

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

### CONDENSED STATEMENT OF FINANCIAL POSITION AS AT 31ST MARCH 2020

(Amounts in million shillings)			
		Current Quarter	Previous Year
		31ST MARCH 2020	31ST DEC 2019
<b>A. ASSETS</b>			
1	Cash	2,112.65	1,776.27
2	Balances with Bank of Tanzania	9,985.02	10,291.23
3	Investments in Government securities	13,721.14	13,869.51
4	Balances with other banks and financial institutions	398.11	186.53
5	Cheques and items for clearing	104.67	120.53
6	Inter branch float items	73.88	30.76
7	Bills negotiated	-	-
8	Customer's liabilities for acceptances	-	-
9	Interbank Loans Receivables	6,165.20	6,154.40
10	Investments in other securities	-	-
11	Loans, advances and overdrafts (net of allowances for probable losses)	87,961.64	84,325.67
12	Other assets	19,421.99	18,739.16
13	Equity Investments	1,804.20	1,804.20
14	Underwriting accounts	-	-
15	Property, Plant and Equipment	4,793.26	4,895.86
16	<b>TOTAL ASSETS</b>	<b>146,541.76</b>	<b>142,194.12</b>
<b>B. LIABILITIES</b>			
17	Deposits from other banks and financial institutions	13,107.18	11,624.27
18	Customer deposits	88,912.90	85,135.52
19	Cash letters of credit	-	-
20	Special deposits	53.34	53.34
21	Payment orders/transfers payable	-	-
22	Bankers' cheques and drafts issued	22.59	22.59
23	Accrued taxes and expenses payable	505.37	352.75
24	Acceptances outstanding	-	-
25	Interbranch float items	-	-
26	Unearned income and other deferred charges	1,214.01	1,160.40
27	Other liabilities	3,288.18	4,743.41
28	Borrowings	9,884.74	10,253.88
29	<b>TOTAL LIABILITIES</b>	<b>116,988.31</b>	<b>113,346.15</b>
30	<b>NET ASSETS/(LIABILITIES)(16 minus 29)</b>	<b>29,553.45</b>	<b>28,847.97</b>
<b>C. SHAREHOLDERS' FUNDS</b>			
31	Paid up share capital	22,741.15	22,741.15
32	Capital reserves	4,104.05	4,104.05
33	Retained earnings	(580.33)	(2,618.52)
34	Profit (Loss) account	405.48	2,038.19
35	Other capital accounts	2,883.11	2,583.11
36	Minority Interest	-	-
37	<b>TOTAL SHAREHOLDERS' FUNDS</b>	<b>29,553.45</b>	<b>28,847.97</b>
38	Contingent liabilities	1,965.41	2,410.55
39	Non performing loans & advances	12,519.67	13,222.49
40	Allowances for probable losses	9,043.54	9,043.54
41	Other non performing assets	166.16	166.16
<b>D. SELECTED FINANCIAL CONDITION INDICATORS</b>			
(i)	Shareholders Funds to total assets	20.2%	20.3%
(ii)	Non performing loans to total gross loans	12.9%	14.2%
(iii)	Gross loans and advances to total deposits	95.0%	96.4%
(iv)	Loans and Advances to total assets	60.0%	59.3%
(v)	Earning Assets to Total Assets	75.1%	74.8%
(vi)	Deposits Growth	21.7%	13.4%
(vii)	Assets growth	12.2%	7.1%

### CONDENSED STATEMENT OF CHANGES IN EQUITY AS AT 31ST MARCH 2020

(Amounts in million shillings)							
	Share capital	Share premium	Retained Earnings	Regulatory Reserve	General Provision Reserve	Others	Total
<b>Current Year 2020</b>							
Balance as at the beginning of the year	22,741.15	4,104.05	(580.33)	1,354.17	-	1,228.94	28,847.97
Profit for the year	-	-	405.48	-	-	-	405.48
Other Comprehensive Income	-	-	-	-	-	-	-
Transactions with owners	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-
Regulatory Reserve	-	-	-	-	-	-	-
General Provision Reserve	-	-	-	-	-	-	-
Others	-	-	-	-	-	300.00	300.00
Balance as at the end of the current period	22,741.15	4,104.05	(174.86)	1,354.17	-	1,528.94	29,553.45
<b>Previous Year 2019</b>							
Balance as at 1st January 2019	16,956.97	4,104.05	(1,968.72)	-	704.36	478.94	20,275.61
Profit for the year	-	-	2,038.19	-	-	-	2,038.19
Other Comprehensive Income	-	-	-	-	-	-	-
Transactions with owners	5,784.18	-	-	-	-	-	5,784.18
Dividends Paid	-	-	-	-	-	-	-
Regulatory Reserve	-	-	(1,354.17)	1,354.17	-	-	-
General Provision Reserve	-	-	704.36	-	(704.36)	-	-
Others	-	-	-	-	-	750.00	750.00
Balance as at the end of the Previous period	22,741.15	4,104.05	(580.33)	1,354.17	-	1,228.94	28,847.97

### SELECTED EXPLANATORY NOTES FOR THE QUARTER ENDED 31 MARCH 2020

In preparation of the quarterly financial statements, consistent accounting policies have been used as those applicable to the previous year audited financial statements (if there were changes during the quarter, the changes be explained as per IAS 34 & IAS 8)

NAME	Signed	Date
1 Godfrey Ndalalwa (Managing Director)		28-April-2020
2 Ester Bgoya (Acting Head of Finance)		28-April-2020
3 Deogratius Thadei (Chief Internal Auditor)		28-April-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	Signed	Date
1 Prof. Lucian A. Msambichaka Board Chairman		28-April-2020
2 Zawadia J Nanyaro Board Member		28-April-2020

### MINIMUM DISCLOSURES OF CHARGES AND FEES

No.	ITEM/TRANSACTION	CHARGE/FEE TZS	CHARGE/FEE USD/EURO/GBP
1	(a) Required minimum opening balance		
	Current account	100,000	100
	Pesronal Saving account	20,000	10
	Student account	5,000	n/a
	Young Saver account	5,000	n/a
	Joint account	100,000	100
	Instant account opening	5,000	n/a
	(b) Monthly service fee (breakdown per customer type)		
	Current account	10,000	10
	Saving account	2,500	1.2
	Student account	free	n/a
	Young saver account	free	n/a
	Joint account	2,000	1.2
	(c) Cheque withdrawal over the counter	free	free
	(d) Fees per ATM withdrawal	1,300	n/a
	(e) ATM mini statement	200	n/a
	(f) Interim statement per page		
	Current account	3,000	3
	Saving account	1,200	1.2
	(g) Periodic scheduled statement	1,200	1.2
	(h) Cheque book	500 per leaf	0.5 per leaf
	(i) Dishonoured cheque	1% of value min. 30,000 max. 300,000	1% of value min. 30 max. 300
	(j) Certificate of balance	25,000	25
	(k) Counter cheque	40,000	40
	(l) Stop payment	25,000	25
	(m) Standing Order	free	free
	(n) Balance enquiry at banking hall	1,000	1
	(o) New ATM card issuance	8,000	n/a
	(p) ATM card renewal or replacement (indicate costs for different card type)	10,000	n/a
	(q) Overdrawn account interest charge	2.25% per month	n/a
	(r) Unarranged overdraft (penalty)	2.25% per month	n/a
	(s) Interbank transfer	10,000	50
	(t) Bill payments through ATM	free	n/a
	(u) Deposit fee	free	free
	(v) Inward cheque clearing	6,000	6
	(w) Outward cheque clearing	12,000	12
	(x) Special cheque clearing	50,000	50
2	Internet banking		
	(a) Registration	free	free
	(b) Balance enquiry/mini statement	free	free
	(c) Monthly charges	2,000	2
	(d) Funds transfer	1,500	1.5
	(d) TISS, MT Transfer	10,000	n/a
3	Mobile Banking		
	(a) Registration	free	free
	(b) Balance enquiry	200	n/a
	(c) Monthly charges	free	n/a
	(d) Funds transfer	1,200	n/a
	(e) Instant account opening balance	5,000	n/a
4	Foreign Exchange Transaction		
	(a) LC acceptance/settlement/payment commission	n/a	free
	(b) LC opening commission	n/a	(negotiable)+swift charges
	(c) LC amendment	n/a	150
	(d) LC documents for collection	n/a	100
	(e) Purchase/sale of TCs transactions over the counter	n/a	n/a
	(f) Purchase of foreign cheque	n/a	n/a
	(g) Sale/purchase of cash passport	n/a	n/a
	(h) Telegraphic transfer	10,000	50
	(i) Telex/SWIFT	10,000	50
	(j) Transfer from foreign currency denominated account to local current account (within bank and to other bank)	free	free
5	Lending		
	(a) Loan Processing fee	2% of loan amount	negotiable
	(b) Unpaid loan instalment	2.25% per month	negotiable
	(c) Early repayment	50% of future interest	negotiable
	(d) Valuation fees	negotiable with valuers	negotiable with valuers
	(e) Loan Insurance fee	1% of loan amount	negotiable with insurer
	(f) Interest rate - Business loan	22% per annum	negotiable
	(g) Interest rate - Salaried loan	17% per annum	negotiable
	(h) Interest rate - SGL (Group Loans)	2.9% per month	n/a
6	Fixed Deposit (FDR)		
	(a) FDR 3 months	Up to 8%	Negotiable
	(b) FDR 6 months	Up to 9%	Negotiable
	(c) FDR 9 months	Up to 10%	Negotiable
	(d) FDR 12 months	Up to 11%	Negotiable
	(e) FDR above 100 million	Up to 14% (negotiable)	Negotiable

KEY: n/a - not applicable  
p.a. - per annum

We, the undersigned have examined the above information and hereby declare that the information is true and correct to the best of our knowledge and information

Name	Designation	Signed	Date
1 Godfrey Ndalalwa	Managing Director		28-April-2020
2 Ester Bgoya	Acting Head of Finance		28-April-2020
3 Deogratius Thadei	Chief Internal Auditor		28-April-2020

### CONDENSED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE PERIOD ENDED 31ST MARCH 2020

(Amounts in million shillings)					
	Current Quarter	Comparative Quarter	Current Year Cumulative	Comparative Year	
	31ST MARCH 2020	(Previous Year) 31ST MARCH 2019	31ST MARCH 2020	(Previous Year) 31ST MARCH 2019	
1	Interest Income	5,327.82	4,898.47	5,327.82	4,898.47
2	Interest Expense	2,095.87	1,469.81	2,095.87	1,469.81
3	<b>Net Interest Income (1 minus 2)</b>	<b>3,231.95</b>	<b>3,428.67</b>	<b>3,231.95</b>	<b>3,428.67</b>
4	Bad Debts Written-Off	-	-	-	-
5	Impairment Losses on Loans and Advances	-	41.95	-	41.95
6	<b>Non Interest Income:</b>	<b>1,075.63</b>	<b>741.16</b>	<b>1,075.63</b>	<b>741.16</b>
6.1	Foreign Currency Dealings and Translation Gains/(Loss)	21.66	45.69	21.66	45.69
6.2	Fees and Commissions	777.86	442.11	777.86	442.11
6.3	Dividend Income	-	19.15	-	19.15
6.4	Other Operating Income	276.11	234.21	276.11	234.21
7	<b>Non Interest Expenses:</b>	<b>3,902.10</b>	<b>3,793.63</b>	<b>3,902.10</b>	<b>3,793.63</b>
7.1	Salaries and Commission	2,216.93	2,052.69	2,216.93	2,052.69
7.2	Fees and Commission	-	-	-	-
7.3	Other Operating Expenses	1,685.17	1,740.93	1,685.17	1,740.93
8	<b>Operating Income/(Loss)</b>	<b>405.48</b>	<b>334.24</b>	<b>405.48</b>	<b>334.24</b>
9	Income Tax Provision	-	-	-	-
10	<b>Net Income/(Loss) After Income Tax</b>	<b>405.48</b>	<b>334.24</b>	<b>405.48</b>	<b>334.24</b>
11	Other Comprehensive Income (itemize)	-	-	-	-
12	<b>Total comprehensive income/(loss) for the year</b>	<b>405.48</b>	<b>334.24</b>	<b>405.48</b>	<b>334.24</b>
13	Number of Employees	221	218	221	218
14	Basic Earnings Per Share	4.39	4.93	4.39	4.93
15	Number of Branches	8	8	8	8
<b>SELECTED PERFORMANCE INDICATORS</b>					
(i)	Return on Average Total Assets	1.11%	0.99%	1.11%	0.99%
(ii)	Return on Average Shareholders' Fund	5.49%	6.38%	5.49%	6.38%
(iii)	Non Interest Expense to Gross Income	60.94%	67.27%	60.94%	67.27%
(iv)	Net Interest Income to Average Earning Assets	11.94%	13.20%	11.94%	13.20%

### CONDENSED STATEMENT OF CASH FLOW FOR THE QUARTER ENDED 31ST MARCH 2020

(Amounts in million shillings)					
	Current Quarter	Previous Quarter	Current Year Cumulative	Comparative Year	
	31ST MARCH 2020	31ST MARCH 2019	31ST MARCH 2020	31ST MARCH 2019	
<b>I: Cash flow from operating activities:</b>					
	Net income(loss)	405.48	334.24	405.48	334.24
	Adjustments for:				
	- Impairment/Amortization	589.13	414.45	589.13	414.45
	- Net change in Loans and Advances	(3,635.97)	543.69	(3,635.97)	543.69
	- Gain/loss on Sale of Assets	-	-	-	-
	- Net change in Deposits	5,260.30	392.31	5,260.30	392.31
	- Net change in Short Term Negotiable Securities	148.37	(2,181.96)	148.37	(2,181.96)
	- Net change in Other Liabilities	(213.40)	1,745.72	(213.40)	1,745.72
	- Net change in Other Assets	(1,064.84)	(647.36)	(1,064.84)	(647.36)
	- Tax Paid	-	-	-	-
	- Others (SMR)	(70.86)	157.72	(70.86)	157.72
	<b>Net cash provided (used) by operating activities</b>	<b>1,418.21</b>	<b>758.82</b>	<b>1,418.21</b>	<b>758.82</b>
<b>II: Cash flow from investing activities:</b>					
	Dividend Received	-	-	-	-
	Purchase of Fixed Assets	(104.53)	(110.67)	(104.53)	(110.67)
	Proceeds from Sale of Fixed Assets	-	-	-	-
	Purchase of Non-Dealing Securities	-	-	-	-
	Proceeds from Sale of Non-				