



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

STATEMENT OF FINANCIAL POSITION AS AT 31ST DECEMBER 2018		
(Amount in Millions TShs)		
	Current Quarter 31st December 2018	Previous Quarter 30th September 2018
<b>ASSETS</b>		
Cash	18,466	24,232
Balances with Bank of Tanzania	33,263	51,226
Investment in Government securities	81,257	75,712
Balances with other Banks and financial institutions	4,813	454
Cheques and items for clearing	4,466	3,829
Interbranch float items		
Bills negotiated		
Customers' Liabilities for Acceptances	-	-
Interbank Loans Receivables	35,131	13,095
Investment in other securities	3,000	3,000
Loans, Advances and Overdrafts	292,712	267,771
(Net of Allowances for probable Losses)		
Other Assets	21,859	16,865
Equity Investments	3,391	3,391
Underwriting accounts	-	-
Property, Plant and Equipment	5,658	9,074
<b>TOTAL ASSETS</b>	<b>504,017</b>	<b>468,649</b>
<b>LIABILITIES</b>		
Deposits from other banks and financial institutions		71,236
Customer deposits	347,370	309,562
Cash Letters of Credit	911	909
Special deposits	13,443	14,916
Payment orders/transfers payable		
Bankers Cheques and Drafts Issued	39	39
Accrued taxes and expenses payable	2,219	2,040
Acceptances Outstanding		
Interbranch float items		2
Unearned income and other deferred charges		
Other Liabilities	3,677	5,112
Borrowings	72,140	2,000
<b>TOTAL LIABILITIES</b>	<b>439,799</b>	<b>405,817</b>
<b>NET ASSETS/(LIABILITIES) 16 LESS 29</b>	<b>64,217</b>	<b>62,832</b>
<b>SHAREHOLDERS' FUNDS</b>		
Paid up share capital	60,699	60,699
Capital reserves	1,693	1,693
Retained Earnings	(9,549)	(9,549)
Profit (Loss) Account	5,952	4,567
Other capital accounts	365	365
Regulatory Reserve	5,056	5,056
<b>TOTAL SHAREHOLDERS FUNDS</b>	<b>64,217</b>	<b>62,832</b>
Contingent liabilities	56,983	26,777
Non Performing Loans and advance	19,079	20,739
Allowance for Probable losses	9,660	8,725
Other non performing assets	625	435
<b>PERFORMANCE INDICATORS</b>		
(i)Shareholders Funds to Total Assets	12.74%	13.41%
(ii)Non performing loans to Total Gross Loans	6.19%	7.26%
(iii)Gross loans and advances to Total Deposits	83.43%	86.00%
(iv)Loans and Advances to Total Assets	57.81%	57.14%
(v)Earning Assets to Total Assets	77.04%	76.73%
(vi)Deposits Growth	11.97%	-14.95%
(vii)Assets Growth	7.55%	-7.66%

INCOME STATEMENT FOR THE QUARTER ENDED ON 31ST DECEMBER 2018				
(Amount in Millions TShs)				
	Current Quarter 31st December 2018	Comperative Quarter (Previous year) 31st December 2017	Current Year Cumulative 31st December 2018	Comperative Year (Previous Year) Cumulative 31st December 2017
Interest Income	15,970	12,257	50,113	41,901
Interest Expense	(2,727)	(3,156)	(10,782)	(16,845)
<b>Net Interest Income</b>	<b>13,243</b>	<b>9,102</b>	<b>39,331</b>	<b>25,056</b>
Bad debts Written -off				
Impairment losses on loans and Advances	(935)	457	(1,870)	(344)
<b>Non - Interest Income</b>	<b>1,647</b>	<b>2,546</b>	<b>9,057</b>	<b>8,213</b>
6.1 Foreign exchange profit/(Loss)	433	343	1,494	1,539
6.2 Commissions and Fees	1,197	2,168	7,403	6,590
6.3 Dividend Income			35	32
6.4 Other operating income	17	35	125	52
<b>Non - Interest Expense</b>	<b>(11,976)</b>	<b>(8,790)</b>	<b>(38,304)</b>	<b>(30,443)</b>
7.1 Salaries and Benefits	(5,978)	(4,154)	(20,334)	(10,850)
7.2 Fees and Commission	(761)	(64)	(1,440)	(1,227)
7.3 Other operating expenses	(5,237)	(4,572)	(16,529)	(18,366)
<b>Operating Income/(Loss) before Tax ordinary items</b>	<b>1,979</b>	<b>3,315</b>	<b>8,214</b>	<b>2,482</b>
Income Tax Provision	(593)	(598)	(2,261)	(674)
<b>Net income (Loss) After Income tax and</b>	<b>1,385</b>	<b>2,717</b>	<b>5,952</b>	<b>1,808</b>
Number of employees	359	291	359	291
Basic Earnings Pershare	68	136	98.06	42
Diluted Earnings Pershare	68	136	98.06	42
Number of Branches	19	17	19	17
<b>PERFORMANCE INDICATORS</b>				
i.Return on average total assets	1.63%	2.56%	1.69%	1.39%
ii.Return on Average shareholders' funds	8.72%	14.49%	9.81%	4.44%
iii.Non interest expense to gross income	67.98%	59.38%	64.73%	59.69%
iv.Net Interest income to average earning assets	14.72%	9.00%	30.82%	24.45%

Signed by:

Managing Director Charles J. Hembe 28-Jan-19

Director Of Finance and Planning Lyamba Julius 28-Jan-19

Director of Internal Audit Jacqueline L. Tinkasimile 28-Jan-19

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:
- Vice Chairperson Eliud B. Sanga 28-Jan-19
  - Director Felix M. Maagi 28-Jan-19

### INSURANCE

"For all your Insurance needs, visit your nearest Azania Bank Ltd branch"

CASH FLOW STATEMENT FOR THE QUARTER ENDED ON 31ST DECEMBER 2018				
(Amount in Millions TShs)				
	Current Quarter 31st December 2018	Previous Quarter 30th September 2018	Current Year Cumulative as at 31st December 2018	Comperative Year (Previous Year) Cumulative as at 31st December 2017
<b>Cash flow from operating activities</b>				
Net income (Loss)	1,979	1,319	8,214	3,459
Adjustment for: -				
-Impairment/Amortization	4,012	429	3,296	1,487
-Net change in loans and Advances	(22,539)	(26,000)	(106,000)	(14,039)
-Net change in Statutory Min Reserve		(2,356)	(8,192)	(13,236)
-Net change in Deposits	37,809	(38,982)	79,429	22,314
-Net change in Short Term Negotiable Securities	(5,545)	4,923	(10,608)	21,697
-Net change in Other liabilities	(1,256)	1,671	(2,184)	979
-Net change in Other assets	(4,261)	(1,477)	(8,895)	(4,426)
-tax paid	(573)	(440)	(1,953)	(1,363)
-Others (specify)				
<b>Net cash provided (used) by operating activities</b>	<b>8,266</b>	<b>(60,912)</b>	<b>(46,902)</b>	<b>16,872</b>
<b>Cash flow from investing activities:</b>				
Dividend received			35	32
Purchase of fixed assets	(339)	(2,343)	(3,125)	(1,234)
Proceeds from sale of fixed assets				
Purchase of non-dealing securities				
Proceeds from sale non-dealing securities				
Others (Specify)				
<b>Net cash provided (used) by investing activities</b>	<b>(339)</b>	<b>(2,343)</b>	<b>(3,090)</b>	<b>(1,202)</b>
<b>Cash from financing activities</b>				
Repayment of Long-term Debt				
Proceeds from issuance of long term debt				
Proceeds from issuance of Share capital	(656)		(656)	
Payment of cash Dividends				
Net change in other borrowings	(2,569)		25,496	
Proceeds from new equity			1,000	26,218
<b>Net cash provided (used) by financing activities</b>	<b>(3,225)</b>	<b></b>	<b>25,840</b>	<b>26,218</b>
<b>Cash and cash equivalents:</b>				
Net increase (decrease) in cash and cash equivalents	4,702	(63,255)	(24,152)	41,889
Cash and cash Equivalent at the beginning of the Quarter	65,263	128,518	94,116	86,603
<b>Cash and cash equivalent at the end of the Quarter</b>	<b>69,964</b>	<b>65,263</b>	<b>69,964</b>	<b>128,492</b>

CONDENSED STATEMENT OF CHANGES IN EQUITY AS AT 31ST DECEMBER 2018							
	Ordinary share	Share premium	Retained earnings (Accumulated losses)	Regulatory reserve	General Provision Reserve	Others	Total
	(Amount in Millions TShs)						
<b>Current Quarter 31st December 2018</b>							
<b>Balance as at the beginning of the Quarter</b>	60,699	-	(4,981)	4,096	1,693	1,324	62,832
Profit for the Period			1,385				1,385
Other Comprehensive Income							
Transactions With Owners							
Dividend Paid							
Regulatory Reserve							
General Provision Reserve							
Others							
<b>Balance as at the end of the current period</b>	<b>60,699</b>	<b>-</b>	<b>3,596</b>	<b>4,096</b>	<b>1,693</b>	<b>1,324</b>	<b>64,217</b>
<b>Previous Quarter 30th September 2018</b>							
<b>Balance as at the beginning of the Year</b>	60,699	-	(5,211)	4,096	1,693	1,324	62,602
Profit for the Quarter			885				885
Other Comprehensive Income							
Transactions With Owners							
Dividend Paid			(656)				(656)
Regulatory Reserve							
General Provision Reserve							
Others							
<b>Balance as at the end of the current period</b>	<b>60,699</b>	<b>-</b>	<b>(4,981)</b>	<b>4,096</b>	<b>1,693</b>	<b>1,324</b>	<b>62,832</b>

## FEES AND CHARGES OF AZANIA BANK LTD AS OF 31ST DECEMBER 2018

NAME OF BANK: AZANIA BANK LTD	
FEES AND CHARGES OF AZANIA BANK LTD AS OF 31ST DECEMBER 2018	
S/N	PRODUCT TYPE BANK RATES INCLUSIVE VAT (TZS)
<b>1 SAVINGS ACCOUNTS</b>	
	Monthly Service charges 2,500.00
	Clubs and NGOs 6,000.00
	Tobacco Farmers -
	<b>Statement</b>
	0-6 Months 3,700.00
	More than six months per page 1,200.00
	Minimum balance 2,500.00
	<b>Withdrawal Charges</b>
	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 ≤ 30M 0.1003%
	>30M ≤ 40M 0.0968%
	>40M ≤ 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 dormant accounts charges 6,000.00
	Dormant activation fees 2,500.00
	<b>2 CURRENT ACCOUNTS</b>
	Service charges monthly
	Personal 6,000.00
	Business 12,000.00
	<b>Statement</b>
	1-6 months 4,000.00
	More than six month (Per Page) 1,200.00
	Cash deposit charges
	Closing account 36,000.00
	Monthly Dormant Charges 6,000.00
	Dormant activation fees 2,500.00
	<b>Counter Leaf</b>
	Cheque book (50 Leaf) 6,000.00
	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
	<b>Issuance of Bankers cheque</b>
	Existing Customer 25,000.00
	Walk in Customers 30,000.00
	<b>Returned cheques (Issued by our customers).</b>
	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 ≤ 30M	0.1003%
>30M ≤ 40M	0.0968%
>40M ≤ 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	
<b>BULK CASH DEPOSITS/WITHDRAWALS</b>	
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	
<b>Stop Payment orders</b>	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/GBP 30
Salary handling	1,200.00
Farmers proceeds handling fees	NIL
School fees deposits	NIL
TRA collection	NIL
Company Search to BRELA	NIL
<b>3) EFT charges:</b>	
To other banks (On Others)	
Outward transfers	8,000.00
Inward transfers	N/A
<b>4(a) TISS</b>	
To other banks (On Others)	TZS12000 / USD 6
<b>4(b) TT</b>	
Outward foreign transfers	USD 60
Non account holder	N/A
Inward transfers-customers	USD 12
<b>FOREIGN EXCHANGE ACCOUNT</b>	
Service charge per month	
Savings Account	\$1.80/Euro1.80/GBP1.50
Current Account	\$12.00/Euro12.00/GBP 10.00
Dormant account charges	USD 2.5 /EUR 2.5 /GBP 2
Dormant 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
<b>Withdrawal Charges</b>	
USD	
Any amount	USD 0.59% MIN USD 6.0/ EUR 6.0/ GBP 5
Cash deposit charge \$50 and \$100	NIL
\$15.10 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 250
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 250
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