

## AZANIA BANK LIMITED

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

STATEMENT OF FINANCIAL POSITION AS AT 31ST MARCH 2019 (Amount in Millions TShs )		
	Current Quarter 31st March 2019	Previous Quarter 31st December 2018
<b>ASSETS</b>		
1 Cash	19,659	18,466
2 Balances with Bank of Tanzania	29,089	33,263
3 Investment in Government securities	81,900	81,257
4 Balances with other Banks and financial	4,138	4,813
5 Cheques and items for clearing	2,911	4,466
6 Interbranch float items	1,456	-
7 Bills negotiated	-	-
8 Customers' Liabilities for Acceptances	-	-
9 Interbank Loans Receivables	37,354	35,131
10 Investment in other securities	3,000	3,000
11 Loans, Advances and Overdrafts ( Net of Allowances for probable Losses )	303,789	292,712
12 Other Assets	8,564	21,859
13 Equity Investments	3,391	3,391
14 Underwriting accounts	-	-
15 Property, Plant and Equipment	7,855	5,658
<b>16 TOTAL ASSETS</b>	<b>503,107</b>	<b>504,017</b>
<b>B LIABILITIES</b>		
17 Deposits from other banks and financial	-	-
18 Customer deposits	343,463	347,370
19 Cash Letters of Credit	1,506	911
20 Special deposits	13,490	13,443
21 Payment orders/transfers payable	-	-
22 Bankers Cheques and Drafts Issued	5	39
23 Accrued taxes and expenses payable	2,032	2,219
24 Acceptances Outstanding	-	-
25 Interbranch float items	-	-
26 Unearned income and other deferred charges	-	-
27 Other Liabilities	6,043	3,677
28 Borrowings	71,458	72,140
<b>29 TOTAL LIABILITIES</b>	<b>437,997</b>	<b>439,799</b>
<b>30 NET ASSETS/(LIABILITIES) 16 LESS 29</b>	<b>65,109</b>	<b>64,217</b>
<b>C SHAREHOLDERS' FUNDS</b>		
31 Paid up share capital	60,699	60,699
32 Capital reserves	1,693	1,693
33 Retained Earnings	(3,164)	(9,549)
34 Profit ( Loss ) Account	460	5,952
35 Other capital accounts	365	365
36 Regulatory Reserve	5,056	5,056
<b>37 TOTAL SHAREHOLDERS FUNDS</b>	<b>65,109</b>	<b>64,217</b>
38 Contingent liabilities	36,847	56,983
39 Non Performing Loans and advance	24,882	19,079
40 Allowance for Probable losses	9,793	9,660
41 Other non performing assets	619	625
<b>D PERFORMANCE INDICATORS</b>		
(i) Shareholders Funds to Total Assets	12.94%	12.74%
(ii) Non performing loans to Total Gross Loans	7.99%	6.19%
(iii) Gross loans and advances to Total Deposits	93.21%	83.43%
(iv) Loans and Advances to Total Assets	60.38%	57.81%
(v) Earning Assets to Total Assets	85.36%	77.04%
(vi) Deposits Growth	-1.12%	11.97%
(vii) Assets Growth	-0.18%	7.55%

INCOME STATEMENT FOR THE QUARTER ENDED ON 31ST MARCH 2018 (Amount in Millions TShs )				
	Current Quarter 31st March 2019	Comparative Quarter (Previous year) 31st March 2018	Current Year Cumulative 31st March 2019	Comparative Year (Previous Year) Cumulative 31st March 2018
Interest Income	11,955	10,301	11,955	10,301
Interest Expense	(3,068)	(2,694)	(3,068)	(2,694)
<b>Net Interest Income</b>	<b>8,887</b>	<b>7,607</b>	<b>8,887</b>	<b>7,607</b>
Bad debts Written-off	-	-	-	-
Impairment losses on loans and Advances	313	-	313	-
<b>Non - Interest Income</b>	<b>2,337</b>	<b>2,614</b>	<b>2,337</b>	<b>2,614</b>
6.1 Foreign exchange profit/(Loss)	780	435	780	435
6.2 Commissions and Fees	1,500	2,169	1,500	2,169
6.3 Dividend Income	-	-	-	-
6.4 Other operating income	57	10	57	10
<b>Non - Interest Expense</b>	<b>9,990</b>	<b>7,885</b>	<b>9,990</b>	<b>7,885</b>
7.1 Salaries and Benefits	5,618	4,357	5,618	4,357
7.2 Fees and Commission	568	141	568	141
7.3 Other operating expenses	3,804	3,387	3,804	3,387
<b>Operating Income/(Loss) before Tax ordinary items</b>	<b>921</b>	<b>2,337</b>	<b>921</b>	<b>2,337</b>
Income Tax Provision	(461)	(433)	(461)	(433)
<b>Net income/(Loss) After Income tax and</b>	<b>460</b>	<b>1,904</b>	<b>460</b>	<b>1,904</b>
Number of employees	359	301	359	301
Basic Earnings Pershare	23	125	7.58	125
Diluted Earnings Pershare	29	121	29.36	121
Number of Branches	19	17	19.00	17
<b>PERFORMANCE INDICATORS</b>				
i. Return on average total assets	0.73%	2.35%	0.73%	2.35%
ii. Return on Average shareholders' funds	2.85%	12.83%	2.85%	12.83%
iii. Non interest expense to gross income	69.90%	61.05%	69.90%	61.05%
iv. Net interest income to average earning assets	10.52%	7.07%	10.52%	7.07%
<b>Signed by:</b>				
Managing Director	Charles J. Itembe		29-Apr-19	
Director of Finance and Planning	Lyamba Julius		29-Apr-19	
Director of Internal Audit	Jacquiline L. Tinkasimile		29-Apr-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.				
<b>Signed by:</b>				
1. Director	Felix M. Maagi		29-Apr-19	
2. Director	Arnold B. Kilewo		29-Apr-19	

CASH FLOW STATEMENT FOR THE QUARTER ENDED ON 31ST MARCH 2019 (Amount in Millions TShs )							
	Current Quarter 31st March 2019	Previous Quarter 31st December 2018	Current Year Cumulative as at 31st March 2019	Comparative Year (Previous Year) Cumulative as at 31st March 2018			
<b>Cash flow from operating activities</b>							
Operating Income	921	1,979	921	2,337			
Adjustment for:-	-	-	-	-			
- Impairment/Amortization	1,258	4,012	1,258	392			
- Net change in loans and Advances	(11,728)	(22,539)	(11,728)	(26,411)			
- Net change in Statutory Min Reserve	(1,113)	(1,359)	(1,113)	(1,876)			
- Net change in Deposits	(3,312)	37,809	(3,312)	14,968			
- Net change in Short Term Negotiable Securities	(643)	(5,545)	(643)	(730)			
- Net change in Other liabilities	1,510	(1,256)	1,510	1,533			
- Net change in Other assets	10,234	(4,261)	10,234	(3,861)			
- tax paid	(524)	(573)	(524)	(470)			
- Others (Specify)	-	-	-	-			
<b>Net cash provided (used) by operating activities</b>	<b>(3,397)</b>	<b>8,266</b>	<b>(3,397)</b>	<b>(14,117)</b>			
<b>Cash flow from investing activities:</b>							
Dividend received	-	-	-	-			
Purchase of fixed assets	(69)	(339)	(69)	(139)			
Proceeds from sale of fixed assets	-	-	-	-			
Purchase of non-dealing securities	-	-	-	-			
Proceeds from sale non-dealing securities	-	-	-	-			
Others (Specify)	(69)	(339)	(69)	(139)			
<b>Net cash provided (used) by investing activities</b>	<b>(69)</b>	<b>(339)</b>	<b>(69)</b>	<b>(139)</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	-	-	-	-			
Payment of cash Dividends	-	(656)	-	-			
Net change in other borrowings	(635)	(2,569)	(635)	-			
Proceeds from new equity	-	-	-	-			
<b>Net cash provided (used) by financing activities</b>	<b>(635)</b>	<b>(3,225)</b>	<b>(635)</b>	<b>1,000</b>			
<b>Cash and cash equivalents:</b>							
Net increase (decrease) in cash and cash equivalents	(4,100)	4,702	(4,100)	(13,257)			
Cash and cash Equivalent at the beginning of the Quarter	69,964	65,263	69,964	94,116			
<b>Cash and cash equivalent at the end of the Quarter</b>	<b>65,864</b>	<b>69,964</b>	<b>65,864</b>	<b>80,860</b>			
<b>CONDENSED STATEMENT OF CHANGES IN EQUITY AS AT 31ST MARCH 2019</b>							
	Ordinary share capital	Share premium	Retained earnings (Accumulated losses)	Regulatory reserve	General Provision Reserve	Others	Total
(Amount in Millions TShs )							
Current Period 31st March 2019	60,699	-	432	4,096	1,693	1,324	64,217
Balance as at the beginning of the Period	60,699	-	460	-	-	-	61,159
Profit for the Year	-	-	460	-	-	-	460
Other Comprehensive Income	-	-	-	-	-	-	-
Transactions With Owners	-	-	-	-	-	-	-
Dividend Paid	-	-	-	-	-	-	-
Regulatory Reserve	-	-	-	-	-	-	-
General Provision Reserve	-	-	-	-	-	-	-
Balance as at the end of the current period	60,699	-	432	4,096	1,693	1,324	64,217
(Amount in Millions TShs )							
Prior Period 31st December 2018	60,699	-	460	4,096	1,693	1,324	62,832
Balance as at the beginning of the Period	60,699	-	460	-	-	-	61,159
Profit for the Year	-	-	460	-	-	-	460
Other Comprehensive Income	-	-	-	-	-	-	-
Transactions With Owners	-	-	-	-	-	-	-
Dividend Paid	-	-	-	-	-	-	-
Regulatory Reserve	-	-	-	-	-	-	-
General Provision Reserve	-	-	-	-	-	-	-
Others	-	-	-	-	-	-	-
Balance as at the end of the period	60,699	-	432	4,096	1,693	1,324	64,217

### MINIMUM DISCLOSURES OF CHARGES AND FEES

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
	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
	<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

	N/A
Cash Withdrawal at 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%
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/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>5 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 1.5 /GBP 2
Dormant account activation fees	USD 1.5 /EUR 1.5 /GBP 1.0
Statement (0-6 months)	USD 2.5 /EUR 1.5 /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
\$1,5,10 and \$20	0.71%
Issuance Bankers cheque in dollars	USD18.0/EUR 18.0/ GBP 15.0

	N/A
<b>LETTER OF CREDIT</b>	
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
<b>6 ATM TRANSACTIONS</b>	
<b>6(a) Local Cards</b>	
New Issue of ATM Card	FREE
ATM Card Replacement	12,000.00