

# NMB BANK PLC UNAUDITED FINANCIAL STATEMENTS



Issued pursuant to regulations 7 and 8 of the Banking and Financial Institutions (Disclosures) Regulations, 2014

Net Interest Income  
**12%**  
YoY

Growth In NFI  
**19%**  
YoY

22%  
YoY  
Impairment

Profit Before Tax  
**208**  
Billion  
**76%**  
YoY

Loan & Advances  
**3.9**  
Trillion

Customer Deposits  
**5.2**  
Trillion

Total Assets  
**7**  
Trillion

ROA  
**2.8%**

ROE  
**18.8%**

## CONDENSED STATEMENT OF FINANCIAL POSITION AS AT 30 SEPTEMBER, 2020

(Amounts in million shillings)

	GROUP		BANK	
	Current Quarter 30.09.2020	Previous Quarter 30.06.2020	Current Quarter 30.09.2020	Previous Quarter 30.06.2020
<b>A. ASSETS</b>				
1 Cash	457,008	464,626	457,008	464,626
2 Balances with Bank of Tanzania	536,825	1,251,616	536,825	1,251,616
3 Investments in Government securities	1,182,463	967,610	1,182,463	967,610
4 Balances with other banks and financial institutions	335,417	98,093	335,417	98,093
5 Cheques and items for clearing	3,836	10,794	3,836	10,794
6 Inter branch float items	-	-	-	-
7 Bills negotiated	-	-	-	-
8 Customers' liabilities for acceptances	-	-	-	-
9 Interbank loans receivables	32,218	21,983	32,218	21,983
10 Investments in other securities	-	-	-	-
11 Loans, advances and overdrafts (net of allowances for probable losses)	3,926,473	3,800,612	3,928,199	3,803,655
12 Other assets	197,810	284,264	355,391	446,541
13 Equity investments	2,920	2,920	2,920	2,920
14 Underwriting accounts	-	-	-	-
15 Property, Plant and equipment	217,749	222,300	183,103	187,161
<b>16 TOTAL ASSETS</b>	<b>6,892,719</b>	<b>7,124,818</b>	<b>7,017,380</b>	<b>7,254,999</b>
<b>B. LIABILITIES</b>				
17 Deposits from other banks and financial institutions	40,030	69,214	40,030	69,214
18 Customer deposits	5,203,114	5,428,658	5,204,607	5,431,535
19 Cash letters of credit	40,792	35,959	40,792	35,959
20 Special Deposits	12,985	12,281	12,985	12,281
21 Payment orders/transfers payable	-	-	-	-
22 Bankers' cheques and drafts issued	2,119	2,141	2,119	2,141
23 Accrued taxes and expenses payable	69,601	59,546	69,134	59,079
24 Acceptances outstanding	-	-	-	-
25 Inter branch float items	295	3,194	295	3,194
26 Unearned income and other deferred charges	35,428	33,460	35,428	33,460
27 Other liabilities	72,901	88,910	196,755	215,670
28 Borrowings	345,965	375,440	345,965	375,440
<b>29 TOTAL LIABILITIES</b>	<b>5,823,230</b>	<b>6,108,803</b>	<b>5,948,110</b>	<b>6,237,973</b>
<b>30 NET ASSETS/(LIABILITIES)</b>	<b>1,069,489</b>	<b>1,016,015</b>	<b>1,069,270</b>	<b>1,017,026</b>
<b>C. SHAREHOLDERS' FUNDS</b>				
31 Paid up share capital	20,000	20,000	20,000	20,000
32 Capital reserves	-	-	-	-
33 Retained earnings	896,473	896,473	903,341	903,341
34 Profit(Loss) account	148,519	95,844	145,013	93,568
35 Other capital accounts	916	117	916	117
36 Minority interest	3,581	3,581	-	-
<b>37 TOTAL SHAREHOLDERS' FUNDS</b>	<b>1,069,489</b>	<b>1,016,015</b>	<b>1,069,270</b>	<b>1,017,026</b>
38 Contingent liabilities	507,684	584,829	507,684	584,829
39 Non performing loans & advances	274,736	279,553	274,736	279,553
40 Allowances for probable losses	228,308	212,744	228,308	212,744
41 Other non performing assets	8,674	1,123	8,674	1,123
<b>D. SELECTED FINANCIAL CONDITION INDICATORS</b>				
(i) Shareholders Funds to total assets	15.5%	14.3%	15.2%	14.0%
(ii) Non performing loans to total gross loans	6.6%	7.0%	6.6%	7.0%
(iii) Gross loans and advances to total deposits	78.4%	72.4%	78.4%	72.4%
(iv) Loans and advances to total assets	57.0%	53.3%	56.0%	52.4%
(v) Earnings assets to total Assets	79.0%	68.3%	77.7%	67.2%
(vi) Deposits growth	-4.5%	14.8%	-4.5%	14.8%
(vii) Assets growth	-3.3%	12.4%	-3.3%	12.1%

## CONDENSED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME PERIOD ENDED 30 SEPTEMBER, 2020

(Amounts in million shillings)

	GROUP		BANK		GROUP		BANK	
	Current Quarter 30.09.2020	Comperative Quarter 30.09.2019	Current Quarter 30.09.2020	Comperative Quarter 30.09.2019	Current Year Cumulative 30.09.2020	Comparative Year Cumulative 30.09.2019	Current Year Cumulative 30.09.2020	Comparative year Cumulative 30.09.2019
1 Interest income	180,425	155,607	180,492	155,762	515,082	462,504	515,380	463,049
2 Interest expense	(37,826)	(31,397)	(37,826)	(31,397)	(104,740)	(95,179)	(104,740)	(95,179)
<b>3 Net interest income (1minus2)</b>	<b>142,599</b>	<b>124,210</b>	<b>142,666</b>	<b>124,365</b>	<b>410,342</b>	<b>367,324</b>	<b>410,640</b>	<b>367,870</b>
4 Bad debts written off	-	-	-	-	(1,621)	-	(1,621)	-
5 Impairment Losses on Loans and Advances	(32,554)	(44,406)	(32,554)	(44,406)	(80,999)	(101,841)	(80,999)	(101,841)
<b>6 Non interest income:</b>	<b>70,932</b>	<b>59,254</b>	<b>70,932</b>	<b>59,254</b>	<b>189,978</b>	<b>159,524</b>	<b>189,978</b>	<b>159,524</b>
6.1 Foreign currency dealings and translation gain/(loss)	7,164	5,261	7,164	5,261	18,636	19,279	18,636	19,279
6.2 Fee and commissions	61,104	51,450	61,104	51,450	162,391	133,303	162,391	133,303
6.3 Dividend income	-	-	-	-	17	31	17	31
6.4 Other operating income	2,664	2,543	2,664	2,543	8,934	6,911	8,934	6,911
<b>7 Non interest expense:</b>	<b>(105,506)</b>	<b>(101,162)</b>	<b>(106,803)</b>	<b>(102,433)</b>	<b>(307,906)</b>	<b>(302,626)</b>	<b>(311,710)</b>	<b>(306,101)</b>
7.1 Salaries and benefits	(52,617)	(47,265)	(52,617)	(47,265)	(153,968)	(143,302)	(153,968)	(143,302)
7.2 Fees and commissions	(3,441)	(4,191)	(3,441)	(4,191)	(7,012)	(8,286)	(7,012)	(8,286)
7.3 Other operating expenses	(49,448)	(49,706)	(50,745)	(50,977)	(146,926)	(151,038)	(150,730)	(154,513)
<b>8 Operating income/(loss)</b>	<b>75,471</b>	<b>37,896</b>	<b>74,241</b>	<b>36,780</b>	<b>211,415</b>	<b>120,760</b>	<b>207,909</b>	<b>117,831</b>
9 Income tax expense	(22,796)	(11,853)	(22,796)	(11,853)	(62,896)	(36,168)	(62,896)	(36,168)
<b>10 Net income/(loss)after income tax</b>	<b>52,675</b>	<b>26,043</b>	<b>51,445</b>	<b>24,927</b>	<b>148,519</b>	<b>84,592</b>	<b>145,013</b>	<b>81,663</b>
<b>11 Other comprehensive income, net of tax</b>								
Fair value gain/(loss) on FVOCI - net of tax	799	440	799	440	(133)	230	(133)	230
<b>Total comprehensive income for the year</b>	<b>53,474</b>	<b>26,483</b>	<b>52,244</b>	<b>25,367</b>	<b>148,386</b>	<b>84,822</b>	<b>144,880</b>	<b>81,893</b>
12 Number of employees	3,470	3,436	3,470	3,436	3,470	3,436	3,470	3,436
13 Basic earnings per share	103	50	103	50	290	163	290	163
14 Diluted earnings per share	103	50	103	50	290	163	290	163
15 Number of branches	225	224	225	224	225	224	225	224
<b>SELECTED PERFORMANCE INDICATORS</b>								
(i) Return on average total assets	3.1%	1.7%	2.9%	1.6%	2.9%	1.9%	2.8%	1.8%
(ii) Return on average share-holders funds	19.7%	11.4%	19.6%	11.1%	18.5%	12.4%	18.8%	12.3%
(iii) Non interest expense to gross income	49.4%	55.1%	50.0%	55.8%	51.3%	57.4%	51.9%	58.0%
(iv) Net interest income to average earning assets	10.4%	11.2%	10.7%	11.1%	10.0%	11.0%	11.0%	11.1%

## SELECTED EXPLANATORY NOTES FOR THE QUARTER ENDED 30TH SEPTEMBER 2020

In preparation of the quarterly financial statements, consistent accounting policies have been used as those applicable to the previous year audited financial statements.

Name and Title	Signature	Date
Ruth Zaipuna Chief Executive Officer		October 16, 2020
Benedicto Baragomwa Ag. Chief Financial Officer		October 16, 2020
Juma Kimori Chief Internal Auditor		October 16, 2020
We, the undersigned directors, attest to the faithful representation of the above statements. We declare that the statements have been examined by us and, to the best of our knowledge and belief, have been prepared in conformance with International Financial Reporting Standards and the requirements of the Banking and Financial Institutions Act, 2006 and they present a true and fair view.		
Name	Signature	Date
Dr. Edwin P. Mhede Board Chairman		October 16, 2020
Leonard Mususa Board Director		October 16, 2020

## CONDENSED STATEMENT OF CASH FLOW STATEMENT FOR THE QUARTER ENDED 30 SEPTEMBER, 2020

(Amounts in million shillings)

	GROUP		BANK		GROUP		BANK	
	Current Quarter 30.09.2020	Previous Quarter 30.06.2020	Current Quarter 30.09.2020	Previous Quarter 30.06.2020	Current Year Cumulative 30.09.2020	Previous Year Cumulative 30.09.2019	Current Year Cumulative 30.09.2020	Previous Year Cumulative 30.09.2019
<b>I: Cash flow from Operating activities:</b>								
Net income(loss)	75,471	65,050	74,241	64,066	211,413	120,760	207,908	117,831
Adjustment for:								
- Impairment/amortization	9,665	13,351	9,172	12,858	33,684	25,813	32,206	27,289
- Net change in loans and advances	(136,096)	(118,465)	(134,779)	(117,147)	(368,685)	(138,372)	(364,729)	(141,868)
- Gain/loss on sale of assets	-	-	-	-	-	-	-	-
- Net change in deposits	(249,191)	714,973	(250,575)	713,555	368,532	264,832	364,298	259,620
- Net change in short term negotiable securities	-	-	-	-	-	-	-	-
- Net change in other liabilities	(6,905)	18,012	(9,811)	19,615	7,853	17,747	1,666	158,556
- Net change in other assets	95,587	(78,827)	100,283	(78,853)	42,711	32,932	54,159	(97,717)
- Tax paid	(24,971)	(43,090)	(24,971)	(43,090)	(87,082)	(38,357)	(87,082)	(38,357)
- Others	(30,545)	19,407	(30,545)	19,407	1,492	11,901	1,492	11,901
<b>Net cash provided (used) by operating activities</b>	<b>(266,986)</b>	<b>590,411</b>	<b>(266,985)</b>	<b>590,411</b>	<b>209,918</b>	<b>297,256</b>	<b>209,918</b>	<b>297,255</b>
<b>II: Cash flow from Investing activities:</b>								
Dividends received	-	-	-	-	-	-	-	-
Purchase of fixed assets	(5,114)	(4,650)	(5,114)	(4,650)	(14,125)	(17,835)	(14,125)	(17,835)
Proceeds from sale of fixed assets	-	-	-	-	-	-	-	-
Purchase of non-dealing securities	-	-	-	-	-	-	-	-
Proceeds from sale of non-dealing securities	-	-	-	-	-	-	-	-
Others (Equity investment and Securities)	(214,054)	(38,003)	(214,054)	(38,003)	(421,040)	(127,333)	(421,040)	(127,333)
<b>Net cash provided (used) by investing activities</b>	<b>(219,168)</b>	<b>(42,653)</b>	<b>(219,168)</b>	<b>(42,653)</b>	<b>(435,165)</b>	<b>(145,168)</b>	<b>(435,165)</b>	<b>(145,168)</b>
<b>III: Cash Flow from Financing activities:</b>								
Repayment of long-term debt	-	-	-	-	-	-	-	-
Proceeds from issuance of long term debt	-	-	-	-	-	-	-	-
Proceeds from issuance of share capital	-	-	-	-	-	-	-	-
Payment of cash dividends	(48,000)	-	(48,000)	-	(48,000)	(33,000)	(48,000)	(33,000)
Net change in other borrowings	(29,475)	54,271	(29,475)	54,271	(1,478)	(26,069)	(1,478)	(26,069)
Others (Specify)	-	-	-	-	-	-	-	-
<b>Net cash provided (used) by financing activities</b>	<b>(29,475)</b>	<b>6,271</b>	<b>(29,475)</b>	<b>6,271</b>	<b>(49,478)</b>	<b>(59,069)</b>	<b>(49,478)</b>	<b>(59,069)</b>
<b>IV: Cash and Cash equivalents:</b>								
Net increase/(decrease) in cash and cash equivalents	(515,629)	554,029	(515,628)	554,029	(274,725)	93,019	(274,725)	93,018
Cash and cash equivalents at the beginning of the year	1,454,273	900,244	1,454,273	900,244	1,213,370	856,178	1,213,370	856,178
<b>Cash and cash equivalents at the end of the year</b>	<b>938,645</b>	<b>1,454,273</b>	<b>938,645</b>	<b>1,454,273</b>	<b>938,645</b>	<b>949,197</b>	<b>938,645</b>	<b>949,197</b>

## CONDENSED GROUP STATEMENT OF CHANGES IN EQUITY AS AT 30 SEPTEMBER 2020

(Amounts in million shillings)

	Share Capital	Share Premium	Retained Earnings	Regulatory Reserve	General Provision Reserve	Others (Fair Valuation/Non Controlling Interest)	Total
<b>Current Year</b>							
Balance as at the beginning of the year	20,000	-	944,472	-	-	4,6	

# MINIMUM DISCLOSURE OF BANK CHARGES AND FEES

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>1 SAVINGS ACCOUNTS</b>		
	Required minimum opening balance	Business saving A/C TZS 100,000, USD 100, EUR 100, GBP 100; Bonus A/C TZS 50,000, USD 100, EUR 100 & GBP 100; Mtozo A/C TZS 7,000 or USD/EURO/GBP 5; Chipukizi A/C TZS 7,000 or USD/EURO/GBP 5; Pamoja A/C TZS 30,000
	Transaction fee	N/A
	Monthly service fee (break down per customer type)	FREE
	Statement	TZS 2000 per month
	Withdrawal Charges	OTC: TZS 4,000 for amount up to TZS 5Million; TZS 4,000 plus 0.12% of excess above TZS 5Million Max TZS 170,000/-; OUR ATM - TZS 1,100 -1,500; OTHERS DOMESTIC ATM - TZS 3,540; OTHERS OUTSIDE TANZANIA - TZS 7,080; POS - TZS 1,770
	Withdrawal bulky without notice	OTC: TZS 4,000 for amount up to TZS 5Million; TZS 4,000 plus 0.12% of excess above TZS 5Million Max TZS 170,000/-; OUR ATM - TZS 1,100 -1,500; OTHERS DOMESTIC ATM - TZS 3,540; OTHERS OUTSIDE TANZANIA - TZS 7,080; POS - TZS 1,770
	Cash Deposit Charge	5% of the amount for small denomination FOREX (1,5,10 & 20) For LCY deposit of coins 10% of the amount.
	Savings Card/Passbook	N/A
	Passbook/Card Replacement	TZS 11,800
	Closing Account	TZS 9,440 USD 11.8, EUR 11.8 & GBP 11.8

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>2 CURRENT ACCOUNT</b>		
	Required minimum opening balance	Business, Supply Chain, Trade Business, Agribusiness Overdraft, Agribusiness Loans, Agri-General, Business AC Plus, Corporate, Emerging Corporate A/C - TZS 100,000, USD 100, EUR 100 & GBP 100; Personal A/C - TZS 15,000; Mwanachuo & Chapchap A/C - TZS 10,000; Wisdom - FREE; Group A/C - TZS 30,000; FaniKiwa A/C - TZS 20,000; Exclusive A/C - TZS 1Million; Executive A/C - TZS 500,000; Killimo & Bonus A/C - TZS 50,000; Float & Scheme Financing A/C - FREE; Notice Investment A/C - TZS 500Million; Chapchap Plus (NMB Mkononi) - ZERO
	Monthly service fee (break down per customer type)	Personal A/C - TZS 1,800; Business A/C & Agribusiness - TZS 15,340; Corporate, Insitution & Trade Business A/C - TZS 19,200; Exclusive A/C - TZS 35,400; Executive A/C - TZS 23,600; Emerging Corporate - TZS 19,200; FaniKiwa - TZS 2,000; Personal A/C Agribusiness - TZS 2,048; Killimo is - TZS 1,800; for Forex A/C charges are Equivalent to TZS; Chapchap Plus (NMB Mkononi) - FREE
	Transaction fee	N/A
	Statement	TZS 2000 per month
	Withdrawal Charges	OTC: TZS 6,500 for amount up to TZS 5Million; TZS 6,500 plus 0.12% of excess above TZS 5Million Max TZS 170,000/-; OUR ATM - TZS 1,100 -1,500; OTHERS DOMESTIC ATM - TZS 3,540; OTHERS OUTSIDE TANZANIA - TZS 7,080; POS - TZS 1,770
	Cash Deposit Charge	5% of the amount for small denomination FOREX (1,5,10 & 20) For LCY deposit of coins 10% of the amount.
	Bank Drafts	NA
	Bank Drafts cancellation charge	NA
	Cheque book (100 leaves)	TZS 48,380 USD 35.4, EUR 23.6 & GBP 17.7
	Cash Withdrawal at Counter	TZS 6,500 for amount up to TZS 5Million; TZS 6,500 plus 0.12% of excess above TZS 5Million Max TZS 170,000/-
	Special Clearance	TZS 53,100 USD 52.8, EUR 46 & GBP 39.5
	Cheque withdraw over the counter	TZS 6,500 for amount up to TZS 5Million; TZS 6,500 plus 0.12% of excess above TZS 5Million Max TZS 170,000/-
	Dishonoured cheque	1.5% of the amount Min 64,000 Max TZS 118,000
	Cash Payment to 3rd party	N/A
	Cash Deposit Charge	N/A
	Overdrawn account interest charge	N/A
	Unarranged Overdraft	N/A
	Bulk cash Deposit	FREE
	Bulk cash Withdrawal	N/A
	Stop Payment orders	TZS 35,400, USD 23.6, EUR 17.7 & GBP 17.7
	Standing Orders (within the same bank)	FREE
	Standing Orders (to other bank)	TZS 19,710
	Letter of introduction	N/A
	Salary handling	TZS 3,540
	School fees deposits	FREE
	TRA collection	FREE
	Safe custody charges	N/A
	Safe custody access fees	N/A

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>3 EFT</b>		
(a)	Within the same bank (On Us)	FREE
	To other Banks (On Others)	2000
(b)	Outward Transfers	2000
	Inward Transfers	FREE

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>4 TISS</b>		
(a)	Within the same bank (On Us)	N/A
	To other Banks (On Others)	TZS 10,000
(b)	Outward Transfers	TZS 10,000
	Inward Transfers	FREE

S/N	ITEM/TRANSACTION	Savings Acc	Current Acc
<b>5 FOREIGN EXCHANGE ACCOUNT</b>			
	Statement	USD 1, EUR 0.8 and GBP 0.7 Per month	
	Interim statement	USD 1, EUR 0.8 and GBP 0.7 Per month	USD1, EUR 0.8 and GBP 0.7 Per month
	Withdrawal Charges	0.25% of the amount - forex	0.25% of the amount - forex
	Cash Deposit Charge	5% for small denomination (1,5,10 & 20)	5% for small denomination (1,5,10 & 20)
	Purchase/Sale of TC transactions over the counter	N/A	N/A
	Purchase of Foreign Cheque	N/A	N/A
	Sale/ Purchase of cash passport	N/A	N/A
	Telex/SWIFT	USD 58	USD 58
	Transfer from foreign currency denominated account to local account	N/A	N/A
	Outward foreign transfers	USD 58	USD 58
	Inward foreign transfers - Customers	FREE	FREE

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>6 ATM TRANSACTIONS</b>		
(a)	Local Cards	
	Issue of ATM card	N/A
	Replacement ATM Card (Faulty)	N/A
	Replacement ATM Card (Lost)	N/A
(b)	International Cards	
	Issue of ATM card	N/A
	Replacement ATM Card (Faulty)	N/A
	Replacement ATM Card (Lost)	N/A
(c)	ATM Withdrawals:	
	Within the same bank (On Us)	N/A
	To other banks ATM (On others)	N/A
	ATM mini statement	N/A
	Bill payments through ATM	N/A

(d)	POS		
	Within the same bank (On Us)	N/A	TZS 1,770
	To other banks ATM (On others)	N/A	FREE

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>7 MOBILE (SMS) BANKING</b>		
	Balance Inquiry	N/A
	Payments	N/A
	Transfers (within NMB)	N/A

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>8 INTERNET BANKING</b>		
(a)	Domestic:	
	Balance Inquiry	FREE
	Payments	TZS 640
(b)	International	
	Balance Inquiry	N/A
	Payments	N/A
	Transfers	N/A

S/N	ITEM/TRANSACTION	CHARGE/FEE
<b>9 MONEY REMITTANCES</b>		
(a)	Western Union	
	Sending	N/A
	Received	N/A
(b)	Money Gram	
	Inward	N/A
	Outward	N/A
(c)	Coinstar	
	Inward	N/A
	Outward	N/A
(d)	Travellex	
	Inward	N/A
	Outward	N/A
(e)	Africash	
	Inward	N/A
	Outward	N/A
(f)	Others (Specify)	
	Inward	N/A
	Outward	N/A

<b>10 BANKING SECTOR - DEPOSITS &amp; LENDING RATES</b>			
A	TYPES OF LENDING RATES	LENDING RATES - PA (%)	
		TZS	USD
(a)	Flat		
(b)	Declining	16%	8%
(c)	Negotiable		

B	FIXED DEPOSITS					
	PERIOD	TZS		USD	GBP	
		500K<-<9.9Mil	10M>-<99.9M	100M>-<199M	2000-49,999	2000-49,999
	1 Month	2.00%	2.25%	2.50%	0.45%	0.25%
	2 Months	2.50%	2.75%	3.00%	0.55%	0.30%
	3 Months	3.00%	3.25%	3.50%	0.70%	0.40%
	6 Months	3.50%	4.00%	4.50%	0.80%	0.50%
	9 Months	N/A	N/A	N/A	N/A	N/A
	12 Months	5.00%	6.00%	7.00%	1.00%	0.60%
	13-24 Months	N/A	N/A	N/A	N/A	N/A
	25-36 Months	N/A	N/A	N/A	N/A	N/A

Signed By:

Aloyse Maro  
Head Retail Products & Channels

Filbert Mponzi  
Chief Retail Banking

A clear reflection of our

## Stability, Resilience & Digital Transformation Capabilities.

GLOBAL FINANCE AWARD 2020  
SAFEST BANK IN TANZANIA

Thank you for choosing **NMB Bank**