44,878                   | 8,572,814          | 44,748                   | 8,494,339          |
|    | Unsecured                              | 5.2  | 352,249                  | 21,230,419         | 309,981                  | 16,838,991         |
|    |  |      | <u>397,127</u>           | <u>32,803,233</u>  | <u>550,729</u>           | <u>22,333,330</u>  |
|    | Micro Enterprise Loans                 |      |                          |                    |                          |                    |
|    | Secured                                | 5.3  | 4,036                    | 968,986            | 2,847                    | 704,416            |
|    | Unsecured                              | 5.5  | 3,889                    | 380,459            | 3,411                    | 291,987            |
|    |  |      | <u>7,927</u>             | <u>1,350,445</u>   | <u>6,258</u>             | <u>1,000,403</u>   |
|    | Micro Housing Loans                    |      |                          |                    |                          |                    |
|    | Unsecured                              |      | 25                       | 8,905              | -                        | -                  |
|    |  |      | <u>604,777</u>           | <u>26,726,841</u>  | <u>816,187</u>           | <u>33,023,433</u>  |
|    | Less : provision held                  |      |                          |                    |                          |                    |
|    | Specific provision                     |      | 8,94                     | 104,888            | 7,193                    | 147,244            |
|    | General provision                      |      | 575,052                  | 260,808            | 624,029                  | 277,206            |
|    |  |      |                          | <u>365,478</u>     | <u>369,430</u>           |                    |
|    | Microcredit Advance - Net of Provision |      |                          | 25,761,68          |                          | 22,764,185         |
|    | Staff Loans - General Purpose          | 5.4  | 256                      | 16,474             | 261                      | 18,211             |
|    | Staff Loans - Housing Finance          | 5.5  | 88                       | 173,256            | 34                       | 193,194            |
|    |  |      | <u>405,048</u>           | <u>25,952,878</u>  | <u>597,082</u>           | <u>22,988,593</u>  |

5.1 This includes microcredit loans amounting to Rs. 940.6 million (2016: Rs.840.1 million) which are partially (50%) secured against own deposit book marking with the Bank.

5.2 This includes 16,749 (2016: 16,260) micro finance clients having aggregate outstanding amount of Rs.39.8 million (2016: Rs. 38.2 million) which are 100% backed by Guarantee under the State Bank of Pakistan's scheme for small and marginalised farmers. The Guarantee is effective from April 01, 2016.

## NOTES TO THE FINANCIAL STATEMENTS

Notes to the Accounts for the quarter ended March 31, 2017

**5.2** This includes 8,391 (2016: 5,394) micro enterprise clients having aggregate outstanding amount of Rs. 1,501.13 million (2016: Rs. 1,049.17 million) which are 10% backed by Guarantee under the terms of Loan Portfolio Guarantee Agreement between USAID and the Bank on September 30, 2014. The Guarantee is effective from November 24, 2014.

**5.4** This represents short to medium term general purpose loans to employees of the Bank carrying interest at the rate of 10% (2016: 10%) per annum. These loans are secured against employees' accrued terminal benefits.

**5.5** This represents long term housing loans to eligible employees of the Bank for the period ranging from 5 to 20 years carrying interest at the rate of 10% plus 50 bps (2016: coverage cost of funds plus 50 bps) per annum. These loans are secured against equitable mortgage over unencumbered property.

**5.6 Particulars of non-performing advances**

Non performing advances includes principal amount of Rs. 308.75 million, and interest/markup amount of Rs.84.46 million (2016: principal amount of Rs. 347.57 million and interest/markup amount of Rs.74.78 million) which, as detailed below, have been placed under non performing status.

| Category of classification | 31-Mar-2017        |                    |                | 31-Dec-2016        |                    |                |
|----------------------------|--------------------|--------------------|----------------|--------------------|--------------------|----------------|
|                            | Amount outstanding | Provision required | Provision held | Amount outstanding | Provision required | Provision held |
| CAEM                       | 137,923            | -                  | -              | 116,394            | -                  | -              |
| Sub Standard               | 92,180             | 17,740             | 17,740         | 62,443             | 12,278             | 12,275         |
| Doubtful                   | 98,103             | 68,237             | 68,237         | 101,780            | 50,789             | 50,789         |
| Loss                       | 23,483             | 17,648             | 17,648         | 31,684             | 64,380             | 64,380         |
|                            | <b>433,690</b>     | <b>104,665</b>     | <b>104,665</b> | <b>422,133</b>     | <b>147,344</b>     | <b>147,344</b> |

**5.7 Particulars of the provisions against non-performing advances**

|                                      | 31-Mar-2017    |                |                | 31-Dec-2016    |                |                |
|--------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|
|                                      | Specific       | General        | Total          | Specific       | General        | Total          |
| Balance at the beginning of the year | 147,345        | 332,595        | 369,481        | 72,955         | 147,413        | 220,382        |
| Change for the quarter/year          | 18,421         | 38,902         | 57,323         | 598,725        | 74,798         | 673,514        |
| Amount written off                   | 188,001        | -              | 188,001        | 534,419        | -              | 534,419        |
| Balance at end of the quarter/year   | <b>104,665</b> | <b>260,806</b> | <b>365,471</b> | <b>147,345</b> | <b>222,206</b> | <b>369,511</b> |

|  | 31-Mar-17      |              |                | 31-Dec-16      |              |                |
|--|----------------|--------------|----------------|----------------|--------------|----------------|
|  | Specific       | General      | Total          | Specific       | General      | Total          |
| Against provision                          | -              | -            | -              | -              | -            | -              |
| Related to rescheduled advances            | -              | -            | -              | -              | -            | -              |
| Related to other classified advances       | 188,001        | -            | 188,001        | 534,419        | -            | 534,419        |
| Directly charge to profit and loss account | -              | -            | -              | 4,345          | -            | 4,345          |
|  | <b>182,346</b> | <b>4,345</b> | <b>186,704</b> | <b>534,419</b> | <b>4,345</b> | <b>538,764</b> |

**5.8 Portfolio quality report**

The Bank's main measure of loan delinquency is an aged portfolio-at-risk ratio. Loans are separated into classes depending on the number of days they are over-due. For each of such class of loan, the outstanding principal balance of such loan class is divided by the outstanding principal balance of the gross loan portfolio before deducting allowance for non-performing advances.

Loan payment are applied first to any interest due, then to any instalment of principal that is due but unpaid, beginning with the earliest such instalment. The number of days of delay is based on the due date of the earliest loan instalment that has not been fully paid. Late payment surcharge/penalty on overdue advances is not added to principal.

| Normal Loans            | 31-Mar-17         |                   |  | 31-Dec-16         |                   |  |
|-------------------------|-------------------|-------------------|--|-------------------|-------------------|--|
|                         | Portfolio at Risk | Amount            |  | Portfolio at Risk | Amount            |  |
| Current                 | 0.00%             | 25,334.171        |  | 0.00%             | 22,585,023        |  |
| 1 - 29 days late        | 0.78%             | 203,739           |  | 0.88%             | 181,235           |  |
| 30 - 59 days late       | 0.48%             | 121,890           |  | 0.48%             | 100,436           |  |
| 60 - 89 days late       | 0.31%             | 79,905            |  | 0.23%             | 68,121            |  |
| 90 - 179 days late      | 0.97%             | 148,648           |  | 0.47%             | 108,481           |  |
| More than 179 days late | 0.07%             | 18,788            |  | 0.37%             | 68,004            |  |
|                         | <b>2.18%</b>      | <b>26,426,441</b> |  | <b>2.38%</b>      | <b>23,193,652</b> |  |

| 5. OPERATING FIXED ASSETS | Note | 31-Mar-17                |                        |                   | 31-Dec-16                |                        |                   |
|---------------------------|------|--------------------------|------------------------|-------------------|--------------------------|------------------------|-------------------|
|                           |      | Capital work-in-progress | Property and equipment | Intangible assets | Capital work-in-progress | Property and equipment | Intangible assets |
|                           | 6.1  | 90,834                   | -                      | -                 | 68,052                   | -                      | -                 |
|                           | 6.2  | 608,085                  | -                      | -                 | 681,070                  | -                      | -                 |
|                           | 6.3  | 40,301                   | -                      | -                 | 38,805                   | -                      | -                 |
|                           |      | <b>739,210</b>           | <b>-</b>               | <b>-</b>          | <b>708,927</b>           | <b>-</b>               | <b>-</b>          |

| 6.1 Capital Work-in-progress | 31-Mar-17       |   |  | 31-Dec-16       |                 |   |                 |
|------------------------------|-----------------|---|--|-----------------|-----------------|---|-----------------|
|                              | Opening Balance | Advances issued during the quarter/year | Assets transferred during the quarter/year | Closing Balance | Opening Balance | Advances issued during the quarter/year | Closing Balance |
|                              | 68,051          | 66,850                                  | 57,557                                     | 60,354          | 64,403          | 226,206                                 | 65,061          |
|                              |                 |   |  |                 |                 |   |                 |

Note to the Accounts for the quarter ended March 31, 2017

6.2 Property and Equipment & Intangible Assets

|                                     | Leasedhold Improvements | Vehicles       | Furniture & Fixtures | Electrical and Office Equipment | Computer Equipment | Total            | Carrying Value/Interest |
|-------------------------------------|-------------------------|----------------|----------------------|---------------------------------|--------------------|------------------|-------------------------|
| <b>Cost</b>                         |                         |                |                      |                                 |                    |                  |                         |
| Balances as on January 1, 2017      | 92,641                  | 190,759        | 312,108              | 421,516                         | 310,524            | 1,327,548        | 161,763                 |
| Additions                           | 12,491                  | -              | 1,501                | 3,058                           | 2,741              | 19,791           | 23,079                  |
| Deposits                            | -                       | -              | 3,455                | 504                             | 11                 | 3,970            | -                       |
| <b>Balance as on March 31, 2017</b> | <b>105,132</b>          | <b>190,759</b> | <b>310,154</b>       | <b>424,070</b>                  | <b>313,754</b>     | <b>1,345,309</b> | <b>186,844</b>          |
| <b>Depreciation</b>                 |                         |                |                      |                                 |                    |                  |                         |
| Balances as on January 1, 2017      | 7,448                   | 118,933        | 106,162              | 224,802                         | 299,028            | 698,975          | 138,261                 |
| Depreciation/Amortization Charge    | 5,065                   | 8,180          | 7,239                | 16,326                          | 9,276              | 46,086           | 8,252                   |
| Disposal                            | -                       | -              | 1,610                | 504                             | 11                 | 2,125            | -                       |
| <b>Balance as on March 31, 2017</b> | <b>12,513</b>           | <b>127,065</b> | <b>111,791</b>       | <b>240,624</b>                  | <b>246,298</b>     | <b>740,284</b>   | <b>146,518</b>          |
| <b>Carrying Value</b>               |                         |                |                      |                                 |                    |                  |                         |
| As on March 31, 2017                | 92,619                  | 63,595         | 198,363              | 183,446                         | 64,961             | 603,085          | 40,331                  |
| As on December 31, 2016             | 85,193                  | 71,826         | 205,946              | 196,714                         | 71,496             | 630,773          | 33,504                  |
| Rate of Depreciation per annum      | 20.00%                  | 25.00%         | 10.00%               | 20.00%                          | 20% - 33.33%       |                  | 38.33%                  |

7. OTHER ASSETS

|   | Note | 31-Mar-17 | 31-Dec-16 |
|---|------|-----------|-----------|
| Markup/Interest accrued on advances                       |      | 2,226,311 | 1,714,099 |
| Less Suspended Markup/Interest on non performing advances |      | 64,451    | 74,760    |
|   |      | 2,161,860 | 1,639,339 |
| Interest receivable on investments/placements             |      | 23,830    | 59,842    |
| Loans & advances to staff                                 |      | 101,329   | 99,102    |
| Advances to Suppliers and Service Providers               |      | 4,794     | 2,387     |
| Security deposit  |      | 6,025     | 8,023     |
| Prepayments   |      | 101,774   | 120,058   |
| Receivable from MSDF                                      | T.1  | 345,418   | 267,139   |
| Insurance Claim Receivable                                |      | 7,324     | 7,324     |
| Sales Tax/Federal Excise Duty                             |      | 165,740   | 155,412   |
| Other receivables   |      | 461,650   | 445,717   |
|   |      | 3,460,924 | 2,798,725 |
| Less Provision held against classified assets             |      | 22,832    | 25,035    |
| Opening Provision   |      | 200       | 8,236     |
| Provision Change for the quarter/year                     |      | -         | 10,439    |
| Receivable written off against provision                  |      | 23,222    | 22,832    |
| Closing Provision   |      | 3,437,702 | 2,775,893 |

7.1 This represents claims lodged by the Bank with Microfinance Social Development Fund (MSDF) for reimbursement of client acquisition cost incurred by the Bank under the Loan Agreement (Special Operations) - Microfinance Sector Development Project, Loan #IB06 between ADB and Islamic Republic of Pakistan.

6. DEPOSITS

|  | Note | 31-Mar-17          |            | 31-Dec-16          |            |
|--|------|--------------------|------------|--------------------|------------|
|  |      | Number of accounts | Rupees     | Number of accounts | Rupees     |
| <b>Time Liabilities:</b>                         |      |                    |            |                    |            |
| Term Deposits                                    | 6.2  | 14,620             | 12,667,945 | 11,049             | 10,015,213 |
| <b>Demand Liabilities:</b>                       |      |                    |            |                    |            |
| Saving Deposits                                  | 6.3  | 41,410             | 6,969,736  | 40,056             | 7,086,186  |
| Current Deposits                                 |      | 1,366,989          | 2,960,912  | 1,317,902          | 4,078,055  |
|  |      | 1,408,400          | 9,950,658  | 1,357,950          | 11,154,101 |
|  |      | 1,423,029          | 22,618,583 | 1,369,007          | 21,179,404 |
| <b>8.1 Particulars of Deposits by ownership:</b> |      |                    |            |                    |            |
| Individual Depositors                            |      | 1,420,601          | 14,024,662 | 1,566,644          | 12,877,783 |
| Institutional Depositors                         |      | 2,984              | 6,990,676  | 2,328              | 6,903,670  |
| a) Corporations/Firms                            |      | 44                 | 1,603,245  | 85                 | 1,397,951  |
| b) Banks/Financial Institutions                  |      | 1,423,029          | 22,618,583 | 1,369,007          | 21,179,404 |

8.2 This represents term deposits having tenure of 3 to 36 months (2016: 3 to 36 months) carrying interest at rates ranging from 5.25% to 14.00% (2016: 5.25% to 14.00%) per annum. The term deposits amounting to Rs 68.17 Million (2016: Rs 59.16 Million) are lien marked against advances to borrowers.

8.3 This represents saving deposits carrying interest rates ranging from 5.00% to 9.00% per annum (2016: 5.00% to 9%). The saving deposits amounting to Rs 357.85 million (2016: Rs 490.94 million) are lien marked against advances to borrowers.

Notes to the Accounts for the quarter ended March 31, 2017

|  | Note  | 31-Mar-17        | 31-Dec-16        |
|--|-------|------------------|------------------|
| <b>9. BORROWINGS</b>   |       |                  |                  |
| Borrowings from banks/financial institutions outside Pakistan      |       |                  |                  |
| Unsecured  | 9.1   | 1,974,486        | 2,481,666        |
| Borrowings from banks/financial institutions in Pakistan           |       |                  |                  |
| Secured  | 9.2   | 4,803,214        | 3,718,214        |
|  |       | <u>6,777,692</u> | <u>6,199,882</u> |
| <b>9.1 Borrowings from Financial Institutions outside Pakistan</b> |       |                  |                  |
| Asian Development Bank   | 9.1.1 | 1,454,916        | 1,484,916        |
| ECO Trade & Development Bank (TF-I)                                | 9.1.2 | -                | 507,250          |
| ECO Trade & Development Bank (TF-II)                               | 9.1.3 | 519,500          | 519,500          |
|  |       | <u>1,974,416</u> | <u>2,481,666</u> |

9.1.1 This represents loan received under the Subsidiary Loan and Grant Agreement entered between the Bank and the Government of Pakistan (GoP). The loan #1806 has been extended as part of Microfinance Sector Development Project between Asian Development Bank & Islamic Republic of Pakistan.

The Bank is liable to repay the principal amount of the loan to GoP over a period of 20 years including a grace period of 8 years. Repayment of loan commenced from May 1, 2009, through bi-annual equal installments. The principal repayable is the aggregate equivalent of the amounts drawn by the Bank from the loan account for sub-loan expressed in PKR, determined as of the respective dates of the withdrawal, while the GoP shall bear the foreign exchange risk. The interest is being paid on bi-annual basis charged at the rate equal to weighted average cost of deposits during the preceding six months in the banking industry as calculated by SBP. The interest rates used for bi-annual payments during the period was determined to be 4.1% (2016: 4.1% and 4.52%) per annum.

9.1.2 This represents borrowing from ECO Trade and Development Bank amounting to US\$3 Million which carries interest at the rate of 6 month USD LIBOR plus 2.5% per 360 days. The repayment of borrowing will be on maturity after 2 years and interest is payable semi annually.

The Bank has entered into Cross Currency SWAP agreement with United Bank Limited for the borrowing. Under such arrangement US\$3 million were translated at the exchange rate of Rs. 101.45 and the repayment will be on maturity. The interest is payable at the rate of six months KIBOR plus spread of 1% and payable semi annually commencing from date of disbursement.

9.1.3 This represents borrowing from ECO Trade and Development Bank amounting to US\$3 Million which carries interest at the rate of 6 month USD LIBOR plus 2.9% per 360 days. The repayment of borrowing will be in 5 equal semi annual installments starting on 24th month after the disbursement and interest is payable semi annually.

The Bank has entered into Cross Currency SWAP agreement with JS Bank Limited for the borrowing. Under such arrangement US\$3 million were translated at the exchange rate of Rs. 103.90 and the repayment will be in 5 equal semi annual installments starting on 24th month after the disbursement. The interest is payable at the fixed rate 10.47% actual/365 on unadjusted basis commencing from date of disbursement.

|  | Note   | 31-Mar-17        | 31-Dec-16        |
|--|--------|------------------|------------------|
| <b>9.2 Borrowings from Financial Institutions in Pakistan</b>  |        |                  |                  |
| Pak Orman Investment Company Limited (TF-II)                   | 9.2.1  | 437,500          | 437,500          |
| Pak Orman Investment Company Limited (TF-III)                  | 9.2.2  | 500,000          | 500,000          |
| Pak Orman Investment Company Limited (TF-IV)                   | 9.2.3  | 500,000          | -                |
| United Bank Limited (TF-I)                                     | 9.2.4  | 100,000          | 200,000          |
| Askari Bank Limited (TP-I)                                     | 9.2.5  | 160,000          | 200,000          |
| Soneri Bank Limited (TF-IV)                                    | 9.2.6  | 225,000          | 300,000          |
| Syndicated Term Finance (JS Bank Ltd, Askari Bank Ltd and PAF) | 9.2.7  | 1,285,714        | 1,285,714        |
| Pakistan Poverty Alleviation Fund (TF-II)                      | 9.2.8  | 320,000          | 320,000          |
| The Bank of Punjab (TF-I)                                      | 9.2.9  | 225,000          | -                |
| JS Bank Limited (RF)   | 9.2.10 | 475,000          | -                |
| United Bank Limited (RF)                                       | 9.2.11 | 175,000          | 175,000          |
| NIB Bank Limited (RF)  | 9.2.12 | 400,000          | 500,000          |
|  |        | <u>4,803,214</u> | <u>3,718,214</u> |

9.2.1 This represents Interbank money market borrowing for 3 years with grace period of 12 months from draw down date carrying interest rate of 7.70% (2016: 7.70% to 8.01%) per annum and repayable in 8 semi annual equal installments. This borrowing is secured against charge over current and future assets of Rs.667 million.

9.2.2 This represents Interbank money market borrowing for 5 years with grace period of 12 months from draw down date carrying interest rate ranging from 7.53% to 7.76% (2016: 7.63% to 7.70%) per annum and repayable in 8 semi annual equal installments. This borrowing is secured against charge over current and future assets of Rs.667 million.

9.2.3 This represents Interbank money market borrowing for 5 years with grace period of 12 months from draw down date carrying interest rate of 7.70% (2016: NIL) per annum and repayable in 8 semi annual equal installments. This borrowing is secured against charge over current and future assets of Rs.667 million.

9.2.4 This represents Interbank money market borrowing for 3 years with the grace period of 6 months from draw down date carrying interest rate ranging 7.56% to 7.65% (2016: 7.55% to 8.12%) per annum and repayable in 5 equal installments. This borrowing is secured against 40% partial Microfinance Credit Guarantee Facility (MCGF) by SBP and charge over current and future micro loans of Rs.400 million.

9.2.5 This represents Interbank money market borrowing for 3 years with the grace period of 6 months from draw down date carrying interest rate of 7.62% (2016: 7.54% to 7.55%) per annum and repayable in 10 equal quarterly installments. This borrowing is secured against 40% partial Microfinance Credit Guarantee Facility (MCGF) by SBP and charge over current and future micro loans of Rs.220 million.

**Notes to the Accounts for the quarter ended March 31, 2017**

- 9.2.6 This represents term finance facility of Rs.900 million carrying interest rate of 7.65% (2016: 7.56% to 8.53%) for a period of 3 years with grace period of 1 year from the draw down date. This borrowing is secured against 40% partial Microfinance Credit Guarantee Facility and charge over present and future assets of the Bank worth Rs.900 million.
- 9.2.7 This represents syndicated term finance facility of Rs.1.5 billion carrying interest rate of 7.45% (2016: 7.36% to 7.45%) for a period of 4 year from the draw down date inclusive of grace period of 6 months. This borrowing is secured against charge over present and future assets of the Bank worth Rs.2 billion and 40% partial Microfinance Credit Guarantee Facility.
- 9.2.8 This represents Interbank money market borrowing carrying interest rate of 0% (2016: 5.11% to 0%) per annum. The PPAF extended Rs.1,500 million financing facility, hypothecated against receivable created out of financing. The Bank is liable to repay the principal amount to PPAF in 5 equal quarterly instalments after the expiry of one year or grace period.
- 9.2.9 This represents Interbank money market borrowing carrying interest rate of 7.69% (2016: NIL) per annum for a period of 3 years from the draw down date inclusive of grace period of 1 year. This borrowing is secured against charge over present and future assets of the Bank worth Rs.900 million.
- 9.2.10 This represents running finance facility of Rs.300 million carrying interest rate of 7.87% (2016: 7.79% to 8.24%) for a period of 1 year from the draw down date. This borrowing is secured against charge over present and future assets of the Bank worth Rs.667 million.
- 9.2.11 This represents running finance facility of Rs.173 million carrying interest rate of 6.85% (2016: 6.85% to 7.35%) for a period of 1 year from the draw down date. This borrowing is secured against charge over present and future assets of the Bank worth Rs.234 million.
- 9.2.12 This represents running finance facility of Rs.400 million carrying interest rate of 7.62% (2016: 7.35% to 7.54%) for a period of 1 year from the draw down date. This borrowing is secured against charge over present and future assets of the Bank worth Rs.334 million.

|   | Note | 31-Mar-17        | 31-Dec-16        |
|---|------|------------------|------------------|
| <b>10. OTHER LIABILITIES</b>  |      |                  |                  |
| Markup/ Interest payable on borrowing                                 |      | 11,720           | 100,761          |
| Markup/return payable on deposits                                     |      | 360,665          | 305,310          |
| Bills Payable   |      | 72,035           | 78,396           |
| Accrued expenses  |      | 248,652          | 240,577          |
| Payable to defined benefit plan - Gratuity/EOBI                       |      | 23,116           | 16,292           |
| Contribution payable to funds   |      | 341,129          | 234,547          |
| Payable to suppliers and service providers                            |      | 153,179          | 135,041          |
| Provision for workers welfare fund                                    |      | 20,147           | 17,991           |
| Sundry deposits   |      | 12,753           | 12,841           |
| Corporate Tax Payable   |      | 189,626          | 161,422          |
| Other Payables  |      | <u>15,603</u>    | <u>99,980</u>    |
|   |      | <u>1,537,844</u> | <u>1,457,098</u> |
| <b>11. CAPITAL AND GENERAL RESERVES</b>                               |      |                  |                  |
| Statutory Reserve   |      | 927,749          | 841,655          |
| Capital Reserve   |      | 24,255           | 24,255           |
| Net Surplus/(Deficit) on revaluation of available for sale securities |      | <u>(22)</u>      | <u>(141)</u>     |
|   |      | <u>951,982</u>   | <u>865,280</u>   |
| <b>12. MARKUP/INTEREST ON ADVANCES</b>                                |      | <b>Q 1-2017</b>  | <b>Q 4-2016</b>  |
| Markup/Interest on Advances - General Loans                           |      | 1,644,600        | 1,473,625        |
| Markup/Interest on Advances - MSME Loans                              |      | 86,728           | 65,281           |
| Markup/Interest on Advances - Staff Home Loans                        |      | 3,383            | 2,776            |
| Markup/Interest on Advances - Staff General Purpose Loans             |      | <u>431</u>       | <u>415</u>       |
|   |      | <u>1,734,642</u> | <u>1,542,495</u> |
| <b>13. MICRO CREDIT PROCESSING FEES</b>                               |      |                  |                  |
| Micro Credit Processing Fee - General Loans                           |      | 225,814          | 333,974          |
| Micro Credit Processing Fee - MSME Loans                              |      | <u>6,478</u>     | <u>7,002</u>     |
|   |      | <u>231,592</u>   | <u>340,976</u>   |
| <b>14. RETAIL BANKING SERVICES FEES</b>                               |      |                  |                  |
| Banking Services Fee  |      | 10,445           | 20,651           |
| Remittance Services Fee   |      | 341              | 366              |
| Bancassurance Services Fee  |      | 5,399            | 2,575            |
| ATM Services Fee  |      | <u>1,796</u>     | <u>3,345</u>     |
|   |      | <u>25,911</u>    | <u>26,887</u>    |

**Kashifah Microfinance Bank Ltd.**

Notes to the Accounts for the quarter ended March 31, 2017

| 15. NET PROVISION AGAINST ADVANCES/OTHER ASSETS   | Note   | <u>Q 1-2017</u>  |                 | <u>Q 4-2016</u>  |                 |
|---|--------|------------------|-----------------|------------------|-----------------|
|   |        |                  |                 |                  |                 |
| Provision against advances  |        |                  |                 |                  |                 |
| Specific Provision  | 5.7    | 115,421          |                 | 144,999          |                 |
| General Provision   | 5.7    | 38,602           |                 | 32,619           |                 |
|   |        | 154,023          |                 | 197,518          |                 |
| Bad Debts Written off Directly  |        | 4,345            |                 | 3,564            |                 |
| Bad Debts Recovered   |        | (28,108)         |                 | (39,490)         |                 |
| Net Provision against advances  |        | 180,260          |                 | 167,592          |                 |
| Provision against Other Assets  |        |                  |                 |                  |                 |
| Provision against other assets  | 7      | 390              |                 | 7,566            |                 |
| Recovery against other assets   |        | -                |                 | -                |                 |
|   |        | 390              |                 | 7,566            |                 |
|   |        | 180,650          |                 | 175,156          |                 |
| <b>16. TAXATION</b>   |        |                  |                 |                  |                 |
| The bank has provided for corporate tax at the rate of 30% (2016: 31%) for the year with minimum tax being limited to 1% of non exempt turnover.              |        |                  |                 |                  |                 |
| <b>17. SHARE CAPITAL</b>  | Note   | <u>31-Mar-17</u> |                 | <u>31-Dec-16</u> |                 |
| 17.1 Authorized Capital   | 17.1.1 | 6,000,000        |                 | 6,000,000        |                 |
| 17.1.2 The Bank's authorized share capital is 600 million ordinary shares of Rs.10/- each.  |        |                  |                 |                  |                 |
| 17.2 Issued, Subscribed and Paid up Capital   | 17.2.1 | 1,705,000        |                 | 1,705,000        |                 |
| 17.2.1 The Bank's issued, subscribed and fully paid up capital for consideration other than cash is 170.5 million ordinary shares of Rs.10/- each as follows: |        |                  |                 |                  |                 |
| United Bank Limited   |        | 506,285          |                 | 506,285          |                 |
| Rural Impulse Fund II S.A. SICAV-FIS (Incofin Investment Management Comm. VA)   |        | 417,057          |                 | 417,057          |                 |
| Responsibility Global Microfinance Fund (Credit Suisse Fund Management Company)   |        | 339,295          |                 | 339,295          |                 |
| ShoreCap II Limited (Equator Capital Partners LLC)  |        | 243,568          |                 | 243,568          |                 |
| ASTN-NOVIB Microcreditfonds (Triple Jump B.V.)  |        | 106,795          |                 | 106,795          |                 |
| Bank Al Habib Limited   |        | 30,000           |                 | 30,000           |                 |
|   |        | 1,705,000        |                 | 1,705,000        |                 |
| <b>18. GENERAL INFORMATION</b>  |        | <u>31-Mar-17</u> |                 | <u>31-Dec-16</u> |                 |
| 18.1 Number of Employees  |        | Number           |                 | Number           |                 |
| Credit Sales Staff  |        |                  |                 |                  |                 |
| Permanent   |        | 1,515            |                 | 1,394            |                 |
| Banking/Support Staff   |        |                  |                 |                  |                 |
| Permanent   |        | 1,974            |                 | 1,912            |                 |
| Contractual   |        | 570              |                 | 558              |                 |
|   |        | 1,944            |                 | 1,870            |                 |
| Total number of employees at the end of the period/year   |        | 3,459            |                 | 3,266            |                 |
| 18.1.1 Credit Sales Staff - MSME  |        | 243              |                 | 204              |                 |
| 18.1.2 Female Staff   |        | 334              |                 | 296              |                 |
| 18.1.3 Managers   |        | 56               |                 | 80               |                 |
| <b>18.2 Network Outreach</b>  |        | <u>31-Mar-17</u> |                 | <u>31-Dec-16</u> |                 |
|   |        | No. of SC        | No. of Branches | No. of SC        | No. of Branches |
| 18.2.1 At the Beginning of the year   |        | 2                | 159             | -                | 129             |
| Opened during the quarter/year  |        | 16               | 3               | 2                | 10              |
| Closed/merged during the quarter/year   |        | -                | -               | -                | -               |
| At the end of the quarter/year  |        | 18               | 142             | 2                | 139             |
| 18.2.2 Total Outlets  |        |                  | 160             |                  | 141             |