

Report of Condition of the Bank Pursuant to Section 32(3) of the Banking and Financial Institutions Act, 2006

STATEMENT OF FINANCIAL POSITION AS AT 30TH JUNE 2018 (Amount in Millions TShs)			INCOME STATEMENT FOR THE QUARTER ENDED ON 30TH JUNE 2018 (Amount in Millions TShs)				CASH FLOW STATEMENT FOR THE QUARTER ENDED ON 30TH JUNE 2018 (Amount in Millions TShs)			
	Current Quarter 30th June 2018	Previous Quarter 31st March 2018	Current Quarter 30th June 2018	Comperative Quarter (Previous year) 30th June 2017	Current Year Cumulative 30th June 2018	Comparative Year (Previous Year) Cumulative 30th June 2017	Current Quarter 30th June 2018	Previous Quarter 31st March 2018	Current Year Cumulative as at 30th June 2018	Comparative Year (Previous Year) Cumulative as at 30th June 2017
ASSETS										
1 Cash	17,383	22,105	12,145	9,383	22,446	19,489				
2 Balances with Bank of Tanzania	94,684	34,477	(2,910)	(4,827)	(5,604)	(9,608)				
3 Investment in Government securities	83,635	74,379	9,235	4,556	16,842	9,881				
4 Balances with other banks and financial institutions	10,336	3,840								
5 Cheques and items for clearing	3,389	3,265								
6 Inter-branch float items	-	-								
7 Bills negotiated	-	-								
8 Customers' liabilities for acceptances	-	-								
9 Interbank loans receivables	27,943	35,156								
10 Investment in other securities	-	-								
11 Loans, advances and overdrafts (Net of allowances for probable losses)	241,772	213,114								
12 Other assets	17,825	10,403								
13 Equity investments	3,391	3,391								
14 Underwriting accounts	-	-								
15 Property, plant and equipment	7,160	6,485								
16 TOTAL ASSETS	507,518	406,615								
B LIABILITIES										
17 Deposits from other banks and financial institutions	55,558	37,641								
18 Customer deposits	363,960	283,170								
19 Cash letters of credit	1,172	1,565								
20 Special deposits	14,812	14,908								
21 Payment orders/transfers payable	-	-								
22 Bankers cheques and drafts issued	46	186								
23 Accrued taxes and expenses payable	2,335	4,388								
24 Acceptances outstanding	-	-								
25 Interbranch float items	14	33								
26 Unearned income and other deferred charges	-	-								
27 Other liabilities	5,019	1,892								
28 Borrowings	2,000	2,000								
29 TOTAL LIABILITIES	444,916	345,783								
30 NET ASSETS/(LIABILITIES) 16 LESS 29	62,602	60,832								
C SHAREHOLDERS FUNDS										
31 Paid up share capital	60,699	60,699								
32 Capital reserves	1,693	2,590								
33 Retained earnings	(8,893)	(8,893)								
34 Profit (Loss) account	3,682	1,904								
35 Other capital accounts	365	365								
36 Regulatory reserve	5,056	4,167								
37 TOTAL SHAREHOLDERS FUNDS	62,602	60,832								
38 Contingent liabilities	-	-								
39 Non performing loans and advance	20,601	22,772								
40 Allowance for probable losses	13,890	15,417								
41 Other non performing assets	1,023	1,023								
D PERFORMANCE INDICATORS										
(i) Shareholders funds to total assets	12.33%	14.96%								
(ii) Non performing loans to total gross Loans	8.04%	9.85%								
(iii) Gross loans and advances to total deposits	64.40%	72.68%								
(iv) Loans and advances to total assets	47.64%	52.41%								
(v) Earning assets to total assets	69.62%	79.35%								
(vi) Deposits growth	28.53%	5.91%								
(vii) Assets growth	24.82%	4.11%								

INCOME STATEMENT FOR THE QUARTER ENDED ON 30TH JUNE 2018

PERFORMANCE INDICATORS

i. Return on average total assets: 2.26% vs -0.70% vs 2.15% vs -0.15%

ii. Return on average shareholders' funds: 11.53% vs -7.14% vs 12.13% vs -1.57%

iii. Non interest expense to gross income: 60.50% vs 62.57% vs 60.75% vs 60.12%

iv. Net interest income to average earning assets: 8.20% vs 6.31% vs 14.95% vs 3.42%

Signed by:

Managing Director: Charles J. Itembe (27-Jul-18)

Ag. Director Of Finance and Planning: Lyamba Julius (27-Jul-18)

Director of Internal Audit: Jacqueline L. Tinkasimile (27-Jul-18)

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.

Signed by:

1. Ag. Chairman: Eliud B. Sanga (27-Jul-18)

2. Ag. Vice Chairperson: Julius K. Mganga (27-Jul-18)

CASH FLOW STATEMENT FOR THE QUARTER ENDED ON 30TH JUNE 2018

i. Cash flow from operating activities

Net income (loss): 2,580 vs 2,337 vs 4,917 vs (1,080)

Adjustment for :-

- Impairment/amortization: 307 vs 392 vs 700 vs 661
- Net change in loans and advances: (28,657) vs (26,411) vs (55,068) vs (11,671)
- Net change in Statutory Min Reserve: (5,359) vs (1,876) vs (7,235) vs (7,235)
- Net change in deposits: 98,313 vs 14,968 vs 112,263 vs 517
- Net change in short term negotiable securities: (9,256) vs (730) vs (9,986) vs (3,846)
- Net change in other liabilities: (2,621) vs 1,533 vs (5,264) vs (3,271)
- Net change in other assets: (6,233) vs (3,861) vs (4,898) vs 1,659
- Tax paid: (470) vs (470) vs (940) vs (524)
- Others: (470) vs (470) vs (940) vs (3,473)

Net cash provided (used) by operating activities: 48,605 vs (14,117) vs 34,488 vs (21,028)

ii. Cash flow from investing activities:

Dividend received: 35 vs - vs 35 vs 27,018,000

Purchase of fixed assets: (982) vs (139) vs (1,121) vs (656)

Proceeds from sale of fixed assets: - vs - vs - vs -

Purchase of non-dealing securities: - vs - vs - vs (12,342)

Proceeds from sale non-dealing securities: - vs - vs - vs -

Others: - vs - vs - vs -

Net cash provided (used) by investing activities: (947) vs (139) vs (1,086) vs (12,972)

iii. Cash from financing activities

Repayment of Long-term debt: - vs - vs - vs -

Proceeds from issuance of long term debt: - vs - vs - vs -

Proceeds from issuance of share capital: - vs - vs - vs -

Payment of cash dividends: - vs - vs - vs -

Net change in other borrowings: - vs - vs - vs -

Proceeds from new equity: - vs 1,000 vs 1,000 vs 5,061

Net cash provided (used) by financing activities: 1,000 vs 1,000 vs 1,000 vs 5,061

iv. Cash and cash equivalents:

Net increase (decrease) in cash and cash equivalents: 47,658 vs (13,257) vs 34,401 vs (28,939)

Cash and cash equivalent at the beginning of the quarter: 80,860 vs 94,116 vs 94,116 vs 120,670

Cash and cash equivalent at the end of the quarter: 128,518 vs 80,860 vs 128,518 vs 91,731

FEES AND CHARGES OF AZANIA BANK LTD AS OF 1ST JULY 2018.

BANK RATES INCLUSIVE VAT (TZS)

1 SAVINGS ACCOUNTS

Monthly Service charges: 2,500.00

Clubs and NGOs: 6,000.00

Tobacco Farmers: -

Statement: -

0-6 Months: 3,700.00

More than six months per page: 1,200.00

Minimum balance: 2,500.00

Withdrawal Charges

Over the counter: -

≤400K: 1,770.00

>400 ≤ 3M: 3,540.00

>3M ≤ 5M: 0.1530%

> 5M ≤10M: 0.1182%

> 10M ≤ 20M: 0.1062%

>20M ≤ 30 M: 0.1003%

> 30M ≤ 40M: 0.0968%

> 40 M ≤ 50M: 0.0944%

> 50M ≤ 100M: 0.0885%

> 100M ≤ 200M: 0.0767%

> 200M: 0.0519%

Cash deposit charge: N/A

Savings Card: N/A

Bank Card replacement: 9,000.00

Closing Account: 24,000.00

Customer missing bank card at Counter .Has other proper IDs: N/A

Monthly domant accounts charges: 6,000.00

Domant activation fees: 2,500.00

2 CURRENT ACCOUNTS

Service charges monthly

Personal: 6,000.00

Business: 12,000.00

Statement

1-6 months: 4,000.00

More than six month (Per Page): 1,200.00

Cash deposit charges

Closing account: 36,000.00

Monthly Domant Charges: 6,000.00

Domant activation fees: 2,500.00

Counter Leaf: 6,000.00

Cheque book (50 Leaf): 20,000.00

Cheque book (50 Leaf) Forex: usd 10; Eur 10; GBP 8.5

Cheque book (100 Leaf): 40,000.00

Cheque book 100 Leaf) Forex: usd 20; Eur 20; GBP 17

Issuance of Bankers cheque

Existing Customer: 25,000.00

Walk in Customers: 30,000.00

Returned cheques (Issued by our customers)

Insufficient fund: 120,000.00

Other reasons: 36,000.00

SPECIAL CHEQUE CLEARANCE: N/A

Cash Withdrawal at Counter

≤400K: 1770.00

>400 ≤ 3M: 3540.00

>3M ≤ 5M: 0.1530%

> 5M ≤10M: 0.1182%

> 10M ≤ 20M: 0.1062%

>20M ≤ 30 M: 0.1003%

> 30M ≤ 40M: 0.0968%

> 40 M ≤ 50M: 0.0944%

> 50M ≤ 100M: 0.0885%

> 100M ≤ 200M: 0.0767%

> 200M: 0.0519%

Tax Collection Service

Cash deposit: NIL

By cheque or withdrawal slip: Withdrawal fee to apply

By TISS: 12,000.00

Cash payment to 3rd party: 6,000.00

Cash deposit charge: -

BULK CASH DEPOSITS/WITHDRAWALS

Bulk cash withdrawal/ Same day deposited above TZS 30M: N/A

Bulk cash withdrawal/ Same day deposited above USD 20,000.00: -

Mutilated note deposit: -

Stop Payment orders: 60,000.00

Standing orders (within the same bank): 1,200.00

Standing orders (to other banks)@Transfer: 12,000.00

Certificate of balance: TZS 60,000/US 30/EUR 30/GBP 25

Comfort/Introduction Letter: TZS 72,000.00/US.36/EUR 36/GBP30

Salary handling: 1,200.00

Farmers proceeds handling fees: NIL

School fees deposits: NIL

TRA collection: NIL

Company Search to BRELA: NIL

3) EFT charges:

To other banks (On Others): -

Outward transfers: 8,000.00

Inward transfers: N/A

4(a) TISS

To other banks (On Others): TZS12000 / USD 6

4(b) TT

Outward foreign transfers: USD 60

Non account holder: N/A

Inward transfers-customers: USD 12

5 FOREIGN EXCHANGE ACCOUNT

Service charge per month

Savings Account: \$1.80/Euro1.80/GBP1.50

Current Account: \$12.00/Euro12.00/GBP 10.00

Domant account charges: USD 2.5 /EUR 2.5 /GBP 2

Domant account activation fees: USD 1.5/ EUR 1.5 /GBP 1.0

Statement(0-6 months): USD 2.5 /EUR 2.5 /GBP 2

More than 6 months: USD 5.0/EUR 5.0 /GBP 4.0

Withdrawal Charges

USD

Any amount: USD 0.59% MIN USD 6.0/ EUR 6.0/ GBP 5

Cash deposit charge \$50 and \$100: NIL

\$1,5,10 and \$20: 0.71%

Issuance Bankers cheque in dollars: USD18.0/EUR 18.0/ GBP 15.0

LETTER OF CREDIT

Import LC: -

LC Opening Commission: 1% per quarter or min of USD 250/ EUR 250/ GBP 210

General LC Commission: USD 200 / EUR 200/ GBP 170

LC extension and change of amount: 1% per quarter or min of USD 250/ EUR 250/ GBP 210

LC expired unutilized or cancellation fees: USD 200 / EUR 200/ GBP 170

SWIFT charges: USD 60 / EUR 60 / GBP 50

Export LC: -

Advising Commission: USD 300 / EUR 300 / GBP 250

Amendment Commission: USD 300 / EUR 300 / GBP 250

Confirmation Commission: 1.18% or Minimum of USD 300 / EUR 300 / GBP 250

Courier Charges: USD 180 / EUR 180 / GBP 150

6 ATM TRANSACTIONS

6(a) Local Cards

New Issue of ATM Card: FREE

ATM Card Replacement: 12,000.00

Pinmailer replacement: 12,000.00

(b) ATM Withdrawals:

Umoja Switch ATM Network: 1,300.00

Balance Enquire on ATMs: 300.00

7 MOBILE (SMS) BANKING

Balance Inquiry: 300.00

Payments: 1,300.00

8 INTERNET BANKING:

8 (a) Domestic:

Registration fee: TZS 6000 / USD 3 / EUR 3 / GBP 2.5

Payments: -

Internal to other banks: TZS 1500 / ISD 1 / EUR 1 / GBP 1

TZS 12000 / USD 6 / EUR 6 / GBP 5

9 MONEY REMITTANCES

Western Union: As per prevailing rates

MoneyGram: As per prevailing rates

9(a) Loans TZS

Consumer Loans (Interest): 15 - 18% Flat

Personal: 15 - 20% Flat.

Mortgage Loans: 19-23% per annum.

Project Finance loans: 21-25% per annum.

Edu Loans: 15%

Overdraft: 26% per annum

Business Loans: 19 % per annum.

Arrangement Fees (all loans): 1.5 to 2.5% of the Loan amount

Arrangement Fees(Mortgages USD): 1.5 - 2.5% of the Loan amount

Security perfection fees (all loans): TZs 150,000.00 to 1 Million

9(a) Loans USD/ EUR /GBP

Consumer Loans (Interest): 10 -12% Flat

Personal: 10 -12% Flat

Mortgage Loans: 9-11 % pa

Project Finance loans: 9-11 % pa

Edu Loans: 9%pa

Overdraft: 12%pa

Business Loans: 9-12%pa

Arrangement Fees (all loans): 1.5 - 2.5%

Arrangement Fees(Mortgages USD): 1.5 - 2.5%

Security perfection fees (all loans): USD120- 600/ EUR 120-600 /GBP 100-500

Insurance Premiums:

Credit Life Insurance - Consumer: 0.59%pa

- Staff: 0.472%pa

- Mortgage: 0.826%pa

Property Insurance: 0.177-0.295%pa

Penal Interest TZS: 0.07

Penal Interest TZS: 0.05

9(b) BONDS & GUARANTEES(COMMISSION)

Performance bond/Bid bonds/Guarantees: 2% per quarter, Min 50,000

Treasury Bill & Bond Bidding on behalf of customers per bid: TZs 35,000

10 Documents Search fees

(a) Search: 24,000.00

(b) Retrieval

Less than 30 days: 24,000.00

More than 30 days , but less than a year: 60,000.00

Above One year: 120,000.00