"THE 1 TRILLION BANK"

BALANCE SHEET AS AT 31ST MAR 2013

Report of the condition of the bank Pursuant to Section 32 (3) of the Banking and Financial Institution Act, 2006.

		(AMOUNT IN MILLION SHILLINGS)					31 ST MAR 2013 (AMOUNT IN MILLION SHILLINGS)							
TOTAL ASSETS			COMPANY CURRENT QUARTER 31 st MAR 2013	GROUP CURRENT QUARTER 31 ST MAR 2013	COMPANY PREVIOUS QUARTER 31 ST DEC 2012	GROUP PREVIOUS QUARTER 31 st DEC 2012	COM CUR QUA 31" MAR	ENT CURRENT TER QUARTER	QUARTER (PREVIOUS YEAR) (PR	GROUP COMPARATIVE QUARTER REVIOUS YEAR) 31 ²⁷ MAR 2012	COMPANY CURRENTYEAR CUMULATIVE 31 st MAR 2013	GROUP CURRENTYEAR CUMULATIVE 315T MAR 2013	COMPANY COMPARATIVE YEAR CUMULATIVE 31 ²¹ MAR 2012	GROUP COMPARATIVEYEAR CUMULATIVE 31 ³¹ MAR 2012
I TRO	А.	ASSETS						369 20,490 420) (10,632) 149 9,858	19,223 (7,720) 11,503	19,784 (7,855) 11,929	19,869 (10,420) 9,449	20,490 (10,632) 9,858	19,223 (7,720) 11,503	19,784 (7,855) 11,929
	1	Cash	14,406	16,987	25,145	26,804	4 Bad debts written off	0 0	0	0	0	0	0	0
16%	2	Balances with Central Banks	91,898	119,296	91,012	116,882	5 Impairment Losses on Loans and Advances/Recovery	524 532	(400)	(486)	624	532	(400)	(486)
		Investment in Government Securities Balances with Other Banks and financial institutions	201,649 46,023	201,649 53,843	185,148 60,542	185,148 64,378								
	5	Cheques and Items for Clearing	6,939	7,228	3,821	3,831		139 5,744 123 1,342	3,656 409	4,202 543	5,039	5,744 1,342	3,656 409	4,202 543
	6	Interbranch float items	4,082	4,082	160	160		592 3,066	2,212	2,614	2,592	3,066	2,212	2,614
(YOY)	7	Bills Negotiated	728	728	66	66	6.3 Dividend Income 6.4 Other Operating Income	0 0 324 1,336	0 1,035	0	0 1,324	0 1,336	0 1,035	0 1,045
	8	Customers' liabilities for acceptances	0	0	0	0		1,000	1,000	1,015	1,521	1,550	1,000	1,015
	9	Interbank Loan Receivables	85,090	85,090	62,898	63,993	7 Non-Interest Expense (10, 7.1 Salaries and Benefits (4,	22) (11,766) 532) (5,061)	(8,636) (3,629)	(9,591) (3,964)	(10,622) (4,532)	(11,766) (5,061)	(8,636) (3,629)	(9,591) (3,964)
	10	Investments in Other securities	3,450	3,450	3,587	3,587		(45) (78)	(3,627)	(5,964)	(4,332) (45)	(3,081) (78)	(3,829)	(5,964)
	11	Loans, Advances and Overdrafts	414,998	440,590	410,600	435,598	7.3 Other Operating Expenses (6,	045) (6,627)	(4,969)	(5,571)	(6,045)	(6,627)	(4,969)	(5,571)
		(Net of allowances for Probable losses)	0	0	0	0	8 Operating Income/(Loss) before tax 4,	489 4,367	6,123	6,054	4,489	4,367	6,123	6,054
TOTAL	12	Other Assets	22,026	24,042	17,587	18,896								
DEPOSITS	13	Equity Investments	34,542	26,290	34,431	26,933	9 Income Tax Provision (1,	453) (1,453)	(2,043)	(2,043)	(1,453)	(1,453)	(2,043)	(2,043)
DEPOSITS	14	Underwriting accounts Property, Plant and Equipment	0 14,492	0 17,166	0 17,709	0 20,274	10 Net income (loss)							
	15	Froperty, Flant and Equipment	14,472	17,100	17,709	20,274	after income tax 3,	2,914	4,080	4,010	3,036	2,914	4,080	4,010
841 BIO	16	TOTAL ASSETS	940,324	1,000,441	912,706	966,550		647 693	562	608	647	693	562	608
	В.	LIABILITIES					-	235 226 235 226	316 316	311	235 235	226 226	316 316	311
19%	17	Deposits from other banks and financial institutions	85,253	94,264	76,133	86,008								
/ -	18	Customer Deposits	701,435	747,450	684,397	722,734	14 Number of Branches	25 29	22	25	25	29	22	25
	19	Cash letters of credit	4,148	4,148	6,395	6,395	PERFORMANCE INDICATORS							
	20	Special Deposits	0	0	0	0		34% 0.31%	0.52%	0.48%	0.34%	0.31%	0.52%	0.48%
(YOY)	21	Payments orders / transfers payable	61	61	68	68		73% 2.61% 55% 44.85%	4.95% 37.75%	4.72% 39.99%	2.73% 42.65%	2.61% 44.85%	4.95% 37.75%	4.72% 39.99%
	22	Bankers' cheques and drafts issued	1,758	1,827	1,655	1,707	(IV) Net Interest margin to average							
	23	Accrued taxes and expenses payable	3,855	3,952	564	693	earning assets I.	31% 1.30%	1.86%	1.85%	1.31%	1.30%	1.86%	1.85%
	24	Acceptances outstanding Interbranch float items	0	0	0	0								
	25	Unearned income and other deferred charges	1,517	1,517	1,350	1,386						IST NA	A D 20	
SHAREHOLDER'S	27	Other Liabilities	4.849	5,031	8,087	8,184	CASH FLOW F						AR 20	13
FUND	28	Borrowings	26,449	30,376	26,095	29,948	(AMO	DUNT IN	MILLIO	N SH		GS)		
	29	TOTAL LIABILITIES	829,324	888,626	804,744	857,123			CUF	IPANY RENT ARTER	GROUP CURRENT QUARTER	PRI	MPANY EVIOUS JARTER	GROUP PREVIOUS QUARTER
	30	NET ASSETS/(LIABILITIES)(16 MINUS 29)	110,999	111,815	107,962	109,427	I Cash flow from operating act	ivities:	31 ⁵⁷ MA		31 ST MAR 2013			1 ST DEC 2012
17%	c .	SHAREHOLDERS' FUNDS					Net income(Loss) Adjustment for:		4,4	89	4,367		(464)	(358)
	31	Paid up Share Capital	12,900	12,900	12,900	12,900	-Impairment/Amortization			37	1,262	~~	561	666
	32	Capital Reserves	30,365	31,694	30,365	31,694	-Net change in loans and advanc -Gain/Loss on sale of assets	es	(4,3)	98)	(4,992) 0	22	2,853 0	23,780 0
	33	Retained Earnings	64,698	64,307	51,761	51,166	-Net change in Deposits -Net change in Short term nego	riable accumition	26,1	57 0	32,972 0	28	3,463 0	40,734 0
(YOY)		Profit (Loss) Account Other Capital Accounts/Capital Advance	3,036 0	2,914	12,936 0	13,667 0	-Net change in Other Liabilities	uable securities	(1,9		(1,896)		339	493
	35	Minority Interest	0	0	0	0	-Net change in Other Assets -Tax paid		(4,4) (1,4)		(5,146) (1,453)		535 0	1,460 0
	37	TOTAL SHAREHOLDERS' FUNDS	110,999	111,815	107,962	109,427	-Others (Specify) Net cash provided (used) by o	operating activit		0	0 25,114	52	0 ,287	0 66,775
				,			II Cash flow from investing acti	vities:						
	38	Contingent Liabilities	88,868	99,621	85,968	92,892	Dividend Received Purchase of fixed assets		(14	0 89)	0 (524)	(1	0 ,988)	0 (2,159)
OUTREACH	39	Gross non-performing Loans and Advances	62,085	68,293	59,757	65,268	Proceeds from sale of fixed asset	s		Ó	(324)	(1	0	0
OUTREACT	40	Allowances for Probable Losses	19,272	20,414	19,272	19,729	Purchase of non-dealing securities Proceeds from sale of non-dealing		(7,7)	75) 0	(7,775) 0	(15	,430) 0	(15,430)
	41	Other Non-Performing assets	2,992	2,992	2,992	2,992	Others Net cash provided (used) by invest			11)	() (8,410)		(300) (,718)	(300) (17,889)
25 ^{⊤н}	D.	PERFORMANCE INDICATORS					III Cash flow from financing acti	vities:						
25	(1)	Shareholders Funds to Total Assets	11.80%	11.23%	11.83%	11.32%	Repayment of long-term debt			0	0		(409)	(409)
RRANCH	(11)	Gross non-performing loans to Total Gross Loans	13.54%	14.62%	13.88%	13.59%	Proceeds from issuance of long te Proceeds from issuance of share			0	0		0	0
BRANCH		Gross Loans and Advances to Total Deposits Loans and Advances to Total Assets	58.29% 48.76%	58.09%	56.52% 49 53%	59.05%	Payment of cash dividends			0	0	10	0	0
	(IV) (V)	Loans and Advances to Iotal Assets Earning Assets to Total Assets	48.76% 83.64%	48.83% 80.99%	49.53% 82.97%	49.41% 80.67%	Net change in other borrowings Others -Long term financing			54 0	354 0	(2	,044) 0	(2,459) 0
@	(V) (VI)	Deposits Growth	83.64% 3.44%	3.34%	82.97%	80.67%	Net cash provided (used) by finar	cing activities	3	54	354	(2	,453)	(2,868)
SHINYANGA	(VII)		3.03%	2.86%	6.76%	7.08%	IV Cash and Cash Equivalents:							
SHINTANGA							Net increase/(decrease) in cash a Cash and cash equivalents at the Cash and cash equivalents at the	beginning of the qu		81	17,058 191,805 208,862	140	.,116),165 .,281	46,018 145,787 191,805
	\subseteq								105,7		200,002	1/2	.,_•	,

INCOME STATEMENT FOR THE OUARTER ENDED

^	COMPANY CURRENT QUARTER 315T MAR 2013	GROUP CURRENT QUARTER 31 st MAR 2013	COMPANY COMPARATIVE QUARTER (PREVIOUS YEAR) 31 st MAR 2012	GROUP COMPARATIVE QUARTER (PREVIOUS YEAR) 31 st MAR 2012	COMPANY CURRENT YEAR CUMULATIVE 31 ⁵⁷ MAR 2013	GROUP CURRENT YEAR CUMULATIVE 31st MAR 2013	COMPANY COMPARATIVE YEAR CUMULATIVE 31st MAR 2012	GROUP COMPARATIVE YEAR CUMULATIVE 315T MAR 2012
I Interest Income	19,869	20,490	19,223	19,784	19,869	20,490	19,223	19,784
2 Interest Expense	(10,420)	(10,632)	(7,720)	(7,855)	(10,420)	(10,632)	(7,720)	(7,855)
3 Net Interest Income (1 Minus 2)	9,449	9,858	11,503	11,929	9,449	9,858	11,503	11,929
4 Bad debts written off	0	0	0	0	0	0	0	0
5 Impairment Losses on Loans								
and Advances/Recovery	624	532	(400)	(486)	624	532	(400)	(486)
Non-Interest Income	5,039	5,744	3,656	4,202	5,039	5,744	3,656	4,202
6.1 Foreign exchange profit/(loss)	1,123	1,342	409	543	1,123	1,342	409	543
6.2 Fees and Commissions	2,592	3,066	2,212	2,614	2,592	3,066	2,212	2,614
6.3 Dividend Income	0	0	0	0	0	0	0	0
6.4 Other Operating Income	1,324	1,336	1,035	1,045	1,324	1,336	1,035	1,045
7 Non-Interest Expense	(10,622)	(11,766)	(8,636)	(9,591)	(10,622)	(11,766)	(8,636)	(9,591)
7.1 Salaries and Benefits	(4,532)	(5,061)	(3,629)	(3,964)	(4,532)	(5,061)	(3,629)	(3,964)
7.2 Fees and Commission	(45)	(78)	(38)	(56)	(45)	(78)	(38)	(56)
7.3 Other Operating Expenses	(6,045)	(6,627)	(4,969)	(5,571)	(6,045)	(6,627)	(4,969)	(5,571)
8 Operating Income/(Loss) before tax	4,489	4,367	6,123	6,054	4,489	4,367	6,123	6,054
9 Income Tax Provision	(1,453)	(1,453)	(2,043)	(2,043)	(1,453)	(1,453)	(2,043)	(2,043)
10 Net income (loss)								
after income tax	3,036	2,914	4,080	4,010	3,036	2,914	4,080	4,010
II Number of Employees	647	693	562	608	647	693	562	608
12 Basic Earning Per Share	235	226	316	311	235	226	316	311
13 Diluted Earning Per Share	235	226	316	311	235	226	316	311
14 Number of Branches	25	29	22	25	25	29	22	25
PERFORMANCE INDICATORS								
(I) Return on average total assets	0.34%	0.31%	0.52%	0.48%	0.34%	0.31%	0.52%	0.48%
(II) Return on Average shareholders' funds	2.73%	2.61%	4.95%	4.72%	2.73%	2.61%	4.95%	4.72%
(III) Non interest expense to gross income	42.65%	44.85%	37.75%	39.99%	42.65%	44.85%	37.75%	39.99%
(IV) Net Interest margin to average								
earning assets	1.31%	1.30%	1.86%	1.85%	1.31%	1.30%	1.86%	1.85%

	29	TOTAL LIABILITIES	829,324	888,626	804,744	857,123	CURRENT CURRENT PREVIOUS PREVI	
	30	NET ASSETS/(LIABILITIES)(16 MINUS 29)	110,999	111,815	107,962	109,427	31 ^{5T} MAR 2013 31 ^{5T} MAR 2013 31 ST DEC 2012 31 ST DEC	2 2012
个 7%	с.	SHAREHOLDERS' FUNDS					I Cash flow from operating activities: Net income(Loss) 4,489 4,367 (464) (374) Adjustment for: 4,489 4,367 (464) (374)	(358)
	31	Paid up Share Capital	12,900	12,900	12,900	12,900		666
	32	Capital Reserves	30,365	31,694	30,365	31,694	-Net change in loans and advances (4,398) (4,992) 22,853 23,7	·
	33	Retained Earnings	64,698	64,307	51,761	51,166	-Gain/Loss on sale of assets 0 0 0 -Net change in Deposits 26,157 32,972 28,463 40,7	0
	34	Profit (Loss) Account	3,036	2,914	12,936	13,667	-Net change in Deposits 20,157 52,772 20,465 40,7	0
(YOY)	35	Other Capital Accounts/Capital Advance	0	_,,, , , ,	0	0	-Net change in Other Liabilities (1,931) (1,896) 339	493
	36	Minority Interest	0	ů 0	0	0		,460
	30	Finishity interest	0	0	0	0	-Tax paid (1,453) 0 -Others (Specify) 0 0 0	0
					107.0/0		Net cash provided (used) by operating activities 19,163 25,114 52,287 66,7	775
	37	TOTAL SHAREHOLDERS' FUNDS	110,999	111,815	107,962	109,427		
							II Cash flow from investing activities: Dividend Received 0 0	0
	38	Contingent Liabilities	88,868	99,621	85,968	92,892		,159)
OUTREACH	39	Gross non-performing Loans and Advances	62,085	68,293	59,757	65,268	Proceeds from sale of fixed assets 0 0 0 0	Ó
OUTREACT	40	Allowances for Probable Losses	19,272	20,414	19,272	19,729		,430)
	41	Other Non-Performing assets	2,992	2,992	2,992	2,992		(300)
								,889)
	D.	PERFORMANCE INDICATORS						
25 TH	(1)	Shareholders Funds to Total Assets	11.80%	11.23%	11.83%	11.32%	III Cash flow from financing activities: Repayment of long-term debt 0 0 (409) (4	(409)
		Gross non-performing loans to Total Gross Loans	13.54%	14.62%	13.88%	13.59%	Proceeds from issuance of long term debt 0 0 0	0
BRANCH	(III)	Gross Loans and Advances to Total Deposits	58.29%	58.09%	56.52%	59.05%	Proceeds from issuance of share capital 0 0 0	0
BRANCH	(IV)		48.76%	48.83%	49.53%	49.41%	Payment of cash dividends 0 0 0 Net change in other borrowings 354 354 (2,044) (2,44)	0 ,459)
	` ´	Earning Assets to Total Assets	83.64%	80.99%	82.97%	80.67%	Others -Long term financing 0 0 0	0
@	(V)	5					Net cash provided (used) by financing activities 354 354 (2,453) (2,8	,868)
	(VI)	1	3.44%	3.34%	8.39%	8.77%		
SHINYANGA	(VII)	Assets Growth	3.03%	2.86%	6.76%	7.08%	IV Cash and Cash Equivalents: Net increase/(decrease) in cash and cash equivalents 11,442 17,058 32,116 46,0	.018
							Cash and cash equivalents at the beginning of the quarter 172,281 191,805 140,165 145,7	
)	Cash and cash equivalents at the end of the quarter 183,723 208,862 172,281 191,	i,805
	\sim							

NAME AND TITLE

Anthony Grant Date: 06TH MAY 2013 MANAGING DIRECTOR Date: 06TH MAY 2013 Selemani Amani Ponda CHIEF FINANCE OFFICER

Jonathan Ngoma CHIEF INTERNAL AUDITOR

We, the under-named 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 the instructions and are true and correct.

NAME AND TITLE

Yogesh Manek CHAIRMAN

Hanif Jaffer

DIRECTOR

Date: 06TH MAY 2013

Date: 06TH MAY 2013

Innovation is life

Date: 06TH MAY 2013

