

UN-AUDITED FINANCIAL STATEMENTS
REPORT OF CONDITION OF BANK PURSUANT TO SECTION 32(3) OF THE BANKING
AND FINANCIAL
INSTITUTIONS ACT, 2006

**STATEMENT OF FINANCIAL POSITION
AS AT 30th September 2015**

		(Amounts in million shillings)	
		Current Quarter 30th September 2015	Previous Quarter 31st June 2015
A.	<u>ASSETS</u>		
1.	Cash	10,353	9,384
2.	Balances with Bank of Tanzania	19,853	28,608
3.	Investment in government securities	-	-
4.	Balances with other banks and financial institutions	18,306	13,806
5.	Cheques and Items for clearing	905	755
6.	Inter branch float items	-	-
7.	Bills negotiated	-	-
8.	Customers' liabilities for acceptances	-	-
9.	Interbank loans receivable	-	-
10.	Investment in other securities	-	-
11.	Loans, advances and overdrafts (Net of allowances for probable losses)	154,246	141,002
12.	Other assets	4,610	9,854
13.	Equity investments	-	-
14.	Underwriting accounts	-	-
15.	Property, plant and equipment (net)	8,648	8,550
16.	TOTAL ASSETS	216,923	211,960
B.	<u>LIABILITIES</u>		
17.	Deposits from other banks and financial institutions	32,064	39,880
18.	Customer deposits	137,868	126,025
19.	Cash letters of credit	-	-
20.	Special deposits	-	-
21.	Payment orders/transfers payable	-	-
22.	Bankers' cheques and drafts issued	-	-
23.	Accrued taxes and expenses payable	2,854	2,748
24.	Acceptances outstanding	-	-
25.	Inter branch float items	-	-
26.	Unearned income and other deferred charges	-	-
27.	Other liabilities	18,509	8,674
28.	Borrowings	2,300	10,552
29.	TOTAL LIABILITIES	193,595	187,879
30.	NET ASSETS / (LIABILITIES)	23,329	24,081
C.	<u>SHAREHOLDERS' FUNDS</u>		
31.	Paid up share capital	25,000	25,000
32.	Capital reserves	-	-
33.	Retained Earnings	(332)	(1,509)
34.	Profit/(Loss) account	(2,061)	(1,308)
35.	Others capital accounts	722	1,898
36.	Minority interest	-	-
37.	TOTAL SHAREHOLDERS' FUNDS	23,329	24,081
38.	Contingent liabilities	-	11,004
39.	Non performing loans & advances	7,754	7,091
40.	Allowances for probable losses	7,278	6,828
41.	Other non performing assets	-	-
D.	<u>SELECTED FINANCIAL CONDITION INDICATORS</u>		
(i)	Shareholders' funds to total assets	10.8%	11.4%
(ii)	Non performing loans to total gross loans	4.8%	4.8%
(iii)	Gross loans and advances to total deposits	94.6%	88.2%
(iv)	Loans and advances to total assets	72.6%	67.5%
(v)	Earning assets to total assets	77.1%	73.8%
(vi)	Deposits growth	2.4%	7.4%
(vii)	Assets growth	2.3%	11.0%

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME
FOR THE QUARTER ENDED ON 30th September 2015
(Amounts in million shillings)

	Current Quarter 30th September 2015	Comparative Quarter 30th September 2014	Current Year Cumulative 30th September 2015	Comparative Year Cumulative 30th September 2014
1. Interest income	15,128.84	12,408.00	42,309.00	34,122.00
2. Interest expense	(5,442.26)	(4,916.00)	(15,693.02)	(12,790.00)
3. Net interest income	9,686.59	7,492.00	26,615.98	21,332.00
4. Bad debts written-off	24.35	-	(682.25)	(517.00)
5. Impairment losses on loans and advances	(1,298.31)	(952.00)	(3,443.53)	(2,147.00)
6. Non- interest income:	(206.21)	743.00	967.01	1,061.00
6.1 Foreign currency dealings and translation gains/(losses)	(641.92)	271.00	(3,199.86)	(357.00)
6.2 Fees and commissions	436.97	356.00	435.38	1,303.00
6.3 Dividend income	-	-	-	-
6.4 Other operating income	(1.26)	116.00	3,731.49	116.00
7. Non interest expenses	(8,959.09)	(6,624.00)	(25,518.23)	(18,394.00)
7.1 Salaries and benefits	(4,639.41)	(3,534.00)	(12,950.56)	(9,782.00)
7.2 Fees and commission	-	-	-	-
7.3 Other operating expense	(4,319.68)	(3,091.00)	(12,567.67)	(8,612.00)
8. Operating income/(loss)	(752.67)	659.00	(2,061.02)	1,335.00
9. Income tax provision	-	-	-	-
10. Net profit/(loss) after income tax	(752.67)	659.00	(2,061.02)	1,335.00
11. Number of employees	943	718	943	718
12. Basic Earnings Per Share	(30.1)	32.9	(82.4)	66.8
13. Diluted Earnings Per Share	(30.1)	32.9	(82.4)	66.8
14. Number of branches	12	11	12	11
SELECTED PERFORMANCE INDICATORS				
(i) Return on average total assets	-1.4%	1.5%	-4.2%	1.1%
(ii) Return on average ordinary shareholders' funds	-19.3%	12.6%	-34.2%	8.6%
(iii) Non interest expense to gross income	94.5%	91.0%	92.5%	93.2%
(iv) Net Interest income to average earning assets	22.8%	23.3%	22.7%	23.6%

**STATEMENT OF CASH FLOWS
FOR THE QUARTER ENDED ON 30TH SEPTEMBER 2015**

	(Amounts in million shillings)	
	Current Quarter 30th September 2015	Previous Quarter 30th June 2015
I: Cash flow from operating activities:		
Net Income/(loss)	(753)	(474)
Adjustment for non-cash items:		
- provisions/amortisation/depreciation	554	586
- net change in loans and advances	(7,990)	(14,329)
- gain/loss on sale of assets	-	-
- net change in deposits	7,467	8,435
- net change in short term negotiable securities	-	-
- net change in other liabilities	9,941	4,975
- net change in other assets	(5,244)	(5,281)
- tax paid	-	(441)
- others	-	-
<i>Net cash provided (used) by operating activities</i>	3,975	(6,529)
II: Cash flow from investing activities:		
Dividend received	-	-
Purchase of fixed assets	(190)	(260)
Proceeds from sale of fixed assets	-	-
Purchase of non-dealing securities	-	-
Proceeds from sale of non-dealing securities	-	-
Others	-	-
<i>Net cash provided (used) by investing activities</i>	(190)	(260)
III: Cash from financing activities:		
Repayment of long term debt	-	-
Proceeds from issuance of long term debt	-	-
Proceeds from issuance of share capital	-	-
Payment of cash dividends	-	-
Net change in other borrowings	(11,692)	8,125
Others	-	-
<i>Net cash provided (used) by financing activities</i>	(11,692)	8,125
IV: Cash and cash equivalents:		
Net increase in cash and cash equivalents	(7,907)	1,337
Cash and cash equivalents at the beginning of the quarter	51,086	49,749
Cash and cash equivalents at the end of the quarter	43,179	51,086

Name	Position	Signature	Date
1. Roland Coulon	Chief Executive Officer.....		28 th October 2015
2. Faustine Mwizarubi	Head of Internal Audit		28 th October 2015

We, the undersigned non-executive members of the board of directors, attest to the correctness 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 instructions and are true and correct.

Name	Signature	Date
1. Christoph Diehl	28 th October 2015
2. Patrick Schoeneborn'	28 th October 2015

MINIMUM DISCLOSURES OF BANK CHARGES AND FEES			
S/N	DESCRIPTION	CHARGE/FEE	CHARGE/FEE
	CURRENT ACCOUNTS	TZS	USD
	Required minimum opening balance	50,000.00	50.00
	Personal Current Account	50,000.00	50.00
	Companies Current account	50,000.00	50.00
	Monthly service fees	5,000.00	5.00
	Cheque withdraw over the counter	1,000.00	1%
	Fees per ATM withdrawal	1,000.00	N/A
	ATM mini statement	FREE	N/A
	Interim statement per page	5,000.00	5.00
	Periodic scheduled statement 0-3month	FREE	FREE
	3-6month	3,000.00	5.00
1	Cheque book 20 leaves	10,000.00	20.00
	Cheque book 50 leaves	20,000.00	40.00
	Dishonored cheque	30,000.00	30.00
	Special clearance	100,000.00	100.00
	Counter cheque	FREE	FREE
	Stop payment	30,000.00	30.00
	Standing order Internal	1,000.00	1.00
	Standing order External	10,000.00	10.00
	Balance enquiry	FREE	FREE
	New ATM card issuance	5,000.00	N/A
	ATM card renewal or replacement costs for different car	5,000.00	N/A
	Interbank transfer	10,000.00	40.00
	Reactivation of Dormant account	FREE	FREE
	letter of recommendation and certificate of balance	FREE	FREE
	SAVING ACCOUNTS		
2	Required minimum opening balance	1,000.00	1.00
	monthly service fees	2,000.00	1.00
	Interim Statement	5,000.00	5.00
	Account closure	1,000.00	1.00
	MOBILE BANKING CHARGESS		
3	Balance enquiry	free	N/A
	mini statement	free	N/A
	Fund transfer	free	N/A
	Cheque Book Request	600.00	N/A
	deposit	free	N/A
	Utility	free	N/A
	Withdrawal	Free	N/A
	AGENCY BANKING		
4	Opening Account at Agent	free	N/A
	Deposit at Agent	free	N/A
	Withdraw at Agent		N/A
	0 - 10,000	200.00	N/A
	10,001 - 20,000	300.00	N/A
	20,001 - 50,000	500.00	N/A
	50,001 -100,000	1,000.00	N/A
	100,001 - 150,000	2,000.00	N/A
	150,001 - 200,000	2,500.00	N/A
	200,001 - 250,000	3,000.00	N/A
	250,001 - 300,000	3,500.00	N/A
	300,001 - 500,000	3,750.00	N/A
	500,001 - 750,000	4,000.00	N/A
	750,001 - 3,000,000	5,000.00	N/A
	FOREIGN EXCHANGE TRANSACTION		
5	Telegraphic Transfer - Normal Customer	N/A	60.00
	Telegraphic Transfer - Cutomer with rating AAA	N/A	40.00
	Telegraphic Transfer - Staff	N/A	30.00
	TISS- Normal Customer	10,000.00	N/A
	TISS- Customer With AAA rating	10,000.00	N/A
	TISS-Staff	6,000.00	N/A
	LOANS PRODUCTS		
6	MICRO LOANS	from 3.75% to 5.5% p.m. depending on amount	N/A
	SME LOANS	from 2% to 3.5% p.m. depending on amount and collateral	N/A
	AGRO LOANS	3.5% to 4.5% p.m. depending on amount + 2% disbursement fee	N/A