

# MANJUSHREE FINANCIAL INSTITUTION LIMITED

मञ्जूशी फाईनान्सियल ईन्स्टिच्युसन लिमिटेड

Behind your happiness नेपाल राष्ट्र बैक बाट "ग" वर्गको इजाजतपत्र प्राप्त संस्था

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As at Third Quarter Chaitra 31, 2069 (April 13, 2013) of the Fiscal Year 2069/070   Rs. In '000   S.N   Particulars   This Quarter Ending   Previous Quarter Ending   Previous Quarter Ending   Previous Quarter Ending   Previous Quarter ending Quarter ending   Previous Quarter   Previous Quarter ending   Previous Quarter ending   Previous Quarter ending   Previous Quarter   Previo
Total Capital And Liabilities (1.1 to 1.7)
1.1   Paid up Capital   225,000   225,000   200,000
1.2   Reserve and Surplus   23,589   22,662   46,417     1.3   Debentures and Bond       1.4   Borrowings       1.5   Deposits (a+b)       1.6   Deposits (a+b)       2.6   Deposits (a+b)       2.7   Deposits (a+b)       2.8   Deposits (a+b)       3.2   Deposits (a+b)       2.8   Deposits (a+b)       3.2   Deposits (a+b)       2.8   Deposits (a+b)       3.2   Deposits (a+b)       3.3   Deposits (a+b)       3.4   Deposits (a+b)       3.5   Deposits (a+b)       3.6   Deposits (a+b)       3.7   Deposits (a+b)       3.8   Deposits (a+b)       3.9   Deposits (a+b)       3.0   Deposits (a+b)       3.1   Deposits (a+b)
1.3   Debentures and Bond
1.3   Debentures and Bond
1.4   Borrowings
1.5   Deposits (a+b)
a. Domestic Currency b. Foreign Currency complex is a proper to the prop
b. Foreign Currency
1.6
17,084   46,530   35,787
Total Assets (2.1 to 2.7)
Cash and Bank Balance   277,454   403,036   214,697
Money at call and short Notice   30,000   30,000   10,000
2.4   Loans and Advances (a+b+c+d+e+f)   924,751   878,270   678,110
Loans and Advances (a+b+c+d+e+f)
a. Real Estate Loan   1 Residential Real Estate Loan (Except personal Home Loan upto Rs. One crore)   2 Business Complex & Residential Apartment Construction Loan   3 Income generating Commercial Coplex Loan   4 Other Real Estate (Including Land Purchase and Plotting)     5 Dersonal Home Loan of Rs. One Crore or less   45,103   36,557   32,157     6 C. Margin Type Loan   125,804   130,094   52,752     6 Overdraft Loan/TR Loan/WC Loan   527,616   502,920   391,484     7 Other S   11,585   12,040   11,985     8 Dona Banking Assets   11,585   12,040   11,985     7 Other Assets   62,227   61,809   35,544     8 Drofit And Loss Account   106,075   65,518   73,868     8 A. Net Interest Income Interest Expenses   106,075   65,518   49,744   58,416     8 A. Net Interest Income (3.1-3.2)   32,207   5,868   3,836   3,300     9 Total Operating Income (A-3-3-3-4-4+3-5)   38,075   19,610   29,145     10 Total Operating Income (A-3-3-3-4-4+3-5)   38,075   19,610   29,145     10 Total Operating Income (A-3-3-3-4-4+3-5)   38,075   19,610   29,145     10 Total Operating Income (A-3-3-3-4-4-3-5)   38,075   19,610   29,145     10 Total Operating Income (A-3-3-3-3-4-4-3-5)   38,075   19,610   29,145     10 Total Operating Income (A-3-3-3-4-4-3-5)   38,075   19,610   29,145     10 Total Operating Income (A-3-3-3-4-4-3-5)   38,075   19,610   29,145     10 Tota
1. Residential Real Estate Loan (Except personal Home Loan upto Rs. One crore)   19,000   29,000   29,000   20,000   2
Dersonal Home Loan upto Rs. One crore   19,000   19,000   29,000
2. Business Complex & Residential Apartment Construction Loan 3. Income generating Copnercial Coplex Loan 4. Other Real Estate (Including Land Purchase and Plotting) b. personal Home Loan of Rs. One Crore or less c. Margin Type Loan d. Term Loan e. Overdraft Loan/TR Loan/WC Loan f. Others 107,729 98,570 68,944 f. Others 115,804 f. Others 107,729 98,570 68,944 f. Others 115,805 115,805 120,400 111,985 120,400 11,985 120,400 11,985 120,400 11,986 120,400 11,986 120,400 11,986 120,400 11,986 120,400 11,986 120,400 11,986 120,400 11,986 120
Construction Loan   3. Income generating Commercial Coplex Loan   4. Other Real Estate (Including Land Purchase and Plotting)   b. personal Home Loan of Rs. One Crore or less   45, 103   36,557   32,157   36,577   32,157   36,577   32,157   36,577   36,577   36,276   37,772   36,570   39,570   39,484   30,094   52,752   30,094   52,275   30,094   30,094   52,275   30,094   30,094   32,275   30,094   32,297   30,094   32,
3. Income generating Commercial Coplex Loan   -   -   -   -     -     -
4. Other Real Estate (Including Land Purchase and Plotting) b. personal Home Loan of Rs. One Crore or less c. Margin Type Loan d. Term Loan e. Overdraft Loan/TR Loan/WC Loan f. Others 15.804 130,094
b. personal Home Loan of Rs. One Crore or less c. Margin Type Loan d. Term Loan e. Overdraft Loan/TR Loan/WC Loan f. Others 2.5 Fixed Assets Non Banking Assets C. Other Assets Different Loan This Quarter This Quar
c. Margin Type Loan d. Term Loan e. Overdraft Loan/TR Loan/WC Loan f. Others f. Others f. Others Cother Assets Cot
d. Term Loan e. Overdraft Loan/TR Loan/WC Loan 527,616 502,920 391,484 2.5 Fixed Assets 115,885 12,040 11,985 2.6 Non Banking Assets 62,227 61,809 35,544 3 Profit And Loss Account 1 Up to This Quarter 1 Up to Previous Quarter 1 Previous Year Quarter 2 Previous Year Quarter 3 Profit And Loss Account 3 Interest Income 1 Interest Income 1 Net Interest Income (3.1-3.2) 3 Fees, Commission and Discount 3 Cotter Operating Income 5,868 5,868 7,836 7,868
e. Overdraft Loan/TR Loan/WC Loan f. Others f. Others f. Others f. Others f. Others f. Others f. Other Ansets Other Assets Other Assets Other Assets Other Assets  11,585 12,040 11,983 12,040 12,040
2.5         Fixed Assets         35,377         26,242         28,561           2.6         Non Banking Assets         11,585         12,040         11,983           2.7         Other Assets         62,227         61,809         35,544           3         Profit And Loss Account         Up to This Quarter         Up to Previous Quarter Previous Year Quarter Previous Quarter Previous Year Quarter Previous Quarter Previous Year Quarter Previous
2.5         Fixed Assets         11,585         12,040         11,983           2.6         Non Banking Assets         62,227         61,809         35,544           3         Profit And Loss Account         Up to This Quarter         Up to Previous Quarter Previous Quarter Previous Year Quarter           3.1         Interest Income Interest Expenses         106,075         65,518         49,744         58,416           3.2         A. Net Interest Income (3.1-3.2)         32,207         15,774         25,845           3.3         Gers, Commission and Discount Other Operating Income         5,868         3,836         3,300           5. Foreign Exchange Gain/Loss (Net)         5,868         3,836         3,300           B. Total Operating Income (A, +3,3+3,4++3.5)         38,075         19,610         29,145
2.6         Non Banking Assets         62,227         61,809         35,544           3         Profit And Loss Account         Up to This Quarter         Up to Up to This Quarter         Up to This Quarter         Up to This Quarter         Previous Year Quarter           3.1         Interest Income Interest Expenses         106,075         65,518         49,744         58,416           3.3         Net Interest Income (3.1-3.2)         32,207         15,774         25,845           3.4         Other Operating Income         5,868         3,836         3,300           3.5         Foreign Exchange Gain/Loss (Net)         5,868         3,807         19,610         29,145
2.7         Other Assets         62,227         61,809         35,544           3         Profit And Loss Account         Up to This Quarter         Up to Previous Quarter Previous Qu
Profit And Loss Account
Profit And Loss Account   Up to This Quarter   Previous Quarter   Pr
This Quarter   Previous Quarter   Previous Year Quarter   Previous Quarter   Previous Year Quarter   Previous Quarter   Prev
3.2 Interest Expenses 73,868 49,744 58,416 3.3 Fees, Commission and Discount Other Operating Income (A.+3.3+3.4++3.5) 38,075 19,610 29,145 39,1610 29,145 39,175 39
3.2 Interest Expenses 73,868 49,744 58,416 3.4 Net Interest Income (3.1-3.2) 3.207 15,774 25,845 3.4 Steps: Commission and Discount 5.868 3,836 3,300 5 Foreign Exchange Gain/Loss (Net) 5.868 3,836 3,300 5 19,610 29,145
A. Net Interest Income (3.1-3.2) 3.3 Fees, Commission and Discount Other Operating Income 5.868 3.5 Foreign Exchange Gain/Loss (Net) B.Total Operating Income (A.+3.3+3.4++3.5) B.Total Operating Income (A.+3.3+3.4++3.5)  B.Total Operating Income (A.+3.3+3.4++3.5)  32,207 15,774 25,845 3,836 3,300 3,3
3.3         Fees, Commission and Discount           3.4         Other Operating Income         5,868         3,836         3,300           3.5         Foreign Exchange Gain/Loss (Net)         B.Total Operating Income (A.+3.3+3.4++3.5)         38,075         19,610         29,145
3,5 Foreign Exchange Gain/Loss (Net)  B.Total Operating Income (A.+3.3+3.4++3.5) 38,075 19,610 29,145
3.5 Foreign Exchange Gain/Loss (Net)  B.Total Operating Income (A.+3.3+3.4++3.5) 38,075 19,610 29,145
. Stoff Evenness
3.7 Other Operating Expenses 10,816 7,131 9,823
C.Operating Profit Before Provision (B3.6-3.7) 21,551 8,565 14,268
3.8 Provision for Possible Losses 2,590 2,917 3,021
3,590 2,917 3,021
D. Operating Profit (C3.8)   17,961   5,648   11,247

Provision for Possible Losses

D. Operating Profit (C-3.8)

Non Operating Income / Expenses (Net)
Write Back of provision for possible Loss

E. Profit From Regular Activities (D +3.9+3.10)
Extraordinary Income / Expenses (Net)

F. Profit before Bonus and Taxes (E-+3.11)
Provision for Staff Bonus
Provision for Tax 17,961 1,633 4,898 11,430 3.12 3.13 G. Net Profit/Loss (F.-3.12-3.13) 4 Ratios At the End of this Quarter At the End of Previous Quarte At the End of Corresponding Previous Year Quarter Capital Fund to RWA Non Performing Loan (NPL) to Total Loan Total Loan Loss Provision to Total NPL Cost of Fund 4.1 4.2 4.3 4.4 24.54 0.72 241.37 9.99 25.51 0.72 240.50 9.31 33.40 0.86 215.43 11.98 " Credit to Deposit Ratio (Calculated as per NRB Directives) "

17,961

71.75

5,648

5,648

65-69

11,247

74.15

Note: Above figures may vary with the audited figures if modified by the external auditors and regulators. Disclosure as prescribed by Securities Registration and Issue Regulation, 2065

# (Related to Sub rule (2) of Rule22), for the Second quarter of F.Y. 2069/70.

- Financial Statements (as per un-audited figures of 2069.12.31)
- Financial detail as at the end of second quarter (2069.12.31) of F.Y. 2069/70 has been published along with Major Financial Indicators

3.9 3.10

3.11

2.

- NPR 6.77
- a) Earnings Per Share
  b) Market Value Per Share
  c) Price Earnings Ratio
  d) Net Worth Per Share 109 16.10 NPR 110.48
- e) Total Assets/ No of share f) Liquidity Ratio 580.45 28.27%
- f) Liquidity Ratio

  Management Analysis

  Details relating to the change in the FI's reserve, income and liquidity in the quarter (if any) and its main reason.

  FI's operating profit in comparison to corresponding Quarter of previous year has increased in this quarter by 60%. Liquidity position of the FI remained strong throughout the quarter nearly 28.25% of the total deposit.

  Management's analytical details regarding future business plan.

  FI seeks to achieve sustainable growth in business and profitability as per its strategic management plan. Analytical details of the incidents that may have major impact on reserve, profit or cash flow (if any) based on previous experience.
- c) any) based on previous experience.

  No specific incident occurred during the period that could have impact on reserve, profit or cash flow.

- No specific incident occurred during the period that could have impact on reserve, profit or cash flow.

  Legal Proceedings

  Case filed by or against the FI in this quarter.

  Case relating to disobedience of prevailing law or commission of criminal offence filed by or against the promoter or Director of the FI.

  No such information has been received.

  Case relating to commission of financial crime filed against any Promoter or Director of the FI.

  No such information has been received. b)
- - Management view on the transaction of the shares of the FI in the Share Market.
     Transaction of Shares and share price are determined by open market at Nepal Stock Exchange Ltd.
     Maximum, minimum and last share price, total transaction days and total transacted number of shares in the quarter (as per nepalstock.com)

Maximum Price	Minimum Price	Last Price	Total Number of Trades	Total Volume of traded shares	No of days traded
149	107	109	64,831	Rs. 7,137,316	13

## Problems and Challenges

- Internal

  1) To maintain the level of interest spread,
  - Managing overheads.

    Recruitment, retention and development of quality manpower.

- Recruitment, retention and development of External

  1) Unhealthy competition in banking industry.

  2) Unstable socio-political situation of the country.

  3) Lack of favorable environment for the investment.

  Strategy to overcome the problems and challenges

  1) Development and Introduction of customer oriented products / services.

  2) Strict portfolio management with emphasis on quality rather than quantity.

  3) Identification of new business avenues.

  4) Focus on development of staffs by training, counseling and monitoring them.
  - 3) Identification of new business avenues.
    4) Focus on development of staffs by training, counseling and monitoring them.
    Corporate Governance
    Clear separation of roles and responsibilities of Board of Directors and Management has ensured high standard of corporate Governance. Audit Committee has been functioning independently and actively.
    Manjushree is committed for transparency, high standard of professionalism and data integrity.
    Corporate Governance
    I, CEO of the FI, am accountable individually on the factual accuracy of the information submitted as of the date in this report. I also declare that to the best of my knowledge, no material information for investors has been concealed.

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