## KHUSHHALI BANK LIMITED

# MANAGEMENT ACCOUNTS - UNAUDITED FOR THE MONTH ENDED 

September 30, 2014

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Balance Sheet as at September 30, 2014

|  | Note | $\frac{\text { Actual }}{30-\text { Sep-2014 }}$ | $\frac{\text { Actual }}{\text { 31-Dec-2013 }}$ |
| :---: | :---: | :---: | :---: |
| ASSETS |  | Un - audited | Audited |
| Balances with State Bank of Pakistan | 1 | 233,038,012 | 243,218,245 |
| Cash in hand and balances with banks | 2 | 1,061,619,553 | 686,221,888 |
| Lending to financial institutions | 3 |  | 942,371,214 |
| Investments - net of provisions | 4 | 736,260,378 | 1,038,900,528 |
| Advances - net of provisions | 5 | 11,233,418,065 | 8,756,895,434 |
| Operating fixed assets | 6 | 334,217,319 | 275,183,756 |
| Other assets | 7 | 2,102,397,591 | 1,247,439,984 |
| Deferred tax assets |  | 127,300,096 | 99,425,493 |
| Total Assets |  | 15,828,251,014 | 13,289,656,542 |

## LIABILITIES

## Deposits and other accounts

Borrowings
Other liabilities
Total Liabilities

## NET ASSETS

## REPRESENTED BY:

CAPITAL
Paid up capital
Capital and general reserves
Unappropriated profit

Surplus/(Deficit) on revaluation of assets
Deferred grants


## Total Capital



| Un-audited |  |  |  |
| :---: | :---: | :---: | :---: |
| BALANCES WITH SBP | Note | 30-Sep-2014 | 31-Dec-2013 |
| Balances with SBP | 1.1 | 233,038,012 | 243,218,245 |
|  |  | 233,038,012 | 243,218,245 |

1.1 This represents balance held with SBP to meet the requirement of maintaining minimum balance equivalent to $5 \%$ (2013: 5\%) of the Bank's time and demand liabilities in accordance with regulation 6A of the Prudential Regulations issud by SBP.

2 CASH IN HAND AND BALANCES WITH BANKS

| $372,773,152$ |  |  |  |
| :--- | ---: | ---: | ---: |
| Cash in hand |  | $275,331,392$ |  |
| Current Account | $219,234,049$ |  |  |
| Saving Account | 2.1 | $567,054,112$ |  |
|  |  | $\mathbf{1 , 0 6 1 , 6 1 9 , 5 5 3}$ |  |

2.1 This represent balances held in corporate accounts of which Rs. 565.9 million (2013: Rs. 33.8 million) is held for the purpose of cash management such as meeting Bank's operations and lending to borrowers. Also inluded is a balance of approximately Rs. 1.0 million (2013: Rs. 1.0 million) held with NIB Bank Ltd. as institutional savings. Corporate accounts carry interest rates ranging from $6.0 \%$ to $8.0 \%$ ( $2013: 6 \%$ to $8 \%$ ) per annum.
3. LENDING TO FINANCIAL INSTITUTIONS

| Reverse Repo Lending | 3.1 | - | 942,371,214 |
| :---: | :---: | :---: | :---: |
| Clean Lending |  | 100,000,000 | 100,000,000 |
| Provision for Impairment |  | $(100,000,000)$ | $(100,000,000)$ |
|  |  | - | - |
|  |  | - | 942,371,214 |

3.1 This represents reverse repo lending at the rate NIL\% per annum ( 2013: $9.85 \%$ to $10.20 \%$ per annum) maturing on NIL (2013: January 10, 2014). Securities amounting to Rs. 480 Million (2013: Rs. 951 Million) held as collateral against reverse repo lending to financial instaituitons.
4. INVESTMENTS - NET OF PROVISIONS

| Market Treasury Bills |  |  |  |
| :---: | :---: | :---: | :---: |
| Market Treasury Bills | 4.1 | 736,293,200 | 833,999,000 |
| Surplus/(Deficit) on revaluation | 4.3 | $(32,822)$ | $(1,210,650)$ |
|  |  | 736,260,378 | 832,788,350 |
| Money Market Mutual Funds |  |  |  |
| Money Market Mutual Funds | 4.2 |  | 200,000,000 |
| Surplus/(Deficit) on revaluation | 4.3 | - | 6,112,178 |
|  |  | - | 206,112,178 |
|  |  | 736,260,378 | ,038,900,528 |

4.1 This represents T-Bills purchased for the year ranging from 84 days to 182 days (2013: 84 days to 364 days) having vield interest ranging from $9.96 \%$ to $9.98 \%$ (2013: $9.34 \%$ to $9.82 \%$ ) per annum. Treasury Bills amounting to Rs. 131.0 million given as collectral against repo borrowing of Rs. 129.9 million.
4.2 This represents NIL (2013: 996,143 and $9,984,424$ ) Money Market Mutual Fund basic units of UBL Liquidity Plus Fund and NAFA Money Market Fund purchased at Rs. 100.3872 and Rs. 10.0156 respectively.
4.3 In compliance with the requirements of the Regulations, 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 shown below the shareholders' equity in the balance sheet.

|  | AdVANCES - Net of Provisions | Note | 30-Sep-2014 |  |  | 31-Dec-2013 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Number of loans outstanding | Amount outstanding |  | Number of loans outstanding | Amount outstanding |
| Gross advances : |  |  |  |  |  |  |  |
|  | Secured |  | 39,600 | 2,702,525,265 |  | 30,782 | 2,149,053,379 |
| Unsecured |  | 5.1 | 432,093 | 8,648,498,353 |  | 378,228 | 6,692,638,835 |
|  |  |  | 471,693 | 11,351,023,618 |  | 409,010 | 8,841,692,214 |
| Less : provisions held |  |  |  |  |  |  |  |
|  | Specific provision |  | 6,504 | 37,700,992 |  | 4,608 | 19,806,589 |
| General provision |  |  | 432,594 | 94,872,946 |  | 377,687 | 82,703,240 |
|  |  |  |  | 132,573,938 |  |  | 102,509,829 |
|  |  |  |  | 11,218,449,680 |  |  | 8,739,182,385 |
|  | Staff Loans - Secured | 5.2 | 279 | 14,968,385 |  | 220 | 17,713,049 |
|  |  |  | 471,972 | 11,233,418,065 |  | 409,230 | 8,756,895,434 |
|  |  |  |  |  |  |  |  |
| 5.1 | This includes 25 (2013: Nil) micro enterprise client having aggregate amount of Rs. 5.79 million (2013: Nil). |  |  |  |  |  |  |
| 5.2 | This represents short to medium term general purpose loans to employees of the Bank carrying interest at the rate of $10 \%(2013: 10 \%)$ per annum. These loans are secured against employees' accrued terminal benefits. |  |  |  |  |  |  |
| 5.4 | Particulars of non-performing advances |  |  |  |  |  |  |
|  | Non performing advances includes principal amount of Rs. 97.8 million and interest/markup amount of Rs. 21.5 million (2013: principal amount of Rs. 69.7 million and interest/markup amount of Rs. 12.2 million) which, as detailed below, have been placed under non performing status. |  |  |  |  |  |  |
|  | Category of classification | 30-Sep-2014 |  |  | 31-Dec-2013 |  |  |
|  |  | Amount out standing | Provision required | Provision held | Amount out standing | Provision required | Provision held |
|  | OAEM | 25,253,529 | . | - | 37,263,490 | - | - |
|  | Sub-standard | 14,690,199 | 2,259,912 | 2,259,912 | 14,895,887 | 2,913,170 | 2,913,170 |
|  | Doubtful | 63,162,194 | 23,838,877 | 23,838,877 | 17,639,791 | 7,439,658 | 7,439,658 |
|  | Loss | 16,166,069 | 11,602,203 | 11,602,203 | 12,040,070 | 9,453,761 | 9,453,761 |
|  |  | 119,271,991 | 37,700,992 | 37,700,992 | 81,839,238 | 19,806,589 | 19,806,589 |
| 5.5 | Particulars of the provisions against non-performing advances |  |  |  |  |  |  |
|  |  | Specific | General | Total | Specific | General | Total |
|  | Balance at the beginning of the year | 19,806,589 | 82,703,240 | 102,509,829 | 17,223,387 | 71,320,524 | 88,543,911 |
|  | Charge for the period | 105,707,938 | 12,169,706 | 117,877,644 | 157,739,971 | 11,382,716 | 169,122,687 |
|  | Amount written off | $(87,813,535)$ | - | (87,813,535) | $(155,156,769)$ |  | $(155,156,769)$ |
|  | Balance at end of the period | 37,700,992 | 94,872,946 | 132,573,938 | 19,806,589 | 82,703,240 | 102,509,829 |
| 5.6 | Particulars of write offs |  |  |  |  |  |  |
|  | Against provision |  |  |  |  |  |  |
|  | Related to rescheduled advances |  |  | 298,500 |  |  | 11,694,184 |
|  | Related to other classified advances |  |  | 85,625,079 |  |  | 143,462,587 |
|  | Directly charge to profit and loss account |  |  | 1,889,956 |  |  | $\frac{-}{15515671}$ |
|  |  |  |  | 87,813,535 |  |  | 155,156,771 |

## Notes to the Accounts for the period ended September 30, 2014

Un-audited

### 5.7 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. Loans are considered overdue if any payment has fallen due and remained unpaid. Loans payment are applied first to any interest due, then to any installment of principal that is due but unpaid, beginning with the earliest such installment. The number of days of delay is based on the due date of the due date of the earliest loan installment that has not been fully paid. Late payment surcharge/ penalty on overdue advances is not added to principal.

| Normal Loans |
| :--- |
| Current |
| $1-29$ days late |
| $30-59$ days late |
| $60-89$ days late |
| $90-179$ days late |
| More than 179 days late |


|  | 30-Sep-14 |  | 31-Dec-13 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Portfolio at Risk | Amount | Portfolio at Risk | Amount |
|  | 0.00\% | 11,210,850,043 | 0.00\% | 8,742,669,291 |
|  | 0.37\% | 42,407,361 | 0.33\% | 29,371,592 |
|  | 0.20\% | 22,743,332 | 0.36\% | 31,785,867 |
|  | 0.11\% | 12,712,113 | 0.15\% | 12,982,261 |
|  | 0.44\% | 50,240,573 | 0.17\% | 15,429,442 |
|  | 0.11\% | 12,070,195 | 0.11\% | 9,453,761 |
|  | 1.23\% | 11,351,023,618 | 1.12\% | 8,841,692,214 |
| Note |  | 30-Sep-14 |  | 31-Dec-13 |
| 6.1 |  | 38,847,675 |  | 15,849,803 |
| 6.2 |  | 271,160,504 |  | 217,139,064 |
| 6.2 |  | 24,209,140 |  | 42,194,889 |
|  |  | 334,217,319 |  | 275,183,756 |

6.1 Capital Work-in-progress

This includes payments made to the vendor for the development of various softwares Modules and purchase of fixed assets.
6.2 Property and Equipment \& Intangible Assets

Cost
Balances as on January 1, 2014
Additions
Disposals
Balances as on September 30, 2014

## vepreciation

Balances as on January 1, 2014
Depreciation/Amortization Charge Disposals
Balances as on September 30, 2014
Carrying Value
As on September 30, 2014
As on December 31, 2013
Rate of Depreciation per annum
7. OTHER ASSETS

Markup/interest accrued on advances
Suspended Markup/interest on non performing advances

| Vehicles | Furniture \& Fixture | Electrical and Office <br> Equipment | Computer <br> Equipment | Total |
| ---: | ---: | ---: | ---: | ---: |
| $150,756,148$ | $160,743,397$ | $195,067,673$ | $181,976,839$ | Computer <br> Software |
| $12,884,760$ | $10,113,438$ | $55,812,036$ | $44,168,652$ | $\mathbf{1 2 2 , 9 7 8 , 8 5 4}$ |
| $6,860,644$ | $3,177,987$ | $1,383,600$ | 684,930 | $\mathbf{1 2 , 1 0 7 , 1 6 1}$ |
| $\mathbf{1 5 6 , 7 8 0 , 2 6 4}$ | $\mathbf{1 6 7 , 6 7 8 , 8 4 8}$ | $\mathbf{2 4 9 , 4 9 6 , 1 0 9}$ | $\mathbf{2 2 5 , 4 6 0 , 5 6 1}$ | $\mathbf{7 9 9 , 4 1 5 , 7 8 2}$ |

Interest receivable on investments
Loans \& advances to staff

| 133,747,976 | 72,205,111 | 118,274,554 | 147,177,352 | 471,404,993 | 65,909,521 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 5,314,161 | 11,320,971 | 24,588,222 | 25,181,027 | 66,404,381 | 21,298,081 |
| 6,284,418 | 1,367,561 | 1,217,276 | 684,841 | 9,554,096 | - |
| 132,777,719 | 82,158,521 | 141,645,500 | 171,673,538 | 528,255,278 | 87,207,602 |
| 24,002,545 | 85,520,327 | 107,850,609 | 53,787,023 | 271,160,504 | 24,209,140 |
| 17,008,172 | 88,538,286 | 76,793,119 | 34,799,487 | 217,139,064 | 42,194,889 |
| 25\% | 10\% | 20\% | 33.33\% |  | 33.33\% |
|  |  |  | 30-Sep-14 |  | 1-Dec-13 |

Advances to Suppliers and Service Providers
Security deposit
Prepayments

| 30-Sep-14 | 31-Dec-13 |
| ---: | ---: |
| $1,554,320,411$ | $899,387,927$ |
| $(21,505,778)$ | $(12,187,907)$ |
| $1,532,814,633$ | $887,200,020$ |
| $13,552,171$ | $21,225,863$ |
| $75,731,882$ | $70,675,025$ |
| $9,082,636$ | $2,383,598$ |
| $2,024,440$ | $1,997,290$ |
| $82,355,929$ | $78,097,607$ |
| $294,731,831$ | $119,295,593$ |
| $1,141,894$ | $3,995,604$ |
| $7,315,780$ | $6,369,491$ |
| $78,740,110$ | $52,815,692$ |
| $21,684,526$ | $17,182,280$ |
| $2,119,175,832$ | $1,261,238,063$ |
|  | $9,789,282$ |
| $13,798,079$ |  |
| $2,761,415$ | $5,596,560$ |
| $(218,747)$ |  |
| $16,778,241$ |  |
| $\mathbf{2 , 1 0 2 , 3 9 7 , 5 9 1}$ | $(1,587,763)$ |

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 \#1806 between ADB and Islamic Republic of Pakistan.
7.2 This represents cost reimbursement to the Bank under Cooperative Agreement TWEIP Phase II 391-A-00-11-01230-00 effective February 25, 2011 for disbursement of USAID funds to the TWEIP (Tubewell Efficiency Improvement Replacement Program) equipment vendors. Cumulative disbursements made to vendors up to June 30 , 2014 amounted to USD 11.6 million; while the total project cost is USD18.5 million. The Bank recovers $1.755 \%$ of the amount disbursed and personnel cost as indirect cost charge. The extended expiry date was June 30, 2014.

## Notes to the Accounts for the period ended September 30, 2014

## 8. DEPOSITS

Time Liabilities: Term Deposits
Demand Liabilities:
Saving Deposits
Current Deposits

| Note | 30-Sep-14 |  | -13 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Number of accounts | Rupees | Number of accounts | Rupees |
| 8.2 | 2,996 | 2,945,593,096 | 2,924 | 2,640,674,258 |
| 8.3 | 23,143 | 3,045,529,080 | 17,127 | 2,661,417,108 |
|  | 806,717 | 1,170,510,746 | 654,010 | 1,830,827,873 |
|  | 829,860 | 4,216,039,826 | 671,137 | 4,492,244,981 |
|  | 832,856 | 7,161,632,922 | 674,061 | 7,132,919,239 |
|  | 831,247 | 4,144,854,687 | 672,898 | 4,074,501,471 |
|  | 1,597 | 2,097,443,060 | 1,154 | 2,259,919,085 |
|  | 12 | 919,335,175 | 9 | 798,498,683 |
|  | 832,856 | 7,161,632,922 | 674,061 | 7,132,919,239 |

8.2 This represents term deposits having tenure of 1 to 36 months (2013: 1 to 36 months) carrying interest at rates ranging from $8.25 \%$ to $14.00 \%$ ( 2013 : $8.25 \%$ to $14.00 \%$ ) per annum. This include fixed deposits Rs 27.82 Million (2013: Rs 19.69 Million) lien marked against advances to borrowers.
8.3 This represent savings deposits carrying interest rates ranging from $6 \%$ to $10.85 \%$ per annum ( $2013: 6 \%$ to $10.85 \%$ ).
9. BORROWINGS

| Note | 30-Sep-14 | 31-Dec-13 |
| :--- | :--- | ---: |
| 9.1 | $2,364,241,612$ | $2,546,106,352$ |
| 9.2 | $\mathbf{2 , 1 6 7 , 4 3 0 , 7 1 0}$ | 200,000,000 |

9.1 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 laon 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 rate used for bi-annual payments during the period was determined to be 6.64\% (2013: 6..28\% and 6.45\%) per annum.

|  | Note | 30-Sep-14 | 31-Dec-13 |
| :---: | :---: | :---: | :---: |
| Borrowings from Financial Institutions in Pakistan |  |  |  |
| Pakistan Poverty Alleviation Fund (PPAF TF-II) | 9.2.1 | 600,000,000 | 200,000,000 |
| Pak Oman Investment Company Limited (TF-I) | 9.2.2 | 487,500,000 | - |
| JS Bank Limited (RF) | 9.2.3 | 299,999,670 | - |
| United Bank Limited | 9.2 .4 | 500,000,000 | - |
| Repo Borrowing from Financial Institutions | 9.2.5 | 129,931,040 | - |
| Call/Clean Borrowing from Financial Institutions | 9.2.6 | 150,000,000 | - |
|  |  | 2,167,430,710 | 200,000,000 |

9.2.1 This represents interbank money market borrowings from Pakistan Poverty Alleviation Fund carrying interest rate ranging 9.11\% to $11.68 \%$ ( 2013 : $8.06 \%$ to $10.56 \%$ ) per annum. The PPAF extended Rs.1.5 billion financing facility for a period of one year. The Bank is liable to repay the principal amount to PPAF in 5 equal quarterly instalments after the expiry of one year as grace period. The Bank had draw down Rs. 600 million up to September 30, 2014
9.2.2 This represents interbank money market borrowings from Pak Oman Investment Company Limited carrying interest rate 11.92\% (2013: NIL) per annum and is repayable in two years in three equal semi annual instalments with grace period of six months from the date of first disbursement. This borrowing has a charge over present and future assets of Rs. 650 million.
9.2.3 This represents interbank money market borrowings from JS Bank Limited carrying interest rate $11.91 \%$ (2013: NIL) per annum for a period of one year from the date of Disbursement. This borrowing has a charge over present and future assets of Rs. 400 million.
9.2.4 This represents interbank money market borrowings from United Bank Limited carrying interest rate 11.69\% (2013: NIL) per annum for a period of three year from the date of Disbursement. This borrowing has a charge over present and future micro loans of Rs. 400 million.
9.2.5 This represents interbank money market repo borrowing from Habib Metropolitan Bank Limited carrying interest rate of 10.60\% (2013: NIL) per annum. These borrowings are secured against Treasury Bills given as collectral amounting to Rs. 131 million.
9.2.6 This represents call/clean borrowing from Saudi Pak Industrial \& Agriculture Investment Company Limited carrying interest rate of $12.00 \%$ (2013: NIL) per annum
10. OTHER LIABILITIES

Markup/ interest payable on borrowing
Markup/return payable on deposits
Bills Payable
Accrued expenses
Payable to defined benefit plan - Gratuity/EOBI
Contribution payable to funds
Payable to suppliers and service providers
Provision for workers welfare fund
Sundry deposits
Corporate Tax Payable
Other Payables
11. CAPITAL AND GENERAL RESERVES

Statutory Reserve
Capital Reserve
Depositors' Protection Fund

## 12. SURPLUS/(DEFICIT) ON REVALUATION OF ASSETS

Surplus/(Deficit) on revaluation of available for sale securities Deferred tax on surplus

| 30-Sep-14 |
| ---: |
| $92,451,707$ |
| $169,772,506$ |
| $109,213,859$ |
| $112,711,768$ |
| $28,774,802$ |
| $68,949,024$ |
| $39,985,261$ |
| $31,363,100$ |
| $18,664,834$ |
| $316,809,576$ |
| $5,473,944$ |
| $994,170,381$ |
| $373,076,270$ |
| $24,255,224$ |
| $22,983,008$ |
| $\mathbf{4 2 0 , 3 1 4 , 5 0 2}$ |

31-Dec-13

| 31-Dec-13 |
| ---: |
| $29,600,078$ |
| $166,780,827$ |
| $24,296,276$ |
| $111,339,744$ |
| $24,706,736$ |
| $72,639,601$ |
| $57,552,471$ |
| $18,842,733$ |
| $19,330,171$ |
| $121,911,340$ |
| $4,752,982$ |
| $651,752,959$ |
| $281,144,239$ |
| $24,255,224$ |
| - |
| $305,399,463$ |


| $(32,822)$ | $4,901,528$ |
| :---: | :---: |
| 10,831 |  |
| $(21,991)$ |  |

13. DEFERRED GRANTS

Grant from GoP
Less: Grant amortized

$$
\text { Up to December 31, } 2013
$$

Up to September 30, 2014
Grant from USAID
Less: Grant amortized
Up to December 31, 2013
Up to September 30, 2014
Grant from SBI SA Micro Savings
Less: Grant amortized
Up to December 31, 2013
Up to September 30, 2014

Note
13.1
13.2

電
13.3


31-Dec-13
251,589,232

(251,246,720)

| - |
| ---: |
| 342,512 |
| $98,374,901$ |


| $(97,282,378)$ <br> - |
| ---: |
| $1,092,523$ |
| $25,484,337$ |


| $(20,529,071)$ |
| ---: |
| $(4,955,266)$ |
| - |
| $\mathbf{8 3 3 , 5 6 4}$ |

13.1 This represents grant from GoP for assets acquired for institutional Strengthening of the Bank, under subsidiary loan and grant agreement entered with GoP and ADB
13.2 This represents grant from USAID for assets acquired for Bank's operations to develop non bankable territories for financial services in Sindh, Balochistan and FATA areas from Sep-2003 to Sep-2009.
13.3 This represents grant for Interim retail banking application Bank Essential awarded by Shore Bank International Limited to improve the capacity of the Bank for delivering saving products more effectively, profitabley and at the enhanced scale.
14. NET PROVISION AGAINST ADVANCES/OTHER ASSETS

Provision against advances

| Note | 30-Sep-14 |
| :---: | :---: |
| 5.4 | 105,707,938 |
| 5.4 | 12,169,706 |
|  | 117,877,644 |
|  | $(26,984,317)$ |
|  | 90,893,327 |
| 7 | 2,761,415 |
|  | $(2,383,040)$ |
|  | 378,375 |
|  | 91,271,702 |


| 30-Sep-13 |
| ---: |
| $122,815,072$ |
| $(6,159,801)$ |
| $116,655,271$ |
| $(37,847,492)$ |
| $78,807,779$ |
| $3,896,797$ |
| $(2,286,852)$ |
| $1,609,945$ |
| $\mathbf{8 0 , 4 1 7 , 7 2 4}$ |

15. RETAIL BANKING SERVICES FEES

Banking Services Fee

| $\mathbf{7 , 4 1 4 , 1 3 6}$ | $1,841,393$ |
| :---: | :---: |
| $1,538,793$ |  |
| $1,179,756$ | 406,014 |
| - | - |
| $\mathbf{1 0 , 1 3 2 , 6 8 5}$ |  |
|  |  |

16. TAXATION

The five year tax holiday was available to Micro Finance Banks (MFB) in Pakistan. As per the conditions levied by Government of Pakistan (GOP) the bank was prohibited from distributing its profits. This tax holiday expired on June 30, 2012 and as a result the restriction placed on profit distribution has been lifted. Further, the profits of the bank will be taxed at the rate of $33 \%$ (2013: $34 \%$ ) with minimum tax being limited to $0.5 \%$ of non-exempt turnover.

| 17. | SHARE CAPITAL | Note | 30-Sep-14 | 31-Dec-13 |
| :---: | :---: | :---: | :---: | :---: |
| 17.1 | Authorized Capital | 17.1.1 | 6,000,000,000 | 6,000,000,000 |
| 17.1.1 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 | 1,705,000,000 | 1,705,000,000 |
| 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 |  | 506,285,280 | 506,285,280 |
|  | Habib Bank Limited |  | 300,000,000 | 300,000,000 |
|  | Rural Impulse Fund II S.A. SICAV-FIS |  | 298,496,310 | 298,496,310 |
|  | ShoreCap II Limited |  | 243,568,080 | 243,568,080 |
|  | ASN-NOVIB Microkredietfonds |  | 168,795,020 | 168,795,020 |
|  | Credit Suisse Microfinance Fund Management Company |  | 132,855,310 | 132,855,310 |
|  | Bank Al Habib Limited |  | 30,000,000 | 30,000,000 |
|  | Soneri Bank Limited |  | 25,000,000 | 25,000,000 |
|  |  |  | 1,705,000,000 | 1,705,000,000 |
| 18. | GENERAL INFORMATION |  | 30-Sep-14 | 31-Dec-13 |
| 18.1 | Number of Employees |  | Number | Number |
|  | Credit Sales Staff |  |  |  |
|  | Permanent |  | 768 | 708 |
|  | Banking/Support Staff |  |  |  |
|  | Permanent |  | 832 | 732 |
|  | Contractual |  | 871 | 853 |
|  |  |  | 1,703 | 1,585 |
|  | Total number of employees at the end of the period |  | 2,471 | 2,293 |
| 18.2 | Number of Branches |  |  |  |
|  | Total branches at the beginning of the period |  | 110 | 106 |
|  | Opened during the period |  | 10 | 6 |
|  | Closed/merged during the period |  | (2) | (2) |
|  | Total branches at the end of the period |  | 118 | 110 |

