

Issued pursuant to regulation 7 and 8 of the Banking and Financial Institutions (Disclosure) Regulations, 2014

### CONDENSED STATEMENT OF FINANCIAL POSITION AS AT 30 SEPTEMBER 2023 (AMOUNTS IN MILLION SHILLINGS)

	CURRENT QUARTER 30.09.2023	PREVIOUS QUARTER 30.06.2023
<b>A. ASSETS</b>		
1 Cash	999	1,409
2 Balances with Bank of Tanzania	14,742	825
3 Investment in Government Securities	-	-
4 Balances with Other Banks and financial institutions	19,903	13,869
5 Cheques and Items for Clearing	-	-
6 Interbranch float items	-	-
7 Bills Negotiated	-	-
8 Customers' liabilities for acceptances	-	-
9 Interbank Loan Receivables	-	-
10 Investments in Other securities	-	-
11 Loans, Advances and Overdrafts (Net of allowances for Probable losses)	56,309	68,657
12 Other Assets	847	722
13 Equity Investments	-	-
14 Underwriting accounts	-	-
15 Property, Plant and Equipment	3,623	4,017
<b>16 TOTAL ASSETS</b>	<b>96,423</b>	<b>89,499</b>
<b>B. LIABILITIES</b>		
17 Deposits from other banks and financial institutions	10,797	11,633
18 Customer Deposits	62,922	55,253
19 Cash letters of credit	-	-
20 Special Deposits	-	-
21 Payments orders / transfers payable	-	-
22 Bankers' cheques and drafts issued	-	-
23 Accrued taxes and expenses payable	295	340
24 Acceptances outstanding	-	-
25 Interbranch float items	-	-
26 Unearned income and other deferred charges	166	200
27 Other Liabilities	7,370	5,519
28 Borrowings	4,561	6,729
<b>29 TOTAL LIABILITIES</b>	<b>86,111</b>	<b>79,674</b>
<b>30 NET ASSETS/(LIABILITIES)(16 MINUS 29)</b>	<b>10,312</b>	<b>9,825</b>
<b>C. SHAREHOLDERS' FUNDS</b>		
31 Paid up Share Capital	37,895	37,895
32 Capital Reserves	-	-
33 Retained Earnings	(29,121)	(29,121)
34 Profit/ (Loss) Account	1,539	1,052
35 Other Capital Accounts/Capital Advance	-	-
35a. Other- Statutory Reserve	-	-
35b. General Provision Reserve	-	-
36 Minority Interest	-	-
<b>37 TOTAL SHAREHOLDERS' FUNDS</b>	<b>10,312</b>	<b>9,825</b>
38 Contingent Liabilities	-	-
39 Non-Performing Loans and Advances	9,084	10,988
40 Allowances for Probable Losses	7,068	7,314
41 Other Non-Performing assets	-	-
<b>D. PERFORMANCE INDICATORS</b>		
(I) Shareholders Funds to Total Assets	11.1%	11.3%
(II) Non Performing loans to Total Gross Loans	15.8%	15.6%
(III) Gross loans and advances to total deposits	86.0%	113.6%
(IV) Loans and Advances to Total Assets	58.4%	76.7%
(V) Earning Assets to Total Assets	79.0%	92.2%
(VI) Deposits Growth	10.2%	6.0%
(VII) Assets Growth	7.7%	5.4%

### CONDENSED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE PERIOD ENDED 30 SEPTEMBER 2023 (AMOUNTS IN MILLION SHILLINGS)

	Current Quarter 30.09.2023	Comparative Quarter 30.09.2022	Current Year Cumulative 30.09.2023	Comparative Year Cumulative 30.09.2022
1 Interest Income	20,414	6,077	59,814	15,371
2 Interest Expense	(2,334)	(1,543)	(6,345)	(4,105)
<b>3 Net Interest Income (1 Minus 2)</b>	<b>18,080</b>	<b>4,534</b>	<b>53,469</b>	<b>11,266</b>
4 Bad debts written off	-	-	-	-
5 Impairment Losses on Loans and Advances	(473)	(918)	(3,093)	(1,736)
<b>6 Non-Interest Income</b>	<b>846</b>	<b>891</b>	<b>2,344</b>	<b>2,696</b>
6.1 Foreign exchange profit/(loss)	108	-	91	21
6.2 Fees and Commissions	470	448	1,441	1,274
6.3 Dividend Income	-	-	-	-
6.4 Other Operating Income	268	443	812	1,401
<b>7 Non-Interest Expense</b>	<b>(17,858)</b>	<b>(3,762)</b>	<b>(50,857)</b>	<b>(10,947)</b>
7.1 Salaries and Benefits	(1,915)	(1,600)	(5,275)	(5,024)
7.2 Fees and Commission	(77)	(60)	(220)	(228)
7.3 Other Operating Expenses	(15,866)	(2,102)	(45,362)	(5,695)
<b>8 Operating Income/(Loss) before tax</b>	<b>595</b>	<b>745</b>	<b>1,863</b>	<b>1,279</b>
9 Income Tax Provision	(108)	-	(324)	(27)
<b>10 Net income (loss) after income tax</b>	<b>487</b>	<b>745</b>	<b>1,539</b>	<b>1,252</b>
11 Other Comprehensive income/(Loss) for the year	-	-	-	-
<b>12 Total Comprehensive income/(Loss) for the year</b>	<b>487</b>	<b>745</b>	<b>1,539</b>	<b>1,252</b>
13 Number of Employees	226	231	226	231
14 Basic Earning Per Share	13	20	41	33
15 Number of Branches	20	20	20	20
<b>PERFORMANCE INDICATORS</b>				
(I) Return on average total assets	0.52%	1.07%	1.66%	1.80%
(II) Return on Average shareholders' funds	1.29%	1.97%	4.06%	3.30%
(III) Non interest expense to gross income	84.00%	53.99%	81.82%	60.59%
(IV) Net Interest margin to average earning assets	0.61%	1.27%	1.94%	2.13%

### SELECTED EXPLANATORY NOTES FOR THE QUARTER ENDED 30 SEPTEMBER 2023

In preparation of the quarterly financial statements, consistent accounting policies have been used as those applicable to the previous year audited financial statements (if there were changes during the quarter, the changes be explained as per IAS 34 & IAS 8)

Name and Title	Signature	Date
Edward Zakaria Talawa (Chief Executive Officer)	(Signed)	30th October 2023
Joseph Linus Mrawa (Chief Finance Officer)	(Signed)	30th October 2023
Peter Kaisi (Internal Audit Manager)	(Signed)	30th October 2023

We, the undersigned directors, attest to the faithful representation 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 International Financial Reporting Standards and the requirements of the Banking and Financial Institutions Act, 2006 and they present a true and fair view.

Name	Signature	Date
1. Nasama Massinda (Board Chairman)	(Signed)	30th October 2023
2. Mary Pascal Mabiti (Board Member)	(Signed)	30th October 2023

### CONDENSED STATEMENT OF CASH FLOW FOR THE QUARTER ENDED 30 SEPTEMBER 2023 (AMOUNTS IN MILLION SHILLINGS)

	CURRENT QUARTER 30.09.2023	PREVIOUS QUARTER 30.06.2023	CUMMULATIVE CURRENT YEAR 30.09.2023	CUMMULATIVE PREVIOUS YEAR 30.09.2022
<b>I Cash flow from operating activities:</b>				
Net income/(Loss)	595	491	1,863	1,279
Adjustment for:	-	-	-	-
-Impairment/Amortization	560	583	1,706	1,770
-Net change in loans and advances	12,348	(3,362)	4,865	(18,995)
-Gain/Loss on sale of assets	-	-	-	(4)
-Net change in Deposits	6,833	3,784	15,494	11,936
-Net change in Short term negotiable securities	-	-	-	-
-Net change in Other Liabilities	1,772	2,954	2,077	6,331
-Net change in Other Assets	(125)	142	500	500
-Tax paid	(108)	(108)	(324)	-
-Others (Specify)	-	(2,158)	-	(27)
<b>Net cash provided (used) by operating activities</b>	<b>21,875</b>	<b>2,326</b>	<b>26,181</b>	<b>2,790</b>
<b>II Cash flow from investing activities:</b>				
Dividend Received	-	-	-	-
Purchase of fixed assets	(166)	(41)	(339)	(811)
Proceeds from sale of fixed assets	-	-	-	4
Purchase of non-dealing securities	-	-	-	-
Proceeds from sale of non-dealing securities	-	-	-	-
Proceeds from maturity of investment in fixed deposit	-	-	-	-
Others (specify) -Additions on Right of use asset	-	-	-	-
Others (specify) -Proceeds from issue of share	-	-	-	-
<b>Net cash provided (used) by investing activities</b>	<b>(166)</b>	<b>(41)</b>	<b>(339)</b>	<b>(807)</b>
<b>III Cash flow from financing activities:</b>				
Repayment of long-term debt	106	(106)	-	(68)
Proceeds from issuance of long term debt	-	-	-	-
Proceeds from issuance of share capital	-	-	-	-
Payment of lease liabilities	(577)	-	(781)	(689)
Net change in other borrowings	(1,697)	(270)	(1,819)	2,776
Others (Specify)	-	-	-	-
<b>Net cash provided (used) by financing activities</b>	<b>(2,168)</b>	<b>(376)</b>	<b>(2,600)</b>	<b>2,019</b>
<b>IV Cash and Cash Equivalents:</b>				
Net increase/(decrease) in cash and cash equivalents	19,541	1,909	23,242	4,002
Cash and cash equivalents at the beginning of the Quarter/ year	16,103	14,194	12,402	7,081
Cash and cash equivalents at the end of the Quarter/year	35,644	16,103	35,644	11,083

### CONDENSED STATEMENT OF CHANGES IN EQUITY AS AT 30 SEPTEMBER 2023

	Share Capital	Share Premium	Retained Earning	Regulatory Reserve	General Provision Reserve	Others	Total
<b>Current Year (2023)</b>							
Balance as at the beginning of the year	37,895	-	(29,121)	-	-	-	8,773
Profit for the period	-	-	1,539	-	-	-	1,539
Other Comprehensive Income	-	-	-	-	-	-	-
Transactions with owners	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-
Regulatory Reserve	-	-	-	-	-	-	-
General Provision Reserve	-	-	-	-	-	-	-
Others	-	-	-	-	-	-	-
<b>Balance as at the end of the current period</b>	<b>37,895</b>	<b>-</b>	<b>(27,582)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>10,312</b>
<b>Previous Year (2022)</b>							
Balance as at the beginning of the year	37,320	-	(30,604)	664	-	-	7,380
Loss for the year	-	-	-	-	-	-	-
Other Comprehensive Income	-	-	818	-	-	-	818
Transactions with owners	575	-	-	-	-	-	575
Dividends Paid	-	-	-	-	-	-	-
Regulatory Reserve	-	-	664	(664)	-	-	-
General Provision Reserve	-	-	-	-	-	-	-
Others	-	-	-	-	-	-	-
<b>Balance as at the end of the previous period</b>	<b>37,895</b>	<b>-</b>	<b>(29,121)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8,773</b>

### MINIMUM DISCLOSURES OF BANK CHARGES AND TARRIFS

Number	Item/Transaction	Charge/Fee
<b>1 Savings Account (TZs)</b>		
	<b>Mkwaja Individual (TZs)</b>	
	(a) Required minimum opening balance	0
	(b) Required minimum operating balance	0
	(c) Monthly Services Fees	1,500
	(d) Interim Statement per page	1,500
	(e) Monthly Services Fees	0
	(f) Withdraw charges over the counter	TZS 1,180 < 5,000,000 , 0.1% > 5,000,000 (but the charge shall not exceed TZS 59,000).
	(g) Interest payable	0
	<b>Mkwaja Legal (TZs)</b>	
	(a) Required minimum opening balance	0
	(b) Required minimum operating balance	0
	(c) Monthly Services Fees	2,000
	(d) Interim Statement per page	1,500
	(e) Monthly Services Fees	0
	(f) Withdraw charges over the counter	TZS 1,180 < 5,000,000 , 0.1% > 5,000,000 (but the charge shall not exceed TZS 59,000).
	(g) Interest payable	0
	<b>Hakika Individual (TZs)</b>	
	(a) Required minimum opening balance	10000
	(b) Monthly Services Fees	N/A
	(c) Interim Statement per page	1,500
	(d) Interest payable	2%
	(e) Balance enquiry	0
	(f) Withdraw charges over the counter	One free withdrawal in a month (any additional withdrawal is subjected to charges as per Mkwaja account withdraw fee)
	<b>Hakika Legal Entity (TZs)</b>	
	(a) Required minimum opening balance	100000
	(b) Monthly Services Fees	N/A
	(c) Interim Statement per page	1,500
	(d) Interest payable	3%
	(e) Balance enquiry	0
	(f) Withdraw charges over the counter	One free withdrawal in a month (any additional withdrawal is subjected to charges as per Mkwaja account withdraw fee)
	<b>Moto (TZs)</b>	
	(a) Required minimum opening balance	10000
	(b) Monthly Services Fees	0
	(c) Interim Statement per page	1,500
	(d) Interest payable	4%
	(e) Balance enquiry	0
	(f) Withdraw charges over the counter	One free withdrawal in a month (any additional withdrawal is subjected to charges as per Mkwaja account withdraw fee)
	<b>2 Mobile banking Charges (TZs)</b>	
	(a) Balance enquiry	100
	(b) Minimum Statement	100
	(c) Full Statement request	0
	(d) Finca Mobile (In Finca Account)	400
	(e) Finca Account to Finca Account Transfer	100
	(f) Finca Mobile (In and Out Finca Account)-Finca Account to	1,000
	<b>3 Loans (TZs)</b>	
	<b>Business Loan - Small</b>	
	(a) Interest	4.83% (PM)
	(b) Loan Processing Fees	3%
	<b>Business Loan - Medium</b>	
	(a) Interest	3.8% (PM)
	(b) Loan Processing Fees	3.0%
	<b>Business Loan - Large</b>	
	(a) Interest	3% (PM)
	(b) Loan Processing Fees	3.0%
	<b>Small Enterprise</b>	
	(a) Interest	3% (PM)
	(b) Loan Processing Fees	3.0%
	<b>Micro Business</b>	
	(a) Interest	6.30% (PM)
	(b) Loan Processing Fees	2.0%
	<b>Lien Loan</b>	
	(a) Interest	24%, 24.5%, 25% (PA) – Depending timing of Interest Payment
	(b) Loan Processing Fees	N/A
	<b>Education provider</b>	
	(a) Interest	4.8% (PM) , 3.8%(PM) & 3% (PM)
	(b) Loan Processing Fees	3.0%
	<b>School fees</b>	
	(a) Interest	3% (PM)
	(b) Loan Processing Fees	1.20%
	<b>Pamoja Loan</b>	
	(a) Interest	6.30% (PM)
	(b) Loan Processing Fees	2.00%
	<b>Social Financial Group</b>	
	(a) Interest	2.00%, or 2.50% or 3.00% Due to guarantee. (PM)
	(b) Loan Processing Fees	1.2% to 1.4%
	<b>Insurance Premium Financing (IPF)</b>	
	(a) Interest	6% to 14% depending on number of months
	(b) Loan Processing Fees	N/A
	<b>Dapa Customer Overdraft</b>	
	(a) Interest	2.5% to 16% depending on number of days and amount
	(b) Loan Processing Fees	N/A
	<b>Songesha Agent overdraft</b>	
	(a) Interest	TZS 28 to 1,000 depending on overdraft amount
	(b) Loan Processing Fees	N/A
	<b>Wezesha Agent Term Loan</b>	
	(a) Interest	4.0% to 10.0% depending on number of days (flat rate)
	(b) Loan Processing Fees	N/A
	<b>Device Financing</b>	
	(a) Interest	1.7% (PA)
	(b) Loan Processing Fees	N/A
	<b>4 Transfer and Agent Services</b>	
	Outward Ties Charges	10,000
	Inward Ties Charges	Free
	<b>Agent Banking withdrawal fee</b>	
	<b>Withdrawal Charges</b>	<b>Customer Fees (VAT EXCLUSIVE)</b>
	Amount	Charges
	1,000 - 19,999	1,000
	20,000 - 49,999	1,102
	50,000 - 99,999	1,441
	100,000 - 149,999	2,542
	150,000 - 299,999	3,390