# INTERIM FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 DECEMBER 2018





# Statement of Profit or Loss and Other Comprehensive Income

|  | Company       |                |        |            |                          |        |
|--|---------------|----------------|--------|------------|--------------------------|--------|
|  | For the quart | er ended 31 De | cember |            | e months ende<br>ecember | d 31   |
|  | 2018          | 2017* (        | Change | 2018       |                          | Change |
|  | Rs. '000      | Rs. '000       | %      | Rs. '000   | Rs. '000                 | %      |
| Revenue  | 4,339,334     | 3,244,060      | 34%    | 12,150,801 | 8,328,971                | 46%    |
| Interest income  | 3,822,799     | 2,707,997      | 41%    | 10,562,751 | 7,219,504                | 46%    |
| Interest expense   | 2,312,499     | 1,775,920      | 30%    | 6,607,586  | 4,777,377                | 38%    |
| Net interest income  | 1,510,300     | 932,077        | 62%    | 3,955,165  | 2,442,127                | 62%    |
| Fee and commission income  | 130,319       | 112,519        | 16%    | 389,345    | 292,919                  | 33%    |
| Other operating income   | 386,216       | 423,544        | -9%    | 1,198,705  | 816,548                  | 47%    |
| Total operating income   | 2,026,835     | 1,468,140      | 38%    | 5,543,215  | 3,551,594                | 56%    |
| Less : Impairment charges and other credit losses  |               |                |        |            |                          |        |
| on financial assets  | 357,728       | 117,627        | 204%   | 1,104,620  | 261,652                  | 322%   |
| Net operating income   | 1,669,107     | 1,350,513      | 24%    | 4,438,595  | 3,289,942                | 35%    |
|  |               |                |        |            |                          |        |
| Less : Operating expenses  |               |                |        |            |                          |        |
| Personnel expenses   | 396,613       | 288,019        | 38%    | 1,086,944  | 829,350                  | 31%    |
| Premises, equipment and establishment expenses   | 445,920       | 359,800        | 24%    | 1,264,060  | 997,721                  | 27%    |
| Other expenses   | 166,584       | 58,151         | 186%   | 404,711    | 301,746                  | 34%    |
| Total operating expenses   | 1,009,117     | 705,970        | 43%    | 2,755,715  | 2,128,817                | 29%    |
| Operating profit before value added tax (VAT),   |               |                |        |            |                          |        |
| nation building tax (NBT) on financial services  |               |                |        |            |                          |        |
| and crop insurance levy (CIL)  | 659,990       | 644,543        | 2%     | 1,682,880  | 1,161,125                | 45%    |
| Less : Value added tax and other taxes   | 153,476       | 96,183         | 60%    | 327,140    | 217,696                  | 50%    |
| Profit before tax  | 506,514       | 548,360        | -8%    | 1,355,740  | 943,429                  | 44%    |
| Less : Income tax expense  | 129,088       | 100,981        | 28%    | 315,173    | 245,171                  | 29%    |
| Profit for the period  | 377,426       | 447,379        | -16%   | 1,040,567  | 698,258                  | 49%    |
| Other comprehensive income   |               |                |        |            |                          |        |
| Items that will not be reclassified to profit or loss  |               |                |        |            |                          |        |
| Net actuarial gain/(loss) on defined benefit plan  | (45,179)      | (4,485)        | 907%   | (54,149)   | (13,457)                 | 302%   |
| Total other comprehensive income (net of tax)  | (45,179)      | (4,485)        | 907%   | (54,149)   | (13,457)                 | 302%   |
| Total other comprehensive income (net or tax)  | (13,173)      | (1,103)        | 30770  | (51,115)   | (13, 137)                | 30270  |
| Total comprehensive income for the period  | 332,247       | 442,894        | -25%   | 986,418    | 684,801                  | 44%    |
| Francisco de la constanta de l |               |                |        |            |                          | _      |
| Earnings per share   | 6.05          | 0.24           |        | 10.16      | 12.00                    |        |
| Basic earnings per share (Rs.)   | 6.95          | 8.24           |        | 19.16      | 12.86                    |        |

<sup>\*</sup>Comparatives for 2017/18 has been prepared based on SLFRS 9 - "Financial Instruments"

# Statement of Profit or Loss and Other Comprehensive Income

|   | Group                             |                   |        |            |                         |        |
|---|-----------------------------------|-------------------|--------|------------|-------------------------|--------|
|   | For the quarter ended 31 December |                   |        |            | e months end<br>ecember | ed 31  |
|   | 2018                              | 2017*             | Change | 2018       | 2017*                   | Change |
|   | Rs. '000                          | Rs. '000          | %      | Rs. '000   | Rs. '000                | %      |
| Revenue   | 4,549,054                         | 3,328,090         | 37%    | 12,626,436 | 8,525,236               | 48%    |
|   |                                   |                   | _      |            |                         |        |
| Interest income                                       | 4,021,914                         | 2,778,913         | 45%    | 10,996,297 | 7,389,810               | 49%    |
| Interest expense                                      | 2,415,152                         | 1,801,977         | 34%    | 6,808,128  | 4,832,340               | 41%    |
| Net interest income                                   | 1,606,762                         | 976,936           | 64%    | 4,188,169  | 2,557,470               | 64%    |
| Fee and commission income                             | 153,023                           | 124,084           | 23%    | 449,263    | 320,005                 | 40%    |
| Other operating income                                | 374,117                           | 425,093           | -12%   | 1,180,876  | 815,421                 | 45%    |
| Total operating income                                | 2,133,902                         | 1,526,113         | 40%    | 5,818,308  | 3,692,896               | 58%    |
| Less : Impairment charges and other credit losses on  |                                   |                   |        |            |                         |        |
| financial assets                                      | 363,808                           | 112,121           | 224%   | 1,137,110  | 277,939                 | 309%   |
| Net operating income                                  | 1,770,094                         | 1,413,992         | 25%    | 4,681,198  | 3,414,957               | 37%    |
| Lass Committee aumanas                                |                                   |                   |        |            |                         |        |
| Less : Operating expenses Personnel expenses          | 412.523                           | 298,244           | 38%    | 1,131,237  | 056 222                 | 32%    |
| •   | 464,829                           |                   | 25%    | 1,313,279  | 856,332                 | 28%    |
| Premises, equipment and establishment expenses        |                                   | 370,588<br>62,704 | 190%   | 438,861    | 1,026,999               | 39%    |
| Other expenses Total operating expenses               | 182,028<br>1,059,380              | 731,536           | 45%    | 2,883,377  | 315,262<br>2,198,593    | 31%    |
| Operating profit before value added tax (VAT), nation | 1,059,560                         | /31,330           | 45%    | 2,003,377  | 2,190,595               | 31%    |
| building tax (NBT) on financial services and crop     |                                   |                   |        |            |                         |        |
| insurance levy (CIL)                                  | 710,714                           | 682,456           | 4%     | 1,797,821  | 1,216,364               | 48%    |
| Less : Value added tax and other taxes                | 162,986                           | 102,700           | 59%    | 350,637    | 230,654                 | 52%    |
| Profit before tax                                     | 547,728                           | 579,756           | -6%    | 1,447,184  | 985,710                 | 47%    |
| Less : Income tax expense                             | 140,620                           | 107,424           | 31%    | 343,962    | 260,569                 | 32%    |
| Profit for the period                                 | 407,108                           | 472,332           | -14%   | 1,103,222  | 725,141                 | 52%    |
| Profit attributable to :                              |                                   |                   |        |            |                         |        |
| Equity holders of the Company                         | 404,255                           | 471,726           | -14%   | 1,096,718  | 722,373                 | 52%    |
| Non-controlling interest                              | 2,853                             | 606               |        | 6,504      | 2,768                   | 135%   |
| Profit for the period                                 | 407,108                           | 472,332           | -14%   | 1,103,222  | 725,141                 | 52%    |
| •   |                                   |                   | _      |            |                         |        |
| Other comprehensive income                            |                                   |                   |        |            |                         |        |
| Items that will not be reclassified to profit or loss |                                   |                   |        |            |                         |        |
| Net actuarial gain/(loss) on defined benefit plan     | (45,179)                          | (4,485)           | 907%   | (54,149)   | (13,457)                | 302%   |
| Total other comprehensive income (net of tax)         | (45,179)                          | (4,485)           | 907%   | (54,149)   | (13,457)                | 302%   |
| Total comprehensive income for the period             | 361,929                           | 467,847           | -23%   | 1,049,073  | 711,684                 | 47%    |
|   |                                   |                   |        |            |                         |        |
| Total comprehensive income attributable to :          |                                   |                   |        |            |                         |        |
| Equity holders of the Company                         | 359,076                           | 466,163           | -23%   | 1,042,569  | 708,897                 | 47%    |
| Non-controlling interest                              | 2,853                             | 1,684             |        | 6,504      | 2,787                   | 133%   |
| Total comprehensive income for the period             | 361,929                           | 467,847           | -23%   | 1,049,073  | 711,684                 | 47%    |
| Farmings was share                                    |                                   |                   |        |            |                         |        |
| Earnings per share                                    | 7.50                              | 8.70              |        | 20.20      | 13.30                   |        |
| Basic earnings per share (Rs.)                        | 7.50                              | 0.70              |        | 20.20      | 13.30                   |        |

<sup>\*</sup>Comparatives for 2017/18 has been prepared based on SLFRS 9 - "Financial Instruments"

#### **Statement of Financial Position**

|  | Comp       | oany       | ny Gr      |            |
|--|------------|------------|------------|------------|
|  |            | Audited    |            | Audited    |
| As at  | 31-12-2018 | 31-03-2018 | 31-12-2018 | 31-03-2018 |
|  | Rs. '000   | Rs. '000   | Rs. '000   | Rs. '000   |
| Assets   |            |            |            |            |
| Cash and cash equivalents  | 4,649,664  | 2,974,825  | 4,690,813  | 3,039,663  |
| Financial assets measured at fair value through profit or loss (FVTPL) | 1,625,644  | 1,485,315  | 1,663,259  | 1,519,227  |
| Loans and receivables to banks   | 1,987,148  | 1,425,000  | 1,987,148  | 1,475,356  |
| Deposits with licensed commercial banks                                | 3,278,884  | 2,392,827  | 3,278,884  | 2,392,827  |
| Loans and receivables to customers                                     | 68,661,421 | 59,438,349 | 70,820,628 | 60,585,395 |
| Other investment securities  | 1,495,851  | 2,471,305  | 1,581,112  | 2,476,583  |
| Investment in subsidiaries   | 509,918    | 509,918    | -          | -          |
| Investment property  | 20,198     | 20,198     | 20,198     | 20,198     |
| Property, plant & equipment  | 2,169,735  | 2,029,222  | 2,199,869  | 2,042,777  |
| Intangible assets  | 79,927     | 86,149     | 79,927     | 101,692    |
| Goodwill on consolidation  | -          | -          | 244,180    | 244,180    |
| Other assets   | 3,490,077  | 2,669,002  | 3,867,721  | 2,699,662  |
| Total assets   | 87,968,467 | 75,502,110 | 90,433,739 | 76,597,560 |
|  |            |            |            |            |
| Liabilities  |            |            |            |            |
| Deposits from customers  | 48,146,087 | 44,709,832 | 48,134,107 | 44,705,409 |
| Debt securities issued   | 3,136,141  | 4,081,033  | 3,136,141  | 4,081,033  |
| Other interest-bearing borrowings                                      | 24,883,723 | 15,114,486 | 26,715,901 | 15,831,490 |
| Current tax liabilities  | 883,440    | 443,080    | 918,664    | 445,407    |
| Deferred tax liabilities   | 860,819    | 860,819    | 887,200    | 887,200    |
| Retirement benefit obligation  | 56,273     | 60,727     | 56,273     | 61,017     |
| Other liabilities  | 2,134,693  | 3,079,734  | 2,548,696  | 3,326,267  |
| Total liabilities  | 80,101,176 | 68,349,711 | 82,396,982 | 69,337,823 |
| Equity   |            |            |            |            |
| Stated capital   | 1,185,062  | 1,185,062  | 1,185,062  | 1,185,062  |
| Reserves   | 1,753,868  | 1,753,868  | 1,758,999  | 1,758,999  |
| Retained earnings  | 4,928,361  | 4,213,469  | 5,050,511  | 4,279,468  |
|  |            |            | , ,        |            |
| Total equity attributable to equity holders of the Company             | 7,867,291  | 7,152,399  | 7,994,572  | 7,223,529  |
| Non-controlling interest   | -          | -          | 42,185     | 36,208     |
| Total equity   | 7,867,291  | 7,152,399  | 8,036,757  | 7,259,737  |
| Total liabilities and equity   | 87,968,467 | 75,502,110 | 90,433,739 | 76,597,560 |
| Net assets value per share (Rs.)                                       | 144.87     | 131.71     | 147.22     | 133.02     |

The above figures are subject to audit unless specified.

The financial statements are in compliance with the requirements of the Companies Act No. 7 of 2007 and Finance Business Act No. 42 of 2011.

#### Sgd.

#### **Damith Tennakoon**

Deputy CEO/Director/CFO

The Board of Directors is responsible for the preparation and the presentation of these Financial Statements. Approved and signed for and on behalf of the Board

**Sgd. D.H.J. Gunawardena**Chairman

**Sgd. C.M. Nanayakkara**Managing Director/CEO

# **Statement of Changes in Equity**

# Company

|  |           |             | Reserves            |                  |                      |              |
|--|-----------|-------------|---------------------|------------------|----------------------|--------------|
|  | Stated    | Revaluation | Available-for-      | Statutory        | Retained             | Total Equity |
|  | Capital   | Reserve     | Sale                | Reserve          | Earnings<br>Rs. '000 | Total Equity |
|  | Rs. '000  | Rs. '000    | Reserve<br>Rs. '000 | Fund<br>Rs. '000 |                      | Rs. '000     |
| Balance as at 31 March 2017  | 1,185,062 | 541,744     | 819,709             | 1,040,635        | 2,654,015            | 6,241,165    |
| Impact of adopting SLFRS 9 – "Financial Instruments" as at 1 April 2017      |           |             | (819,709)           |                  | 633,541              | (186,168)    |
| Balance as at 1 April 2017   | 1,185,062 | 541,744     | -                   | 1,040,635        | 3,287,556            | 6,054,997    |
| Total comprehensive income for the period*                                   |           |             |                     |                  |                      |              |
| Profit for the period Other comprehensive income for the period (net of tax) |           |             |                     |                  | 698,258              | 698,258      |
| Remeasurement of defined benefit liability/(asset)                           |           |             |                     |                  | (13,457)             | (13,457)     |
| Transactions with equity holders of the Copmany                              |           |             |                     |                  |                      |              |
| Dividends to equity holders  |           |             |                     |                  | (190,068)            | (190,068)    |
| Balance as at 31 December 2017*  | 1,185,062 | 541,744     | -                   | 1,040,635        | 3,782,289            | 6,549,730    |
| Balance as at 1 April 2018   | 1,185,062 | 432,995     | -                   | 1,320,873        | 4,213,469            | 7,152,399    |
| Total comprehensive income for the period                                    |           |             |                     |                  |                      |              |
| Profit for the period  |           |             |                     |                  | 1,040,567            | 1,040,567    |
| Other comprehensive income for the period (net of tax)                       |           |             |                     |                  | (5.4.1.40)           | (F.4.4.40)   |
| Remeasurement of defined benefit liability/(asset)                           |           |             |                     |                  | (54,149)             | (54,149)     |
| Transactions with equity holders of the Copmany                              |           |             |                     |                  |                      |              |
| Dividends to equity holders  |           |             |                     |                  | (271,526)            | (271,526)    |
| Balance as at 31 December 2018   | 1,185,062 | 432,995     | -                   | 1,320,873        | 4,928,361            | 7,867,291    |

<sup>\*</sup>Comparatives for 2017/18 has been prepared based on SLFRS 9 - "Financial Instruments"

# **Statement of Changes in Equity**

# Group

|   | Reserves          |                        |                                   |                              | Non-                 |                         |                         |                 |
|---|-------------------|------------------------|-----------------------------------|------------------------------|----------------------|-------------------------|-------------------------|-----------------|
|   | Stated<br>Capital | Revaluation<br>Reserve | Available-for-<br>sale<br>reserve | Statutory<br>Reserve<br>Fund | Retained<br>Earnings | Shareholders'<br>Equity | Controlling<br>Interest | Total<br>Equity |
|   | Rs. '000          | Rs. '000               | Rs. '000                          | Rs. '000                     | Rs. '000             | Rs. '000                | Rs. '000                | Rs. '000        |
| Balance as at 31 March 2017   | 1,185,062         | 541,744                | 821,740                           | 1,042,908                    | 2,690,686            | 6,282,140               | 32,782                  | 6,314,922       |
| Impact of adopting SLFRS 9 – "Financial Instruments" as at 1 April 2017 |                   |                        | (821,740)                         |                              | 618,090              | (203,650)               | (1,644)                 | (205,294)       |
| Balance as at 1 April 2017  | 1,185,062         | 541,744                | -                                 | 1,042,908                    | 3,308,776            | 6,078,490               | 31,138                  | 6,109,628       |
| Total comprehensive income for the period*                              |                   |                        |                                   |                              |                      |                         |                         |                 |
| Profit for the period   |                   |                        |                                   |                              | 722,373              | 722,373                 | 2,768                   | 725,141         |
| Other comprehensive income for the period (net of tax)                  |                   |                        |                                   |                              |                      |                         |                         |                 |
| Remeasurement of defined benefit liability/(asset)                      |                   |                        |                                   |                              | (13,457)             | (13,457)                |                         | (13,457)        |
| Transactions with equity holders of the Group                           |                   |                        |                                   |                              |                      |                         |                         |                 |
| Dividends to equity holders   |                   |                        |                                   |                              | (190,068)            | (190,068)               | (201)                   | (190,269)       |
| Balance as at 31 December 2017*   | 1,185,062         | 541,744                | -                                 | 1,042,908                    | 3,827,624            | 6,597,338               | 33,705                  | 6,631,043       |
| Balance as at 1 April 2018  | 1,185,062         | 432,995                | -                                 | 1,326,004                    | 4,279,468            | 7,223,529               | 36,208                  | 7,259,737       |
| Total comprehensive income for the period                               |                   |                        |                                   |                              |                      |                         |                         |                 |
| Profit for the period   |                   |                        |                                   |                              | 1,096,718            | 1,096,718               | 6,504                   | 1,103,222       |
| Other comprehensive income for the period (net of tax)                  |                   |                        |                                   |                              |                      |                         |                         |                 |
| Remeasurement of defined benefit liability/(asset)                      |                   |                        |                                   |                              | (54,149)             | (54,149)                |                         | (54,149)        |
| Transactions with equity holders of the Group                           |                   |                        |                                   |                              |                      |                         |                         |                 |
| Dividends to equity holders   |                   |                        |                                   |                              | (271,526)            | (271,526)               | (527)                   | (272,053)       |
| Balance as at 31 December 2018  | 1,185,062         | 432,995                | -                                 | 1,326,004                    | 5,050,511            | 7,994,572               | 42,185                  | 8,036,757       |

<sup>\*</sup>Comparatives for 2017/18 has been prepared based on SLFRS 9 - "Financial Instruments"

# **Statement of Cash Flow**

|  | Company      |              | Group        |               |  |
|--|--------------|--------------|--------------|---------------|--|
| For the period ended                                       | 31-12-2018   | 31-12-2017   | 31-12-2018   | 31-12-2017    |  |
|  | Rs. '000     | Rs. '000     | Rs. '000     | Rs. '000      |  |
| Cash flow from operating activities                        |              |              |              |               |  |
| Interest receipts  | 10,561,208   | 7,176,110    | 10,999,343   | 7,346,416     |  |
| Commission receipts  | 130,654      | 255,949      | 190,572      | 283,036       |  |
| Other income receipts                                      | 1,063,146    | 800,359      | 1,049,959    | 800,913       |  |
| Interest payments  | (6,572,776)  | (4,431,036)  | (6,779,075)  | (4,485,999)   |  |
| Fee and business promotion expenses                        | (343,001)    | (118,956)    | (343,001)    | (128,686)     |  |
| Employee related payments                                  | (1,049,444)  | (791,100)    | (1,093,738)  | (818,082)     |  |
| Supplier payments  | (1,482,108)  | (825,260)    | (1,563,215)  | (890,151)     |  |
| Financial expenses   | (66,930)     | (14,011)     | (69,193)     | (14,011)      |  |
| Operating profit before changes in operating assets        | 2,240,749    | 2,052,055    | 2,391,652    | 2,093,436     |  |
| operating profit before changes in operating assets        | 2,240,749    | 2,032,033    | 2,391,032    | 2,093,430     |  |
| (Increase)/Decrease in operating assets                    |              |              |              |               |  |
| Investments in licensed commercial banks and other         |              |              |              |               |  |
| financial institutions                                     | (1,448,205)  | (170,601)    | (1,448,205)  | (170,601)     |  |
| Investment in Government Securities/Quoted Shares- Trading | (43,762)     | (266,247)    | (73,668)     | (273,966)     |  |
| Net funds advanced to customers                            | (10,326,151) | (10,791,719) | (11,463,771) | (11,364,107)  |  |
| Changes in other short-term assets                         | (552,502)    | (712,433)    | (561,985)    | (832,489)     |  |
| Inventories  | (9,883)      | 7,634        | (9,883)      | 15,267        |  |
| inventories  | (12,380,503) | (9,881,311)  | (13,557,512) | (10,532,460)  |  |
| Increase/(Decrease) in operating liabilities               | (12,300,303) | (5,001,511)  | (13,337,312) | (10,332,400)  |  |
| Borrowings   | 9,769,237    | 152,459      | 10,790,596   | 792,605       |  |
| Deposits from customers                                    | 3,401,445    | 10,963,340   | 3,401,445    | 10,963,340    |  |
| Deposits from customers                                    |              |              |              |               |  |
|  | 13,170,682   | 11,115,799   | 14,192,041   | 11,755,945    |  |
| Net Cash Generated / (used in) from operating activities   | 3,030,928    | 1,234,488    | 3,026,181    | 1,223,485     |  |
| Contribution to Plan Assets                                | (100,000)    |              | (100,000)    | -             |  |
|  | (100,000)    | (56.272)     | (100,000)    | -<br>(EC 272) |  |
| Taxation   | (56,999)     | (56,372)     | (78,745)     | (56,372)      |  |
|  | 2,873,929    | 1,178,116    | 2,847,436    | 1,167,113     |  |
| Cash flow from investing activities                        |              |              |              |               |  |
| Dividend receipts  | 33,434       | 19,854       | 34,267       | 19,854        |  |
| Investment in other investment securities                  | 975,454      | (125,481)    | 975,454      | ,             |  |
|  |              | ` ' '        | · ·          | (125,481)     |  |
| Purchase of property, plant & equipment                    | (337,492)    | (239,810)    | (341,850)    | (248,012)     |  |
| Proceed from sale of property, plant & equipment           | 5,559        | 2,700        | 5,559        | 2,700         |  |
| Net cash (used in)/ from investing activities              | 676,955      | (342,737)    | 673,430      | (350,939)     |  |
| Cash flow from financing activities                        |              |              |              |               |  |
| Dividend paid  | (271,526)    | (190,068)    | (277,531)    | (190,269)     |  |
| Net change in debentures                                   | (944,892)    | (67,526)     | (944,892)    | (67,526)      |  |
| Net cash inflows/ (out flows) from financing activities    | (1,216,418)  | (257,594)    | (1,222,423)  | (257,795)     |  |
|  |              |              |              |               |  |
| Net increase/(decrease) in cash and cash equivalents       | 2,334,466    | 577,785      | 2,298,443    | 558,379       |  |
| Cash and cash equivalents at the beginning of the period   | 2,205,081    | 245,627      | 2,233,378    | 296,180       |  |
| Cash and cash equivalents at the end of the period         | 4,539,547    | 823,412      | 4,531,821    | 854,559       |  |
|  |              |              |              |               |  |
| Cash and cash equivalents at the beginning of the period   |              |              |              |               |  |
| Cash at bank and in hand                                   | 2,974,825    | 454,061      | 3,039,663    | 507,020       |  |
| Bank overdraft   | (769,744)    | (208,434)    | (806,285)    | (210,840)     |  |
| Durin Overdruit  | 2,205,081    | 245,627      | 2,233,378    | 296,180       |  |
|  |              | ·            |              |               |  |
| Cash and cash equivalents at the end of the period         |              |              |              |               |  |
| Cash at bank and in hand                                   | 4,649,664    | 1,169,539    | 4,690,813    | 1,210,335     |  |
| Bank overdraft   | (110,117)    | (346,127)    | (158,992)    | (355,776)     |  |
|  | 4,539,547    | 823,412      | 4,531,821    | 854,559       |  |

# **Segmental Analysis**

# Company

|                        | Lease & Stoc | k out on Hire | Loans and Advances |            | Others     |           | Total      |            |
|------------------------|--------------|---------------|--------------------|------------|------------|-----------|------------|------------|
|                        | 21 12 2212   |               | 21 12 2212         | l          | 24 42 2242 |           | 21 12 2212 | 24 42 2247 |
|                        | 31-12-2018   |               |                    |            |            |           |            | 31-12-2017 |
|                        | Rs. '000     | Rs. '000      | Rs. '000           | Rs. '000   | Rs. '000   | Rs. '000  | Rs. '000   | Rs. '000   |
| Interest               | 7,207,070    | 5,014,209     | 2,858,891          | 1,781,062  | 496,790    | 424,233   | 10,562,751 | 7,219,504  |
| Non interest income    |              |               |                    |            |            |           | 1,588,050  | 1,109,467  |
|                        |              |               |                    |            |            |           |            |            |
| Segment revenue        | 7,207,070    | 5,014,209     | 2,858,891          | 1,781,062  | 496,790    | 424,233   | 12,150,801 | 8,328,971  |
| Total revenue          |              |               |                    |            |            |           | 12,150,801 | 8,328,971  |
|                        |              |               |                    |            |            |           |            | _          |
| Unallocated expenses   |              |               |                    |            |            |           | 10,795,061 | 7,385,542  |
| Profit from operations |              |               |                    |            |            |           | 1,355,740  | 943,429    |
| Income tax expense     |              |               |                    |            |            |           | 315,173    | 245,171    |
| Profit for the period  |              |               |                    |            |            |           | 1,040,567  | 698,258    |
|                        |              |               |                    |            |            |           |            |            |
|                        |              |               |                    |            |            |           |            |            |
| Segment assets         | 47,489,468   | 37,566,996    | 21,171,953         | 16,794,421 | 13,037,191 | 8,001,554 | 81,698,612 | 62,362,971 |
| Unallocated assets     |              |               |                    |            |            |           | 6,269,855  | 4,809,589  |
| Total assets           |              |               |                    |            |            |           | 87,968,467 | 67,172,560 |

# **Segmental Analysis**

# Group

|  | Lease & Stock         | k out on Hire         | Loans and             | Loans and Advances    |                     | Others              |   | tal  |
|--|-----------------------|-----------------------|-----------------------|-----------------------|---------------------|---------------------|---|--|
|  | 31-12-2018            |                       |                       | 31-12-2017            |                     |                     |   | 31-12-2017                                 |
| Interest   | Rs. '000<br>7,628,257 | Rs. '000<br>6,031,957 | Rs. '000<br>2,857,742 | Rs. '000<br>1,082,142 | Rs. '000<br>510,298 | Rs. '000<br>275,711 | Rs. '000<br>10,996,297                          | Rs. '000<br>7,389,810                      |
| Non interest income  | 7,028,237             | 0,031,937             | 2,037,742             | 1,002,142             | 310,238             | 2/3,/11             | 1,630,139                                       | 1,135,426                                  |
| Segment revenue  | 7,628,257             | 6,031,957             | 2,857,742             | 1,082,142             | 510,298             | 275,711             | 12,626,436                                      | 8,525,236                                  |
| Total revenue  |                       |                       |                       |                       |                     |                     | 12,626,436                                      | 8,525,236                                  |
| Unallocated expenses Profit from operations Income tax expense Profit for the period |                       |                       |                       |                       |                     |                     | 11,179,252<br>1,447,184<br>343,962<br>1,103,222 | 7,539,526<br>985,710<br>260,569<br>725,141 |
| Segment assets Unallocated assets  Total assets                                      | 49,918,119            | 38,639,568            | 20,902,509            | 16,397,542            | 13,201,216          | 8,122,617           | 84,021,844<br>6,411,895<br>90,433,739           | 63,159,727<br>4,706,777<br>67,866,504      |

# Shareholders' Information

# Twenty Largest Shareholders as at 31 December 2018

#### **Ordinary Voting Shares**

| No | NAME  | SHAREHOLDING | (%)     |
|----|---|--------------|---------|
| 1  | CEYLINCO LIFE INSURANCE LIMITED ACCOUNT NO.1  | 15,529,116   | 33.54%  |
| 2  | JANASHAKTHI INSURANCE PLC-SHAREHOLDERS  | 2,371,348    | 5.12%   |
| 3  | Janashakthi Insurance PLC - non Par   | 2,314,961    | 5.00%   |
| 4  | PEOPLE'S LEASING & FINANCE PLC / MR.W.P.C.M.NANAYAKKARA                                 | 1,869,099    | 4.04%   |
| 5  | CEYLINCO GENERAL INSURANCE LIMITED  | 1,853,287    | 4.00%   |
| 6  | CITIZENS DEVELOPMENT BUSINESS FINANCE PLC A/C 02 (CDB EMPLOYEE GRATUITY FUND)           | 1,708,816    | 3.69%   |
| 7  | PEOPLE'S LEASING & FINANCE PLC/ASIA MANAGEMENT CONSULTANCY (PRIVATE) LIMITED            | 1,605,059    | 3.47%   |
| 8  | SEYLAN BANK PLC,/JANASHAKTHI PLC  | 1,194,001    | 2.58%   |
| 9  | CEYLINCO LIFE INSURANCE LIMITED ACCOUNT NO.3  | 1,126,000    | 2.43%   |
| 10 | PEOPLE'S LEASING & FINANCE PLC/MR.S.V.MUNASINGHE  | 1,025,100    | 2.21%   |
| 11 | Peoples's leasing & finance PLC/ Mr. r.h. Abeygoonewardena & Mrs. v.f. Abeygoonewardena | 941,837      | 2.03%   |
| 12 | SEYLAN BANK PLC/TENNAKOON MUDIYANSELAGE DAMITH PRASANNA TENNAKOON                       | 935,258      | 2.02%   |
| 13 | FIRST CAPITAL LIMITED   | 570,247      | 1.23%   |
| 14 | MR. W.W.K.M.WEERASOORIYA/MRS. R.C.T. HENNADIGE  | 487,803      | 1.05%   |
| 15 | MR.H.M.L.M.B. HEENKENDA   | 472,260      | 1.02%   |
| 16 | MR. E.KARTHIK   | 429,500      | 0.93%   |
| 17 | PEOPLE'S LEASING & FINANCE PLC/MRS.N.D.KODAGODA   | 392,496      | 0.85%   |
| 18 | MR.H.S. DASSANAYAKE   | 285,653      | 0.62%   |
| 19 | MR.I.M. KOTIGALA  | 256,224      | 0.55%   |
| 20 | PEOPLE'S LEASING & FINANCE PLC/MR.M.N.M.IMDAAD  | 247,782      | 0.54%   |
|    | Sub total of Top 20 Share Holders   | 35,615,847   | 76.92%  |
|    | Others  | 10,683,376   | 23.08%  |
|    | Total   | 46,299,223   | 100.00% |

The percentage of shares held by the public as at 31 Decemebr 2018 is 45.73% (with 1,955 public share holders)

## **Ordinary Non Voting Shares**

| No | NAME   | SHAREHOLDING | (%)     |
|----|--|--------------|---------|
| 1  | DEUTSCHE BANK AG AS TRUSTEE FOR JB VANTAGE VALUE EQUITY FUND | 1,336,592    | 16.69%  |
| 2  | J.B. COCOSHELL (PVT) LTD                                     | 1,163,318    | 14.53%  |
| 3  | Mr.amarakoon mudiyanselage weerasinghe                       | 614,454      | 7.67%   |
| 4  | PEOPLE'S LEASING & FINANCE PLC/MR.H.M. ABDULHUSSEIN          | 311,169      | 3.89%   |
| 5  | MR.YUSUF HUSSEINALLY ABDULHUSSEIN                            | 265,298      | 3.31%   |
| 6  | ASKOLD (PRIVATE) LIMITED                                     | 240,000      | 3.00%   |
| 7  | MR.HUSEIN NURUDDIN ESUFALLY                                  | 208,999      | 2.61%   |
| 7  | Mr.malik Joseph Fernando                                     | 208,999      | 2.61%   |
| 9  | MISS RUKAIYA HUSSEINALLY ABDULHUSSEIN                        | 207,182      | 2.59%   |
| 10 | ESSAJEE CARIMJEE INSURANCE BROKERS (PVT) LTD                 | 205,908      | 2.57%   |
| 11 | MR.MURTAZA ALI JAFFERJEE                                     | 167,189      | 2.09%   |
| 11 | MR.ABBASALLY NURUDDIN ESUFALLY                               | 160,000      | 2.00%   |
| 13 | MR.MURTAZA ALI ABIDHUSSEN HASSANALY ESUFALLY                 | 160,000      | 2.00%   |
| 14 | JAFFERJEES INVESTMENTS (PVT) LTD.                            | 104,499      | 1.31%   |
| 15 | GOLD INVESTMENT LIMITED.                                     | 104,499      | 1.31%   |
| 15 | MR.MUKESH ABHAYKUMAR VALABHJI                                | 104,499      | 1.31%   |
| 15 | COMMERCIAL BANK OF CEYLON PLC A/C NO. 04                     | 101,965      | 1.27%   |
| 18 | LAKDHANAVI LIMITED   | 100,000      | 1.25%   |
| 19 | SEYLAN BANK PLC/MR.DULEEP NISSANKA DALUWATTE                 | 83,493       | 1.04%   |
| 20 | MAXWELL INSURANCEBROKERS (PVT) LIMITED A/C NO 2              | 73,149       | 0.91%   |
|    | Sub total of Top 20 Share Holders                            | 5,921,212    | 73.96%  |
|    | Others   | 2,084,772    | 26.10%  |
|    | Total  | 8,005,984    | 100.06% |

The percentage of shares held by the public as at 31 December 2018 is 85.26% (with1,744 public share holders)

# Directors' and Chief Executive Officer's Shareholding as at 31 December 2018

#### **Ordinary Voting Shares**

| Name   | Share Holding |
|--|---------------|
| Mr. D.H.J. Gunawardana   | _             |
| Mr. W.P.C.M. Nanayakkara   | 1,000         |
| PEOPLE'S LEASING & FINANCE PLC/MR.W.P.C.M.NANAYAKKARA                            | 1,869,099     |
| Mr. T.M.D.P. Tennakoon   | -             |
| ASSETLINE LEASING COMPANY LTD/MR.T.M.D.P.TENNAKOON                               | 132,515       |
| SEYLAN BANK PLC/Tennakoon Mudiyanselage Damith Prasanna Tennakoon                | 935,258       |
| Mr. S.V. Munasinghe  | -             |
| PEOPLE'S LEASING & FINANCE PLC/MR.S.V.MUNASINGHE                                 | 1,025,100     |
| Mr. R.H. Abeygoonewardena / Mrs. V.F. Abeygoonewardena                           | 4,403         |
| PEOPLES LEASING & FINANCE PLC/MR.R.H.ABEYGOONEWARDENA & MRS.V.F.ABEYGOONEWARDENA | 941,837       |
| Mr. P.A.J. Jayawardena   | 500           |
| Mr. S.R. Abeynayake  | =             |
| Mr. D.A. De Silva  | ≘             |
| Dr. A. Dharmasiri  | =             |
| Mr. R. Mohamed   | =             |
| Mr. S.P.P. Amaratunge  | =             |
|  | 4,909,712     |

# Ordinary Non Voting Shares

| Name  | Share Holding |
|---|---------------|
|   |               |
| Mr. D.H.J. Gunawardana  | -             |
| Mr. W.P.C.M. Nanayakkara  | 44            |
| Mr. T.M.D.P. Tennakoon  | =             |
| Seylan Bank PLC/Tennakoon Mudiyanselage Damith Prasanna Tennakoon                 | 7,262         |
| Mr. S.V. Munasinghe   | =             |
| Mr. R.H. Abeygoonewardena / Mrs. V.F. Abeygoonewardena                            | 2,132         |
| Peoples Leasing & Finance PLC /Mr.R.H.Abeygoonewardena & Mrs.V.F.Abeygoonewardena | 5,447         |
| Mr. P.A.J. Jayawardena  | 22            |
| Mr. S.R. Abeynayake   | =             |
| Mr. D.A. De Silva   | =             |
| Dr. A. Dharmasiri   | =             |
| Mr. R. Mohamed  | =             |
| Mr. S.P.P. Amaratunge   | -             |
|   | 14,907        |

# Market prices for the quarter ended 31 December 2018

|               | Ordinary Vo | ting Shares           | Ordinary Non | Voting Shares |
|---------------|-------------|-----------------------|--------------|---------------|
|               | 31-12-2018  | 31-12-2018 31-12-2017 |              | 31-12-2017    |
| Highest Price | 85.00       | 71.00                 | 74.90        | 67.00         |
| Lowest Price  | 79.10       | 61.00                 | 66.00        | 55.00         |
| Last Traded   | 79.10       | 63.40                 | 70.00        | 56.00         |

## Floating Adjusted Market Capitalization

|                  | Number of shares | Market price per<br>share | Market<br>Capitalization (Rs.) | Percentage of public holders | Floating Adjusted<br>Market<br>Capitalization (Rs.) |
|------------------|------------------|---------------------------|--------------------------------|------------------------------|---|
| Voting Share     | 46,299,223       | 79.10                     | 3,662,268,539                  | 45.73%                       | 1,674,755,403                                       |
| Non Voting Share | 8,005,984        | 70.00                     | 560,418,880                    | 85.26%                       | 477,813,137   |
|                  |                  |                           | 4,222,687,419                  |                              | 2,152,568,540                                       |

#### **Explanatory Notes**

- 1 The Company has used the same accounting policies and method of computing described in the annual report of the company for 2017/18 in the preparation of these interim financial statements.
- 2 All known expenses have been provided in these financial statements and management fees are not applicable to the Company.
- 3 Group financial statements comprises the consolidation of the Company and its subsidiaries Fortune Properties Limited and Unisons Capital Leasing Limited.
- 4 No of Shares as at 31 December 2018 is as follows.

Ordinary Voting Shares 46,299,223 Ordinary Non Voting Shares 8,005,984

- 5 Company has obtained an unsecured term loan facility of USD 25,000,000 from Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V (FMO) on 31 December 2018
- 6 Company has issued 9,277,700 subordinated, unsecured, listed, redeemable, rated five year (2019/2024) debentures at a price of Rs. 100 each on 31 January 2019 which are qualifying under Tier II capital.
- 7 During the period there were no material changes in the composition of assets, liabilities and contingent liabilities and there is no seasonality and cyclicality affecting the interim operation.
- 8 Comparatives for 2017/18 has been prepared based on SLFRS 9 "Financial Instruments"
- 9 Impact of changes in accounting policies discosed in the notes to these interim financial statements.
- 10 Since 31 December 2018, there were no material events other than the above, that require adjustment to or disclosure in these financial statements.
- 11 These financial statements are prepared in accordance with the Sri Lanka Accounting Standard LKAS 34 " Interim Financial Reporting".

#### Impact Assessment on SLFRS 9 - "Financial Instruments"

The Group has early adopted SLFRS 9 - "Financial Instruments" with effect from 1 April 2017. SLFRS 9 - "Financial Instruments" changes the way that the group classifies and measures financial assets and liabilities and most notably the manner the group estimates its impairment on financial assets based on expected credit losses (ECL), In here we have provided a summary of how the early adoption of SLFRS 9 "Financial Instruments" will affect the Group as at 1 April 2017

| Impact Area                                | SLFRS 9 Requirements  | Impact   | Impact on<br>Group's net assets<br>as at 1 April 2017 |
|--|---|--|---|
| Classification of Financial<br>Assets      | SLFRS 9 contains a new classification and measurement approach for financial assets which reflect the business model in which assets are managed and their cash flow characteristics. SLFRS 9 contains three initial recognition categories for financial assets namely financial assets measured at amortised cost, fair value through other comprehensive income (FVOCI) and fair value through profit or loss (FVTPL) which replaces the existing categories in LKAS 39. | Investments in equity instruments are always measured at fair value. For all equity instruments, management has the ability to make an irrevocable election on initial recognition on an instrument-by-instrument basis, to present changes in fair value in OCI rather than profit or loss. If this election is not made, the equity instrument should be classified as FVTPL. The group has only applied irrevocable option for unquoted equity instruments. The Group has not applied the irrevocable option given in the standard for the quoted equity instruments that recorded in the financial statement as at the transition date. accordingly, all the quoted equity instruments that were classified under held for trading and available for sale has been categorises under FVTPL.  |   |
| Classification of Financial<br>Liabilities | SLFRS 9 largely retains the existing requirement in LKAS 39 for the classification of financial liabilities.  | No significant effect on Group's accounting policies for classification of financial liabilities   |   |
| Impairment of Loans and Receivables        | SLFRS 9 replaces the "Incurred Loss" model in LKAS 39 with a forward-looking "Expected Credit Loss" (ECL) model. This will require considerable judgment over how changes in economic factors affect ECLs, which will be determined on a probability-weighted basis.  | The Group uses Dual measurement approach which the loss allowance is measured as either 12-month expected credit losses or lifetime expected credit losses. The measurement basis generally depends on whether there has been a significant increase in credit risk since initial recognition. Group consider that a significant increase in credit risk occurs no later than when as an asset is equal or more than 90 days past due. Where there is a significant increase in credit risk Group uses lifetime ECL model to assess loss allowances instead of 12 month ECL model. Group consider the indications of credit default does not occur later than 180 days which is in line with the regulatory definition of default. For credit impaired loans and receivables (stage three), interest is recognised based on net of loss allowance. | Rs 205 Mn   |
| Impairment of Other<br>Financial Assets    | The new model applies to other financial assets measured at amortised cost and debt investments at FVOCI. ECL does not apply to equity investments and need to be measured at fair value.   | The Group recognizes loss allowances for ECLs on other financial assets measured at amortised cost and debt investments at FVOCI. Group measures loss allowance at an amount equal to life time ECL, except debt investments that are determined to have low credit risk at the reporting date. The Group considers a debt security to have low credit risk when their credit risk rating is equivalent to the globally understood definition of 'investment grade'  |   |
| Hedge Accounting                           | The new hedge accounting requirements in SLFRS 9 are widely considered to represent a significant improvement compared to the complex and rules-based requirements in LKAS 39. SLFRS 9 is more principles-based, provides a better link to risk management and treasury operations and should result in more hedging strategies qualifying for hedge accounting.  | No Impact since the Group has not applied any hedge accounting for the reporting periods covered in this annual report.  |   |

# Impact of Adopting SLFRS 9 - "Financial Instruments"

The following table summarises the impact (net of tax) of transition to SLFRS 9 - "Financial Instruments" on reserves and retained earnings as at 31 December 2017

Balances as per LKAS 39 (31 December 2017)

# Impact of adopting SLFRS 9 - "Financial Instruments" as at 1 April 2017

- Classifciation of quoted securities as financial assets measured at FVTPL
- Expected credit losses under SLFRS 9

# SLFRS 9 Adjustments for 2016/17 Comparatives

- Classifciation of quoted securities as financial assets measured at FVTPL
- Expected credit losses under SLFRS 9

Balances as per SLFRS 9 (31 December 2017)

|                      | Company                           |              | Group                |                                   |                                 |              |  |
|----------------------|-----------------------------------|--------------|----------------------|-----------------------------------|---------------------------------|--------------|--|
| Retained<br>Earnings | Available-<br>for-sale<br>Reserve | Total Equity | Retained<br>Earnings | Available-<br>for-sale<br>Reserve | Non-<br>Controlling<br>Interest | Total Equity |  |
| Rs '000              | Rs '000                           | Rs '000      | Rs '000              | Rs '000                           | Rs '000                         | Rs '000      |  |
|                      |                                   |              |                      |                                   |                                 |              |  |
| 3,280,931            | 819,194                           | 6,867,565    | 3,347,458            | 821,410                           | 35,979                          | 6,974,561    |  |
|                      |                                   |              |                      |                                   |                                 |              |  |
|                      |                                   |              |                      |                                   |                                 |              |  |
| 819,709              | (819,709)                         |              | 821,544              | (821,740)                         | 196                             |              |  |
| (186,168)            |                                   | (186,168)    | (203,454)            |                                   | (1,840)                         | (205,294)    |  |
|                      |                                   |              |                      |                                   |                                 |              |  |
|                      |                                   |              |                      |                                   |                                 |              |  |
| (515)                | 515                               |              | (331)                | 331                               |                                 |              |  |
| (131,668)            | -                                 | (131,668)    | (137,594)            |                                   | (630)                           | (138,224)    |  |
|                      |                                   |              |                      |                                   |                                 |              |  |
| 3,782,289            | -                                 | 6,549,730    | 3,827,624            | -                                 | 33,705                          | 6,631,043    |  |

#### Information on Listed Debentures

# Market Price For the Quarter ended 31 December 2018

| Subordinated Listed Rated Unsecured Redeemable D   | ebentures December 2   | 2013- December 2018  |                       |  |
|--|--|--|-----------------------|--|
| Debenture Type   | Highest Price<br>Rs.   | Lowest Price<br>Rs.  | Last Traded<br>Rs.    |  |
| Type A   |  | NOT TRADED   |                       |  |
| Type B   |  | NOT TRADED   |                       |  |
| Type C   |  | NOT TRADED   |                       |  |
| Interest Rates   | Interest Payment<br>Frequency  | Coupon Rate  | Annual Effective Rate |  |
| Debenture Type   |  | %  | %                     |  |
| Type A   | Annually   | 16.00  | 16.00                 |  |
| Type B   | Semi- annually   | 15.50  | 16.10                 |  |
| Type C   | Quarterly  | 15.00  | 15.87                 |  |
| Rated Subordinated Guaranteed Redeemable Deben   | tures June 2016-June   | 2021   |                       |  |
| Debenture Type   | Highest Price  | Lowest Price   | Last Traded           |  |
| Type A   | Rs.  | <b>Rs.</b><br>Not traded   | Rs.                   |  |
| Type B   |  | NOT TRADED   |                       |  |
| Type b   |  | NOT HADED  |                       |  |
| Interest Rates   | Interest Payment   | Coupon Rate  | Annual Effective Rate |  |
| Dehenture Tune   | Frequency  | -  |                       |  |
| Debenture Type Type A  | Semi- annually   | <b>%</b> 12.75   | %<br>13.16            |  |
| туре А   | Seriii- ariindany  | 06 months net Treasury   | 13.10                 |  |
| Type B   | Semi- annually   | Bill rate plus 1.50%   |                       |  |
| Type B will have a ceiling of 15% (AER 15.56%) and a fl  |  |  |                       |  |
| Subordinated Listed Rated Unsecured Redeemable D   |  |  |                       |  |
|  | Highest Price  | Lowest Price   | Last Traded           |  |
| Debenture Type   | Rs.  | Rs.  | Rs.                   |  |
| Type A   |  | NOT TRADED   |                       |  |
| Type B   |  | NOT TRADED   |                       |  |
| 21.  |  |  |                       |  |
| Interest Rates   | Interest Payment<br>Frequency  | Counon Rate  |                       |  |
|  |  |  |                       |  |
| Debenture Type   |  | %  | %                     |  |
| Type A   | Semi- annually   | 13.75  | 14.22%                |  |
|  | Semi- annually<br>Annually   |  |                       |  |
| Type A   |  | 13.75  | 14.22%                |  |
| Type A Type B Interest Rates of Comparable Government Securities   | Annually   | 13.75  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond   |  | 13.75  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)   | Annually   | 13.75  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  | Annually 10.58%  | 13.75<br>14.2  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D  | Annually 10.58%  Hebentures December 2   | 13.75<br>14.2<br>2013- December 2018   | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  | Annually 10.58%  | 13.75<br>14.2  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D  Debenture Type  | Annually 10.58%  rebentures December 2  Current Yield  | 13.75<br>14.2<br>2013- December 2018<br>Yield to Maturity  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D  | Annually  10.58%  Debentures December 2  Current Yield  %  | 13.75<br>14.2<br>2013- December 2018<br>Yield to Maturity  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B  | Annually  10.58%  Pebentures December 2  Current Yield  NO NO  | 13.75 14.2  2013- December 2018  Yield to Maturity  %  T TRADED T TRADED   | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D  Debenture Type  Type A  | Annually  10.58%  Pebentures December 2  Current Yield  NO NO  | 13.75<br>14.2<br>2013- December 2018<br>Yield to Maturity<br>%   | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B  | Annually  10.58%  Pebentures December 2  Current Yield  %  NO NO   | 13.75 14.2  2013- December 2018  Yield to Maturity %  T TRADED T TRADED T TRADED T TRADED  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D  Debenture Type  Type A Type B Type C  | Annually  10.58%  Pebentures December 2  Current Yield  %  NO NO   | 13.75 14.2  2013- December 2018  Yield to Maturity %  T TRADED T TRADED T TRADED T TRADED  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Debe   | Annually  10.58%  Debentures December 2  Current Yield  NO NO NO Deentures June 2016-June  | 13.75 14.2  2013- December 2018  Yield to Maturity  %  T TRADED T TRADED T TRADED T TRADED T TRADED  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D  Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Debenture Type   | Annually  10.58%  Debentures December 2  Current Yield  NO NO NO Deentures June 2016-Jun  Current Yield  %   | 13.75 14.2  2013- December 2018  Yield to Maturity %  T TRADED T TRADED T TRADED T TRADED T TRADED We 2021  Yield to Maturity %  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Det Debenture Type  | Annually  10.58%  Debentures December 2  Current Yield  NO NO NO Deentures June 2016-Jun Current Yield  %  | 13.75 14.2  2013- December 2018  Yield to Maturity  %  T TRADED T TRADED T TRADED T TRADED T TRADED We 2021  Yield to Maturity  %  T TRADED  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Debenture Type  Type B Type C   | Annually  10.58%  Debentures December 2  Current Yield %  NO NO NO Deentures June 2016-Jun Current Yield %   | 13.75 14.2  2013- December 2018  Yield to Maturity %  T TRADED  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Debenture Type  Type A Type B Subordinated Listed Rated Unsecured Redeemable Debenture Type  Type A Type B Subordinated Listed Rated Unsecured Redeemable Debenture Type  | Annually  10.58%  Debentures December 2  Current Yield  NO NO NO Deentures June 2016-Jun  Current Yield  %  NO NO NO Deentures June 2016-Jun  Current Yield  NO NO NO NO Debentures March 2018   | 13.75 14.2  2013- December 2018  Yield to Maturity % T TRADED   | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Debenture Type  Type A Type B Type C  | Annually  10.58%  Debentures December 2  Current Yield %  NO NO NO Deentures June 2016-Jun Current Yield %   | 13.75 14.2  2013- December 2018  Yield to Maturity %  T TRADED  | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Debenture Type  Type A Type B Subordinated Listed Rated Unsecured Redeemable Debenture Type  Type A Type B Subordinated Listed Rated Unsecured Redeemable D   | Annually  10.58%  Debentures December 2  Current Yield %  NO NO Dentures June 2016-Jun Current Yield %  NO NO Current Yield %  Current Yield %  Current Yield %  | 13.75 14.2  2013- December 2018  Yield to Maturity % T TRADED                                     | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Debenture Type  Type A Type B Type B Subordinated Listed Rated Unsecured Redeemable Debenture Type  Subordinated Listed Rated Unsecured Redeemable D Debenture Type   | Annually  10.58%  Pebentures December 2  Current Yield %  NO NO Dentures June 2016-Jun  Current Yield %  NO NO NO Current Yield %  Current Yield %  RO NO NO Rebentures March 2018  Current Yield %  | 13.75 14.2  2013- December 2018  Yield to Maturity % T TRADED | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Det Debenture Type  Type A Type B Subordinated Listed Rated Unsecured Redeemable Det Debenture Type  Type A Type B  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B  | Annually  10.58%  Pebentures December 2  Current Yield %  NO NO  Dentures June 2016-June Current Yield %  NO NO NO  Pebentures March 2018 Current Yield %  NO NO  Pebentures March 2018 NO NO NO NO NO  Pebentures March 2018 NO | 13.75 14.2  2013- December 2018  Yield to Maturity % T TRADED   | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Det Debenture Type  Type A Type B Subordinated Listed Rated Unsecured Redeemable Det Debenture Type  Type A Type B  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B  Debenture Type  Type A Type B  Debenture Type | Annually  10.58%  Debentures December 2  Current Yield %  NO NO Deentures June 2016-Jun  Current Yield %  NO NO NO Debentures March 2018  Current Yield %  NO NO 237%  | 13.75 14.2  2013- December 2018  Yield to Maturity % T TRADED   | 14.22%                |  |
| Type A Type B  Interest Rates of Comparable Government Securities 5 Year Treasury Bond (Excluding 10% withholding Tax)  Current Yield & Yield to Maturity  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B Type C  Guaranteed Listed Rated Unsecured Redeemable Det Debenture Type  Type A Type B Subordinated Listed Rated Unsecured Redeemable Det Debenture Type  Type A Type B  Subordinated Listed Rated Unsecured Redeemable D Debenture Type  Type A Type B  | Annually  10.58%  Pebentures December 2  Current Yield %  NO NO  Dentures June 2016-June Current Yield %  NO NO NO  Pebentures March 2018 Current Yield %  NO NO  Pebentures March 2018 NO NO NO NO NO  Pebentures March 2018 NO | 13.75 14.2  2013- December 2018  Yield to Maturity % T TRADED   | 14.22%                |  |

# **Utilization of Funds Raised Via Capital Market**

#### **Debenture Issue March 2016**

| Objective<br>Number | Objective as per Prospectus  | Amount<br>allocated as<br>per<br>Prospectus<br>in LKR | Proposed date of<br>utilization as per<br>Prospectus | Amount<br>allocated<br>from<br>proceeds in<br>LKR (A) | % of total<br>proceeds | Amounts<br>utilized in<br>LKR (B) | % of<br>utilization<br>against<br>allocation<br>(B/A) | Clarification if not<br>fully utilized<br>including where<br>the funds are<br>invested (eg:<br>whether lent to<br>related party/s<br>etc) |
|---------------------|--|---|--|---|------------------------|-----------------------------------|---|---|
| 1                   | To expand the leasing portfolio  |   | Within the 06<br>months from date<br>of cash receipt |   |                        |                                   |   |   |
| 2                   | Improve the Tier II Capital base<br>thus, increasing the Capital<br>Adequacy Ratio (CAR) | LKR 1 BN  | With effect from the closure of issue                | LKR 1 BN  | 100%                   | LKR 1 BN                          | 100%  | N/A   |
| 3                   | Reduce the Assets and Liability mismatch   |   | Within 12 months<br>from date of cash<br>receipt     |   |                        |                                   |   |   |

# Debenture Issue March 2018

| Objective<br>Number | Objective as per Prospectus  | per      | Proposed date of<br>utilization as per<br>Prospectus | Amount<br>allocated<br>from<br>proceeds in<br>LKR (A) | % of total<br>proceeds | Amounts<br>utilized in<br>LKR (B) | % of<br>utilization<br>against<br>allocation<br>(B/A) | Clarification if not<br>fully utilized<br>including where<br>the funds are<br>invested (eg:<br>whether lent to<br>related party/s<br>etc) |
|---------------------|--|----------|--|---|------------------------|-----------------------------------|---|---|
| 1                   | Supporting the general business growth opportunities of the Company  |          | Within the 06<br>months from date<br>of cash receipt |   |                        |                                   |   |   |
| 2                   | improving the Capital<br>Adequacy of the Company's<br>Balance Sheet, by<br>strengthening its Tier II Capital | LKR 2 BN | With effect from the closure of issue                | LKR 2 BN  | 100%                   | LKR 2 BN                          | 100%  | N/A   |
| 3                   | Reducing the mismatch of<br>maturity periods between<br>assets and liabilities                               |          | Within 12 months<br>from date of cash<br>receipt     |   |                        |                                   |   |   |

#### **Selected Performance Indicators**

|  | Company    |            |  |
|--|------------|------------|--|
|  | As at      | As at      |  |
| Indicator  | 31-12-2018 | 31-03-2018 |  |
| Asset Quality (Rs. 000)  |            |            |  |
| Gross Non- Performing Accommodations **                        | 4,960,388  | 1,866,028  |  |
| Gross Non- Performing Accommodations Ratio %                   | 7.10%      | 3.07%      |  |
| Net Non- Performing Accommodations Ratio %                     | 3.93%      | 0.89%      |  |
| Liquidity (Rs. 000)  |            |            |  |
| Required Minimum Amount of Liquid Assets                       | 5,895,782  | 4,994,271  |  |
| Available Amount of Liquid Assets                              | 9,864,506  | 7,032,569  |  |
| Required Minimum Amount of Government Securities               | 3,166,118  | 2,468,228  |  |
| Available Amount of Government Securities                      | 3,369,577  | 3,660,306  |  |
| Capital Adequacy   |            |            |  |
| Core Capital ( Tier 1 Capital)                                 | 6,676,969  | 6,719,404  |  |
| Total Capital Base   | 8,627,148  | 8,792,223  |  |
| Core Capital to Risk Weighted Assets Ratio (Minimum 5%)*       | 8.32%      | 10.64%     |  |
| Total Capital to Risk Weighted Assets Ratio (Minimum 10%)*     | 10.75%     | 13.93%     |  |
| Capital Funds toTotal Deposit Liabilities Ratio (Minimum 10%)* | 17.92%     | 20.84%     |  |
| Profitability  |            |            |  |
| Net Interest Margin (Annualized %)                             | 6.45%      | 5.34%      |  |
| Return on Average Assets- After Tax (Annualized %)             | 1.70%      | 2.17%      |  |
| Return on Average Equity- After Tax (Annualized %)             | 18.47%     | 20.92%     |  |
| Memorandum information   |            |            |  |
| Number of Employees  | 1,670      | 1,588      |  |
| Number of Branches   | 59         | 59         |  |
| Number of Service Centers                                      | 11         | 11         |  |
| Number of Pawning Centers                                      | 1          | 1          |  |

<sup>\*</sup> Including current year unaudited profit \*\* Net of Interest In Suspense

#### **Corporate Information**

#### Name of the Company

Citizens Development Business Finance PLC

#### **Legal Form**

A Public Quoted Company incorporated in Sri Lanka under the provisions of the Companies Act No. 17 of 1982 and re-registered under the Companies Act No. 7 of 2007

The Company is licensed under the Finance Business Act No. 42 of 2011.

The Company is registered under the Finance Leasing Act No. 56 of 2000

#### Approved Credit Agency Under the

Mortgage Act No 06 of 1949 Trust Receipt Ordinance No 12 of 1947

#### **Date of Incorporation**

07th September 1995

#### **Registration Number**

PB 232 PQ

#### **Accounting Year**

March 31

#### **Board of Directors**

Mr. D.H.J.Gunawardena FCMA (UK), CGMA Chairman / Non Executive Director

Mr. W.P.C.M.Nanayakkara B.Sc(Mgt), FCMA(UK),MBA(Sri J), CGMA Managing Director / Chief Executive Officer/ Executive Director

Mr. Razik Mohamed *ACA Independent Non Executive Director* 

Mr. S.R.Abeynayake *MBA(Sri J), FCA, FCMA Non Executive Director* 

Prof. A. Dharmasri B Sc.Eng., MBA(Sri J), PhD(Sri J), MCMI(UK) Independent Non Executive Director (Senior Director)

Prof. S.P.P.Amaratunge B.A. (Econ) (Sp) (SIP); M.A. Econ (Colombo); M.S.C.Econ. of Rural Dev. (Saga, Japan); Ph.D. (Kogoshima, Japan) Independent Non Executive Director

Mr. P.A.J.Jayawardena *LUTCF(USA), CIAM,CMFA Non Executive Director* 

Mr. T.M.D.P. Tennakoon FCMA(UK), CGMA Executive Director / Chief Financial Officer / Deputy CEO

Mr. R.H.Abeygoonewardena FCMA(UK), ACMA(Sri), MCPM, CGMA Executive Director - Corporate Finance

Mr. S.V.Munasinghe Executive Director - Sales and Business Development

Mr. D.A.De Silva *B. Sc.(Hons) , ACMA, CGMA Executive Director - Business Operations* 

#### Registered Address of Head Office

No 123, Orabipasha Mawatha, Colombo 10

Sri Lanka

Tel 0094117388388 Fax 0094112429888 E mail cdb@cdb.lk Web www.cdb.lk

#### **Company Secretary**

S.S.P Corporate Services (Private) Ltd 101, Inner Flower Road, Colombo 03 Sri Lanka

Tel 0094112573894, 0094112576871

Fax 0094112573609 E mail sspsec@sltnet.lk

#### **Company Auditors**

KPMG (Chartered Accountants) 32 A, Sir Mohamed Macan Marker Mawatha, Colombo 03 Sri Lanka Tel 0094115426426

#### Lawyers of the Company

Nithya Partners No 97A, Galle Road, Colombo 03. Sri Lanka

#### **Credit Rating**

[SL]BBB+ with negative outlook ICRA Lanka

#### Bankers

Bank of Ceylon
Commercial Bank of Ceylon PLC
Deutsche Bank
DFCC Bank PLC
Hatton National Bank PLC
National Development Bank PLC
Nations Trust Bank PLC
People's Bank
Sampath Bank PLC
Seylan Bank PLC
Union Bank PLC



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