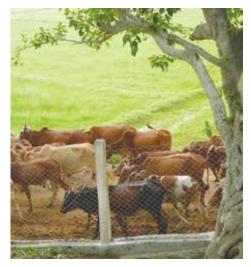


Annual Report 2013

Apna Maal



Apna Gold Loan







Delivering Upstream Performance

www.apnabank.com.pk



On the Cover: The apna bank provides a wide range of products and services to or individual, SME and Agro micro entrepreneur through dynamic personnel.



www.apnabank.com.pk/annual-reports

Many shareholders are now benefiting from more accessible information and helping the environment too. If you haven't already tried it, visit our online Annual Report or just scan the QR code opposite with your smart phone and go direct. You may need to download a QR code reader for your phone. Welcome to apna bank



What CSR-Based Management Means at apnabank



apnabank constantly monitors its Banking activities from a CSR perspective





What's Inside...

Contents

Overview

Our chairman introduces the 2013 annual report and we explain who we are. You will also find a table of the headline figures for 2013 that summarises our performance during the year.

Business review

Our chief executive outlines how we performed as per our strategy to deliver value. We introduce our board and the operating and financial reviews outline of our performance in 2013. We also give an overview of the markets in which we operate and of the risks facing the business and what we are doing to mitigate them.

Governance

We explain why a strong sense of governance and compliance is imperative in every area of our operations.

Financial Statements

Annual General Meeting

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CHAIRMAN'S MESSAGE

Jazzak Allah,

The bank strengthened its position in 2013 and has become a financially stronger bank with a bright future. It has been a year marked by major changes in challenging times.



Apna Microfinance Bank since acquisition in Jan, 2012 by the present Management is now one of the fast growing microfinance providers currently operating at district level in Karachi, playing its due role in the Poverty Reduction Strategy of the Government of Pakistan.



The Bank with a team of professionals and dedicated employees is now poised to extend its operations and outreach to provincial level in near future of course with the express approval of regulators.

I sincerely extend my thanks and gratitude to all our clients for the confidence reposed by them in Apna Microfinance Bank as well as my appreciation and indebtedness to the Directors, Management and the staff for their relentless efforts in the development of the Bank creating strong presence in the comity of Microfinance Banks.

I am also deeply thankful to the State Bank of Pakistan, Securities & Exchange Commission of Pakistan and Karachi Stock Exchange for their continued support and guidance.

Mian M. A. Shahid Chairman

About AMBL



Apna Microfinance Bank is managed by group of highly experienced bankers. We are committed providing specialized financial services to the less privileged and marginaly poor. We Support economic empowerment of WOMEN & micro-entrepreneurs in the Agri and Micro enterprises in rural areas of Pakistan. It is presently licensed by the State Bank of Pakistan under the Microfinance Ordinance 2001 to operate its operation in Karachi District; however the Bank intends to expand its operation nation-wide after completing the necessary regulatory requirements.

Our main focus is to provide personalized services to the poor segment of the society through our dedicated products aimed at changing their life-style by entering them in micro-entrepreneurship at a lowest mark-up rate in the market.

We aim to arrange capacity building of under served masses by improving attitudes, skill, knowledge and ability to initiate and manage economically viable projects.

We aim to provide finances, advances and other credit facilities for the development of agriculture and rural market sector including production, marketing and house finance facilities.

To mobilize savings by accepting deposits in savings and other specialized deposit products.

We aim to combine the knowledge base with the modern management

methodology, latest technology, sophisticated financial instruments, universal micro-banking concepts and current corporate sciences.

We aim to create and perpetuate a culture of balanced approach for the development of market related competitive and innovative financial services. Introducing a culture of innovation and excellence with a view to find acceptable solutions to real and conceived impediments for promoting a true microfinancial regime.



'SELF RELIANCE THROUGH SELF GENERATION'

To strive and play our role in eradicating poverty by providing them with opportunities to make their lives better on sustainable long term basis, through vision, prioritization, inculcating a sense of participation, and justified use of available resources; and providing required & justified financial assistance.

MISSION

Alleviating the poverty by providing financial services and professional advice, which has a lasting positive impact on our customers' standard of living, their financial sustainability and growth in their income generation.

CORE VALUES

apna Bank is aimed to inculcate a nurturing and invigorating corporate culture based on providing a safe and healthy professional environment, where the employees are valued, respected, and are able to deliver their full potential.

The Bank expects its staff to be honest, truthful, straightforward, committed, and dedicated to their work and discharge their duties in a highly professional manner.

The following will be the core values of the Bank, which it will endeavor to, pursue in the achievement of its short and long term goals/ objectives.

Service

We care for our valued customer

Creativity

We are Creative, Innovative, and Quality conscious

Honesty

We are Honest, Integrated, and Trustworthy

Growth

We provide equal opportunity and growth

Transparency

We are responsible and law abiding in all that we do

Reciprocity

We believe in building a top notch professional team



BANKS' PHILOSOPHY

"It is far better to help a poor person by teaching him how to catch a fish instead of buying him a fish."

"ALLAH HELPS THOSE WHO HELP THEMSELVE"

Microfinance will not only pose a significant impact on the overall poverty scenario but it will certainly change the life of the Micro Entrepreneurs.

BOARD OF DIRECTORS



Mian M. A. Shahid

Chairman



Mohammad Azam Cheema

Director



Qamar-uz-Zaman

Director



Shahida Bilquis

Director



Imad Mohammad Tahir

Director



Muhammad Saleem Shaikh President / Chief Executive Officer



Muhammad Farooq Abid Tung Director

PRESIDENT/ CEO'S MESSAGE





Dear Shareholders,

The year 2013 has been eventful for the Bank. The bank in pursuit of its mission continued to play an effective role in Poverty Alleviation by extending banking facilities to the under privileged and low income group of the society.

The Bank under the able guidance and meaningful support of the Board of Directors was able to build a strong deposit base and at the same time register sizeable growth in the quantum of Loan disbursed indicating dominance in the outreach.

The bank is now striving to extend its presence in the whole of Sindh Province for which it has already complied with the equity requirement and is hopeful to receive the requisite approval from the regulators.

In order to provide customized Banking services at the door step of our micro customers, a good number of our staff members have been trained in "Microfinance Grass Root Level Training Program" through NIBAF operating under umbrella of State Bank of Pakistan.

The Bank has upgraded its IT infrastructure with the prime objective to meet the Micro Business targets of the Bank in quality, speed of execution and scalability. It has developed an experienced IT force capable of meeting all challenges of the Bank.

I am deeply thankful to my team and entire staff for their untiring efforts in the achievement of milestone and goals set forth, transforming Apna Microfinance into a fast growing bank among its peers. My sincere gratitude goes to State Bank of Pakistan, Security & Exchange Commission of Pakistan and Karachi Stock Exchange for their continued support and guidance.

Muhammad Saleem Shaikh President / CEO



THE MANAGEMENT





Left to Right:

Front:

Mr. Muhammad Farooq Abid Tung, Mr. Muhammad Saleem Shaikh, Mr. Tahir Saeed Effendi

Back:

Mr. Sharique Umer Farooqi, Mr. Rafat Abbas, Mr. Imtiaz Hussain Mughal, Mr. Syed Hamid Rizvi, Mr. Abdul Rasheed Khan Mr. Ikhlaq Ahmed Khan, Mr. Saleem Memon

Meetings







CORPORATE INFORMATION

Board of Directors

Chairman Directors Mian M. A. Shahid Mr. Mohammad Azam Cheema Ms. Shahida Bilquis Mr. Qamar-uz-Zaman Mr. Muhammad Farooq Abid Tung Mr. Muhammad Saleem Shaikh Mr. Imad Mohammad Tahir

President / Chief Executive Officer

Company Secretary

Chief Financial Officer

Mr. Tahir Saeed Effendi

Mr. Qamar-uz-Zaman

Ms. Shahida Bilquis

Audit Committee of the Board

Chairman Members

Secretary

Executive Committee of the Board

Chairman Members

Member/Secretary

Risk Management Committee of the Board

Chairman Members Mian M. A. Shahid Mr. Muhammad Azam Cheema Mr. Qamar-uz-Zaman Mr. Muhammad Saleem Shaikh Mr. Muhammad Farooq Abid Tung

Mr. Muhammad Azam Cheema Mr. Muhammad Farooq Abid Tung Ms. Shahida Bilquis Mr. Muhammad Saleem Shaikh Mr. Imad Mohammad Tahir Head Risk Management

Member/Secretary



CORPORATE INFORMATION Continued

Human Resource & Remuneration **Committee of the Board**

Chairman Members	Mr. Muhammad Farooq Abid Tung Mr. M. A. Shahid Ms. Shahida Bilquis Mr. Muhammad Azam Cheema Mr. Qamar uz Zaman Mr. Muhammad Saleem Shaikh Head HR
Member/ Secretary	
Auditors	Riaz Ahmed & Co. Chartered Accountant
Tax/ Legal Advisor	Ernst & Young Ford Rhodes Sidat Hyder Agha Law Associates
Bankers	KASB Bank Ltd Tameer Microfinance Bank Ltd Summit Bank Ltd
Registered & Head Office	K-4/3 & 4/4 Ch. Khaliq-uz- Zaman Road, Gizri Karachi. PABX Tel: +92 21 35865352-55 Fax: +92 21 35865017 Website: www.apnabank.com.pk
Share Registrar	Technology Trade (Pvt.) Ltd. Dagia House, 241-C, Block-2, P.E.C.H.S. Off. Shahrah-e-Quaideen, Karachi. Phone: 021-34391316 -17 Fax: 021-34391318



BRANCHES INFORMATION

Model Branch Gizri

K-4/3 & 4/4, Ch. Khaliq-uz- Zaman Road, Gizri Karachi. Tel: 021-35865021-24

Shahrah-e-Faisal, Branch

2, Arika 80's 25-B, S.M.C.H.S., Shahrah-e-Faisa Karachi Tel: 021-34324656-59

I.I Chundrigar Branch

1. Ground Floor, Sheet RY-9, Servey No. 11/9/A Railway, Quarter I.I Chundrigar Road, Karachi. Tel: 021-32623667-68-69-70

Bhens Colony Branch

42/B Commercial Area, Road No. 8 Bhens Colony, Karachi. Tel: 021-35081281-82-85.

Napier Road Branch

NPR 8/1 Napier Road, Juna Market, Karachi. Tel: 021-32527041-44

Korangi Industrial Area Branch

Korangi Industrial Area,Karachi. Tel: 021-35013400-02

Liaquat Market, Malir Branch

106-108, Liaquat Market Malir Colony Karachi. Tel: 021-34113781-83

Mehamoodabad Branch

169 Sheet No., M.A.C Mehmoodabad No. 2, Jamshed Town, Karachi. Tel: 021-35319240-41-42

Shah Faisal Colony Branch

H-26/4, Shah Faisal Colony No. 4 Karachi. Tel: 021-34601749-50

North Karachi Branch

LS-8, Street 11-K, North Karachi, Karachi. Tel: 021-36961067-68-71

Orangi Town Branch

LS-5 Sector 1/A, Street No. 9, Qazfi Chowk, Orangi Town Karachi. Tel: 021-36652095-103



HOW WE PERFORMED





PRODUCTS

EXISTING PRODUCTS

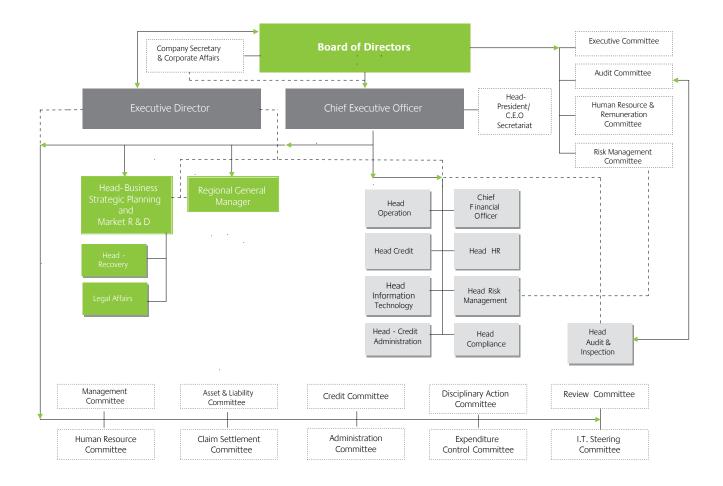
Presently, below mentioned product are available, to our customers. Response of the general public towards our products is excellent. Up till now around 11,700 clients availed financing facilities from our bank amounting to Rs. 615 million. The current portfolio of our Bank is 382 million with 9,500 clients.

PRODUCTS

Apna Hunner	
Apna Sawari	Composite Insurance Apna Microfinance Bank will be distinguished
Apna Maal	among other banks through providing composite Insurance to all its borrowers and depositors with another distinction to insure their loans
Apna Karobar	in addition to their livestocks.
Apna Ghar	Main Features of the Loans: Loan Amount Rs. 10,000 to 500,000
Apna Group	Repayment Period 1 Month to 3 Years
Apna Tube-Well	Repayment Monthly or as agreed with the customer Markup payable at Minimum Markup Rate
Apna Bijli Ghar	Loan Sanctioning Requirements:
Apna Tractor	CNIC copy with 2 Photos Copies of latest utility Bills
Apna Gold	Two Personal guarantee from reputed account holders
Apna Farm	Facilities: ATM Card (optional)
Apna Beej Apni Khaad	Full range of Banking Services Imbedded Life & Assets Insurance Cover
Apna Pani	Minimum Ioan processing time
Apna Mustaqbil	
Apna Paisa Apnay Pass	
Apna Karobar (Enterprise)	
Apna Farm (Enterprise)	

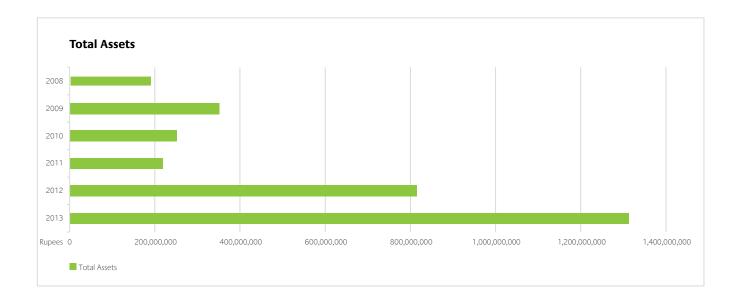


Organogram



KEY FINANCIAL AND OPERATIONAL DATA AT A GLANCE

	2013 Rupees	(Re-stated) 2012 Rupees	2011 Rupees	2010 Rupees	2009 Rupees	2008 Rupees
Financial Data						
Total Assets	1,313,382,730	814,817,866	219,406,764	251,858,520	351,410,595	193,118,316
Advances and Micro leases- net of Provisions	319,016,883	121,788,004	2,916,117	49,400,681	87,892,252	62,891,194
Borrowings	-	-	-	-	-	-
Deposits	762,025,569	468,024,864	11,428,169	29,026,551	110,905,847	101,255,112
Share Capital	300,000,000	300,000,000	300,000,000	300,000,000	300,000,000	150,000,000
Share Deposit money	403,300,000	153,000,000	-	-	-	-
Accumulated Loss	(196,880,895)	(143,559,503)	(92,244,880)	(79,926,144)	(61,462,696)	(61,650,237)
Operating Data						
Mark-up / return / interest earned	139,325,686	50,188,635	33,342,367	48,870,597	49,855,431	29,822,541
Mark-up / return / interest expensed	52,354,812	16,771,663	967,339	3,563,414	4,409,739	4,483,783
Pre-Operating and preliminary expenses	-	-	-	-	-	-
Administrative expenses	124,559,804	84,753,436	38,699,931	50,496,759	45,137,615	38,289,291
Profit / (Loss) before taxation	(52,120,573)	(48,812,737)	(13,985,312)	(17,968,250)	510,218	(15,970,648)
Profit / (Loss) after taxation	(53,321,392)	(49,314,623)	(14,318,736)	(18,463,448)	250,055	(15,934,443)
EPS	(1.78)	(1.64)	(0.48)	(0.62)	0.01	(1.06)



DIRECTORS' REPORT

On behalf of the Board of Directors, I am pleased to present the audited Financial Statements of the Bank for the year ended December 31, 2013.

Operational and Financial Review

It is pleasing to inform that the bank has shown all round growth in all areas of operations. The assets have crossed the one billion mark with increase of 64% rising from PKR 815 million in 2012 to PKR 1,313 million as on December 31, 2013. There is a growth of 162% in Advances, 63% in Deposits and 44% increase in Liquid Assets in comparison to last year's figures.

The after tax Profit & Loss account of the bank has also shown improvement, inspite of increase in administrative costs from PKR 84.75 million last year to PKR 124.56 million in current year showing a rise of PKR 43 million i.e. 51% over last year due to increase in number of branches from 6 to 11 and number of employees from 150 to 209, the loss after tax has increased by PKR 4 million only over the last year.

The Bank posted a loss before taxes of PKR 52.12 million during the year ended 2013 as compared to a loss of PKR 48.81 million in the corresponding period last year. The increase in losses during the period was mainly due to increase in provisions for bad & doubtful loans by PKR 31 million, since the new management has undertaken restructuring of the Bank in order to gear up the Bank for national level operations and make the Bank a viable institution, the overall Human Resource Cost of the Bank has increased by PKR 43.37 million.

Furthermore, the loss per share for the year ended December 31, 2013 is PKR1.78 as compared to PKR 1.64 in 2012.

During the year 2013, different committees were reconstituted, TORs and Bank policies revised to meet the bank requirements and to comply with the SBP Regulations. Furthermore, professional people were hired to bring efficiency in the Internal Control over system & procedures.

As per Bank's plan to increase lending in the year 2013 and as expected, the advances portfolio has shown a healthy growth and has increased to PKR 316.83 million in comparison to December 31, 2012 figure of PKR 121.79 million registering a rise of 162%. The bank's liquidity profile remains strong at PKR 858.67 million in liquid assets which is approximately 65.3% of our Total Assets.

Future Outlook

The Bank plans to enhance its capital to PKR1 billion and acquire a National Level License from the State Bank of Pakistan, which would enable the Bank to expand its operations to National Level, and build the Bank's image as a commercially viable Microfinance Bank. As a first step to acquiring the National License from the State Bank of Pakistan, on February 6th, 2014 the Bank held its Extra Ordinary General Meeting wherein Issue of Right Shares in ratio of 8:3 @ discount of 50% of Par value was approved. During the year request to SBP has been made to open four more branches in Karachi and 12 branches in interior Sindh. We are expecting that license for provincial level bank will be obtained after the successful issue of right shares thereby increasing the Equity to over PKR 500 million, meeting the SBP requirement for provincial level Bank license. Furthermore, the bank has renovated and relocated its existing branches to more appropriate locations to enhance the business and serve people at their door step. The increase in branches has resulted in awareness about Apna Microfinance Bank and now the Bank is well known in the community and sector.

During the period under review, the Bank received PKR 9.020 million from SBP against the grant approved for PKR 36.081 million under Institutional Strengthening Fund (ISF) for advancement of Banking Software & Human Resource Development.

Credit Rating

The Pakistan Credit Rating Agency (Pvt) Ltd. has maintained the long term and short term ratings for the Bank to "BBB" (Triple B) and "A3" (A Three) respectively, with, a "Positive future Outlook ". The ratings denote an adequate capacity for timely payment of financial commitments.

Corporate Governance

As required under the Code of Corporate Governance, the Board of Directors states that:

- The Financial Statement has been prepared by the management of the Bank and presents fairly the state of affairs of the bank, the results of its operations, cash flow statement and statements of changes in equity.
- Proper books of accounts of the bank have been maintained.
- Accounting policies as stated in the notes to the accounts have been consistently applied Preparation of the financial statements and accounting estimates are based on reasonable and prudent judgment.

DIRECTORS' REPORT

- International Accounting Standards, as applied in Pakistan have been followed in preparation of the financial statements.
- The system of internal control is sound in design and has been effectively implemented and monitored.
- There is no doubt about the ability of the Bank to continue as a going concern.
- No payment has remained outstanding on account of any taxes, duties, levies and charges.

Employees Benefit Scheme

The bank operates a funded provident fund scheme covering all its permanent employees. The un-audited balance of the fund as at December 31, 2013 is PKR 6.948 million (2012: PKR 6.112 million).

Transfer Pricing

All transactions with related parties undertaken during the financial year were at arms length price using comparable controlled price method, as admissible in the best interest of the Bank.

Audit Observations

The external auditors have modified their report with the following audit qualifications / matter of emphasis;

Qualifications

- a. the Bank provided one hundred sixty two (162) rickshaw advances under Apni Sawari portfolio to various customers aggregating to outstanding principal amount of Rupees 18.524 million (net of provision as per Prudential Regulations) included in total advances (Note 10) as at 31 December 2013. This forms a part of total four hundred and thirty (430) rickshaw advances in this portfolio. Owing to certain irregularities involved in the purchase process, the Bank could not get these 162 rickshaws registered in its name as collateral which raises significant doubts on the utilization and recoverability of such advances. The Bank also filed complaint with the police against the responsible persons regarding this matter. However, the management of the Bank has not carried out any assessment of loss arising out of this matter and has not determined and accounted for the resultant provision against the aforesaid principal amount. Further, communication of these irregularities with the State Bank of Pakistan as required under Circular BPD 17 dated 11 June 2003 was not made available to us.
- b. the Bank incurred fixed capital expenditure of Rupees 16.631 million (Note 11.1) during the current and previous years on renovation of office at Lahore, obtained on rent in view of its planned expansion to national level operations. However, the Bank could not obtain license of national level operations so far. Further, no rent has been paid in respect of aforesaid office since July 2013. Despite these indicators, the management of the Bank has not determined and accounted for impairment loss on such fixed capital expenditure.
- c. the inter-branch current account balance (Note 12) includes an unidentified amount of Rupees 3.528 million as at 31 December 2013. The management of the Bank has not reconciled and adjusted the aforesaid amount in the enclosed financial statements.

Matter of emphasis

We draw attention to Note 1.2 of the financial statement which states that, as at the reporting date, the Bank does not comply with the minimum capital requirement of Rupees 300 million set by Prudential Regulations for Microfinance Banks issued by State Bank of Pakistan. However, due to receipt of share deposit money of Rupees 403.300 million, that will be converted to paid-up capital through proposed right issue, and other plans mentioned in the aforesaid note, the management is confident to meet the minimum capital requirement for its planned level of operations in the foreseeable future.

Auditors

Our auditors M/s. Riaz Ahmad & Company Chartered Accountants being eligible to carryout audit of the Bank have provided their consent for re-appointment as Auditors of the Bank. The Board recommended their appointment for the year ending December 31, 2014.

Pattern of Shareholding

The pattern of shareholding is annexed to the annual report.

DIRECTORS' REPORT

Acknowledgement

We would like to take this opportunity to thank our valued clients, shareholders and other stakeholders for their patronage and confidence and our management and employees for their dedication and hard work.

We would also like to express our gratitude to the State Bank of Pakistan, the Securities and Exchange Commission of Pakistan and the Karachi Stock Exchange for their continued guidance and support.

Karachi: March 1st, 2014

On behalf of the Board

Muhammad Saleem Shaikh

President and CEO



STATEMENT SHOWING ATTENDANCE OF BOARD MEETINGS

From January 1, 2013 to December 31, 2013

Eight (8) Board meetings were held during the year 2013 and attended as follows:

Name of Directors	Meetings Due	Meetings Attended
Mr. Jamshed Iqbal Cheema (Resigned on February 20, 2013)	1	0
Mr. Muhammad Azam Cheema	8	6
Mian M. A. Shahid	8	8
Mr. Qamar uz Zaman	8	5
Mr. Shoaib Ahmed Butt (Retired as on June 18, 2013)	5	5
Ms. Shahida Bilquis	8	6
Mr. Ejaz Ahmed Khan (Resigned on April 27, 2013)	3	3
Mr. Muhammad Saleem Shaikh (Appointed on June 5, 2013)	4	4

STATEMENT SHOWING ATTENDANCE OF BOARD'S AUDIT COMMITTEE MEETINGS

From January 1, 2013 to December 31, 2013

Four (4) Board Audit Committee meeting were held during the year 2013 and attended as follows:

Name of Directors	Meetings Due	Meetings Attended
Mr. Shoaib Ahmad Butt	2	2
Mr. Qamar uz Zaman	4	4
Ms. Shahida Bilquis	4	3

ETHICS AND BUSINESS PRACTICES

All employees of Apna Microfinance Bank Limited, hereafter called AMBL, are required to follow a Code of Ethics and Business Practices in all areas of professional conduct. They must abide by the following:

Laws and Rules

- All the employees are required to comply with all the laws, rules and regulations governing AMBL, including the Bank's policies, procedures and standards, the State Bank of Pakistan and the Security and Exchange Commission of Pakistan's regulations applicable to the Bank.
- All employees must function with integrity within the scope of their authorities and follow directives given by the person(s) under whose jurisdiction they are deputed with complete honesty.
- Core value of 'Integrity' must be promoted by upholding fairness, equality and respect for all team members. Discrimination, harassment of all types, intimidation and other negative practices are strictly prohibited.
- Harassment includes any unwanted, immoral act or attitude, including abuse of authority, creating a hostile environment and retaliation to non compliance with unethical demands, which is demeaning or detrimental to work performance or the career of any employee in any capacity.
- Adherence to designated time schedules is imperative. The Bank is entitled to take disciplinary action in case of unauthorised absences.
- No employee shall indulge in any political activity, including forming or joining a political, ethnic or linguistic association; get elected to a legislative body, in Pakistan or elsewhere, or indulge in any activity detrimental to the ideology of Pakistan.
- All full-time employees must devote their entire business day to their work; avoid any outside activity that interferes with their judgment in the best interest of the Bank and its clients. The Human Resource & Recruitment Department must be informed in case an employee:
- Holds an outside directorship; carries on business activity outside; holds majority shares/interest in a public or private business; takes direct advantage of securities of a public listed company, or serves as a client's personal representative.
- No employee shall bring political or other outside pressure/ influence to bear on the authorities/superior officers or use the media with intent to induce them to act in a manner inconsistent with rules in any matter relating to the Bank.
- Employees are prohibited from any engagement outside the Bank without prior approval from the Human Resource & Recruitment Department. Employees with financial or other interest in any family business must declare in advance by writing and seek no objection.
- Employees shall not borrow from or lend personal funds or property to any Client or Vendor who has a relationship with the Bank except on market terms and conditions from financial institutions. Borrowing or lending in personal capacity within the Bank is prohibited.
- Employees shall be alert and vigilant with respect to frauds, thefts or significant illegal activity committed within the office, reporting them immediately in writing to higher authority for appropriate action to be taken. Employment or Internship Certificates can only be issued by the Human Resource & Recruitment Department. Receipts of funds can only be issued on prescribed forms.
- Disciplinary action may be taken in case of misconduct or unsatisfactory performance including breach of above mentioned rules; willful insubordination; breach of confidential material; use of drugs or alcohol; falsification of documents; violation of safety/health rules; insider trading; parallel banking; money laundering and any act detrimental to the Bank's business.

Workplace Environment

- The Bank is committed to creating and maintaining a working, learning and customer care environment, which is free from violence and has zero tolerance for violence against any employee or its property.
- Employees are not allowed to play practical jokes or pranks on each other, indulge in horseplay, or share immoral jokes with other employees or the outside world, through Apna bank email server, computer or cell phones.
- Employees are prohibited to use, exchange, or sell intoxicants or drugs in the work place or come to work under their influence.
- Employees are required to maintain proper dress code, appear well groomed and presentable at all the time. Livery staff should be in their proper uniform. High standards of behavior and tidy work areas are to be maintained at all times.

ETHICS AND BUSINESS PRACTICES

Continued

Responsibilities towards Employer (AMBL)

- Employees must raise concerns and suspicions, in confidence, about any actual or potential illegal activity or misconduct according to the process in Whistle Blowing Policy and the Anti Harassment Policy. Failure to do so will result in employee being deemed a party to the irregularity.
- Guidance must be sought from the relevant department in case any employee receives any demand or request for information from outside party including law enforcement agencies.
- Every employee must protect the Bank's assets, physical and intellectual, and adhere to its Email and Internet Usage Policy and Acceptable Use Policy.
- Employees must maintain all records accurately and are prohibited from making any false or misleading entries, forging or tampering with signatures to compromise the integrity of the Bank's record.
- Employees are required to identify all conflicts of interest and declare them immediately, including all matters expected to interfere with their duty to the Bank or ability to make unbiased and objective recommendations.

Information Management

- All employees shall regard as strictly confidential any information concerning the business of the Bank which is not intended to be made public unless required to do so under the law, consulting the Human Resource & Recruitment Department in case of ambiguity about a required disclosure. Confidential information must only be shared with employees on a need to know basis consistent with their job assignment as set out in Information Security and Governance Policies.
- All customers' related information should be kept secret, used for intended purpose only and any further use should be allowed only after prior consent of the concerned customer.
- Employees should protect the privacy and confidentiality of personnel records, not sharing them inside or outside the Bank except after approval by Human Resource & Recruitment Department.
- Employees should not use Bank's facilities to access, download or distribute personal or social information, including any material that may pose reputational risk to the Bank. Secrecy of passwords must be maintained to prevent unauthorized access to Bank's systems. Personal use of internet and email is deemed inappropriate in the workplace. Private telephone conversations must be kept to a minimum during office hours.
- Only officially designated spokesperson, as provided under the Bank's Media Policy, may provide comments about the Bank to the media.

Relationship with and Responsibilities to Customers, Prospects and other External Constituencies

- Employees must always act fairly, equitably and objectively with all customers, prospects, suppliers and other external constituencies. Highest degree of integrity, honesty and loyalty towards the interest of the Bank, its customers and regulators is a must.
- Employees are not authorized to accept or agree to accept any gifts or conveyance of anything of value from any current or prospective Apna bank customer or vendor or any person who has a business relationship with the Bank with exception of the following
- Gifts that relate to commonly recognized events or occasions such as a promotion, new job, wedding, retirement etc. provided those gifts are of reasonable value.
- Gifts from a person who has a business relationship with the Bank, provided the acceptance is based on relationship existing independent of the business of the Bank and reported to the Human Resource & Recruitment Department.
- Benefits available to the general public e.g. advertising or promotional materials, and discount or rebates on merchandise or services
- Civic, charitable, educational or religious organizational awards for recognition of service or accomplishment.

ETHICS AND BUSINESS PRACTICES

Other Key Legal/Compliance Rules and Issues

- Employees are strictly prohibited to engage in insider trading, buying or selling Bank's common stocks or otherwise benefitting from sharing inside information, whether obtained through workplace or outside sources.
- AMBL fully supports the intended drive against serious crime and is committed to assisting the authorities to identify money laundering transactions and where appropriate to confiscate the proceeds of crime. Employees must follow the Anti Money Laundering Policy and Procedures.
- Violation of any of the clauses of this 'Code of Ethics' by any employee, may lead to disciplinary proceedings culminating in punishment as per merits of the case.

Chairman

Date: March 1, 2014 Karachi

STATEMNET OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

For the year ended 31 December 2013

Name of company: Apna Microfinance Bank Limited.

Year ending: December 31, 2013.

This statement is being presented to comply with the Code of Corporate Governance (CCG) contained in Regulation no. 35 of the listing Regulations of the Karachi Stock Exchange Limited for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Bank has applied the principles contained in the CCG in the following manner:

1. The Bank encourages representation of independent non-executive directors and directors representing minority interests on its Board of Directors. At present the Board includes:

Names	Category
Mian M. A. Shahid	Chairman/ Non- executive director
Mr. Mohammad Azam Cheema	Non- executive director
Mr. Qamar- uz- Zaman	Non- executive director
Mr. Imad Mohammad Tahir	Non- executive director (Independent)
Mr. Muhammad Farooq Abid Tung	Executive director
Ms. Shahida Bilquis	Non- executive director (Independent)
Mr. Muhammad Saleem Shaikh	President & CEO/ Executive director

The independent directors meet the criteria of independence under clause I (b) of the CCG.

- 2. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Bank. (excluding the listed subsidiaries of listed holding companies where applicable).
- 3. All the resident directors of the Bank are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, DFI or NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. The casual vacancies occurred in the Board during the current year were duly filled on the recommendation of the Board and clearance of the State Bank of Pakistan was obtained before attending the Board meeting.
- 5. The Bank has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Bank along with its supporting policies and procedures.
- 6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Bank. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive Directors have been taken by the Board/Shareholders. The CEO is working on contract basis.
- 8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the board for this purpose and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. Directors are well conversant with the listing regulations, legal requirement and operational imperatives of the Bank, and as such are fully aware of their duties and responsibilities. The Board arranged training programs for its directors during the year; Mian M. A. Shahid and Mr. Qamar uz Zaman attended the training programs.

STATEMNET OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

For the year ended 31 December 2013

- 10. The board has approved appointment of Chief Financial Officer and Head of Internal Audit, including their remuneration and terms and conditions of employments.
- 11. The Directors' report for this year has been prepared in compliance with the requirements of the CCG and fully describes the salient matters required to be disclosed.
- 12. The financial statements of the Bank were duly endorsed by CEO and CFO before approval of the Board.
- 13. The directors, CEO and executives do not hold any interest in the shares of the Bank, other than that disclosed in the pattern of shareholding.
- 14. The Bank has complied with all the corporate and financial reporting requirements of the CCG.
- 15. The Board has formed Human Resource and Remuneration Committee comprising of non-executive directors and the duties have been assigned as per Code.
- 16. The Board has formed an audit committee. It comprises of three members, who are non-executive directors including the chairman of the committee. The Chairman of the Committee is not an independent director and will be changed on next election to bring the composition of Audit Committee in line with the requirements of the Code.
- 17. The meetings of the audit committee were held at least once every quarter prior to approval of the interim and final results of the Bank and as required by the CCG. The terms of reference of the committee have been formed and advised to the committee for compliance.
- 18. The Board has set up an effective internal audit function with suitably qualified and experienced professionals well conversant with the policies and procedures of the Bank.
- 19. The statutory auditors of the Bank have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan (ICAP), that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Bank and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan.
- 20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 21. The 'closed period', prior to the announcement of interim/final results and business decisions which may materially affect the market price of Company's securities, was determined and intimated to directors, employees and Karachi Stock Exchange Limited.
- 22. Material/ price sensitive information has been disseminated among all market participants at once through Karachi Stock Exchange Ltd.
- 23. We confirm that all other material principles enshrined in the CCG have been complied.

For Apna Microfinance Bank Ltd.

Chairman

Date: March 1, 2014 Karachi

REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES OF THE CODE OF CORPORATE GOVERNANCE

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance ("the Code") prepared by the Board of Directors of APNA MICROFINANCE BANK LIMITED ("the Bank") for the year ended 31 December 2013 to comply with the requirements of Listing Regulation No. 35 of Karachi Stock Exchange Limited where the Bank is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Bank. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Bank's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Bank's personnel and review of various documents prepared by the Bank to comply with the Code.

As a part of our audit of the financial statements, we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Bank's corporate governance procedures and risks.

The Code requires the Bank to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of approval of related party transactions by the Board of Directors upon recommendations of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

The Head of Internal Audit of the Bank does not meet the qualification criteria prescribed by clause xiv of the Code.

Based on our review, except for the matter described in the preceding paragraph, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Bank's compliance, in all material respects, with the best practices contained in the Code as applicable to the Bank for the year ended 31 December 2013.

RIAZ AHMAD & COMPANY

Chartered Accountants

Name of the engagement partner: Muhammad Kamran Nasir

Date: March 1, 2014 Karachi

PATTERN OF SHAREHOLDING As at 31 December 2013

- 1. Incorporation Number 0045352
- 2. Name of the Company APNA MICRO FINANCE BANK LTD.
- 3. Pattern of holding of the shares held by the shareholders as at 31-DEC-13

No. of Share Holders	Shareholdings		Total Shares Held
181	Shareholding From 1	To 100	1,614
78	Shareholding From 101	To 500	31,550
35	Shareholding From 501	To 1000	32,975
41	Shareholding From 1001	To 5000	119,899
7	Shareholding From 5001	To 10000	53,401
8	Shareholding From 10001	To 100000	232,616
3	Shareholding From 100001	To 1000000	1,040,621
2	Shareholding From 1000001	To 2000000	2,241,242
2	Shareholding From 2000001	To 3000000	5,016,538
1	Shareholding From 3000001	To 4000000	3,276,255
3	Shareholding From 5000001	To 6000000	17,953,289
361			30,000,000

CATEGORIES OF SHAREHOLDERS As at 31 December 2013

Categories of Shareholders	Shares Held	Percentage %
Insurance Companies		
The United Insurance Company Of Pakistan	2,902,765	
The United Insurance Company Of Pak.ltd.	1,185,200	
Sub-Totals:	4,087,965	13.63%

Directors, Chief Executive Officer And Their Spouse and Minor Children				
Mian M. A. Shahid	5,998,445			
Muhammad Azam Cheema	5,977,422			
Jamshed Iqbal	5,977,422			
Qamar Uz Zaman	3,276,255			
Shoaib Ahmad Butt	1,056,042			
Shahida Bilquis	2,113,773			
Sub-Totals:	24,399,359	81.33%		

associated companies, undertaking and related parties				
Sub-Tota	als: O	0.00%		
Others				
Ace Securities (Pvt.) Limited	5,900			
Karachi Stock Exchange Limited	59			
Fair Edge Securities (Private) Limited	1,000			
Darson Securities (Pvt) Limited	5,000			
First National Equities Limited	1			
Zhv Securities (Pvt) Limited	402			
A.i. Securities (Private) Limited	4,002			
Black Stone Equities (Private) Limited	40,000			
Time Securities (Pvt.) Ltd.	114			
Sub-Tota	als: 56,478	0.19%		

Individual		
Local - Individuals	1,456,198	
Sub-Totals:	1,456,198	4.85%
G-Totals:	30,000,000	100.00%

LIST OF CDC BENEFICIAL OWNERS HOLDING SHARES 5.00% AND ABOVE

For the year ended 31 December 2013

Serial Number	CDC Folio Number	Name, Father/Husband Name & Address of Share Holder(s)	Namer of Shares
1	CDC-05264-036702C	Mian M. A. Shahid S/O CHAUDHRY MUHAMMAD RASHID 70-E, MODEL TOWN, LAHORE 352001-435460-5	5,998,445
2	CDC-03525-079255IIA	MUHAMMAD AZAM CHEEMA S/O MUHAMMAD KHAN AURIGA GROUP, 33 KM MULTAN ROAD LAHORE 35202-5821322-5	5,977,422
3	CDC-0325-0792556IIA	JAMSHED IQBAL CHEEMA S/O MUHAMMAD HAJI 33 KM, MULTAN ROAD, AURIGA GROUP LAHORE 35202-8012845-3	5,977,422
4	CDC-03525-079285IIA	QAMAR UZ MAMAN S/O MAHR MUHAMMAD ASHRAF 484-Z, PAHSE III DHA LAHORE. 33100-1006566-9	3,276,255
5	CDC-03277-057265CIA	THE UNITED INSURANCE COMPANY OF PAKISTAN LIMITE SUIT NO. 204, 2ND FLOOR, MADINA CITY MALL ABDULL HAROON ROAD KARACHI.	, ,
6	CDC-03525-079254IIA	SHAHIDA BILQUIS D/O MUHAMMAD SAEED AKHTAR 128-E-II, MODEL TOWN LAHORE 35202-3026464-8	2,113,773
7	CDC-03525-079249IIA	SHOAIB AHMMAD BUTT S/O MUHAMMAD HASSAN BUTT 51 E II, JOHAR TOWN LAHORE	1,056,042
		Total Sha	ares 28,487,324

FINANCIAL STATEMENTS

or the year ended December 31, 2013

AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of **APNA MICROFINANCE BANK LIMITED ("the Bank")** as at 31 December 2013, and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Bank's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984 and the Microfinance Institutions Ordinance, 2001. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- (a) the Bank provided one hundred sixty two (162) rickshaw advances under Apni Sawari portfolio to various customers aggregating to outstanding principal amount of Rupees 18.524 million (net of provision as per Prudential Regulations) included in total advances (Note 10) as at 31 December 2013. This forms part of total four hundred thirty (430) rickshaw advances in this portfolio. Owing to certain irregularities involved in the purchase process, the Bank could not get these 162 rickshaws registered in its name as collateral which raises significant doubts on the utilization and recoverability of such advances. The Bank also filed complaint with police against the responsible persons regarding this matter. However, the management of the Bank has not carried out any assessment of loss arising out of this matter and has not determined and accounted for the resultant provision against the aforesaid principal amount. Further, communication of these irregularities with the State Bank of Pakistan as required under Circular BPD 17 dated 11 June 2003 was not made available to us.
- (b) the Bank incurred fixed capital expenditure of Rupees 16.631 million (Note 11.1) during the current and previous years on renovation of office at Lahore, obtained on rent in view of its planned expansion to national level operations. However, the Bank could not obtain license of national level operations so far. Further, no rent has been paid in respect of aforesaid office since July 2013. Despite these indicators, the management of the Bank has not determined and accounted for impairment loss on such fixed capital expenditure.
- (c) the inter-branch current account balance (Note 12) includes an unidentified amount of Rupees 3.528 million as at 31 December 2013. The management of the Bank has not reconciled and adjusted the aforesaid amount in the enclosed financial statements.

Except for the effects of adjustments, if any, as might have been determined to be necessary, had we been able to satisfy ourselves in respect of the matters stated in the preceding paragraphs (a), (b) and (c) we report that:

- (d) in our opinion, proper books of account have been kept by the Bank as required by the Companies Ordinance, 1984 and the Microfinance Institutions Ordinance, 2001;
- (e) in our opinion:
 - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with Companies Ordinance, 1984 and the Microfinance Institutions Ordinance, 2001 and are in agreement with the books of account and are further in accordance with the accounting policies consistently applied;
 - ii) the expenditure incurred during the year was for the purpose of the Bank's business; and
 - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Bank;

AUDITORS' REPORT TO THE MEMBERS

Continued

- in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit (f) and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984 and Microfinance Institutions Ordinance, 2001, in the manner so required and respectively give a true and fair view of the state of the Bank's affairs as at 31 December 2013, and of the loss, its comprehensive loss, its cash flows and changes in equity for the year then ended; and
- (q) in our opinion, no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980, (XVIII of 1980).

We draw attention to Note 1.2 to the financial statements which states that, as at the reporting date, the Bank does not comply with the minimum capital requirement of Rupees 300 million set by Prudential Regulations for Microfinance Banks issued by State Bank of Pakistan. However, due to receipt of share deposit money of Rupees 403.300 million, that will be converted to paid-up capital through proposed right issue, and other plans mentioned in the aforesaid note, the management is confident to meet the minimum capital requirement for its planned level of operations in the foreseeable future.

Our opinion is not qualified in respect of this matter.

RIAZ AHMAD & COMPANY

Chartered Accountants

Name of the engagement partner: Muhammad Kamran Nasir

Date: March 1, 2014

Karachi



	Note	2013 Rupees	2012 Rupees
			Restated
ASSETS			
Cash and balances with SBP	7	62,801,414	46,166,761
Balances with other banks/MFBs	8	504,774,790	395,535,805
Lending to financial institutions		-	-
Investments	9	291,102,058	154,951,281
Advances-net of provisions	10	319,016,883	121,788,004
Operating fixed assets (2012: restated)	11	81,355,350	71,192,805
Other assets	12	54,332,235	25,183,210
Deferred tax asset		-	-
Total assets		1,313,382,730	814,817,866
LIABILITIES			
Deposits and other accounts	13	762,025,569	468,024,864
Borrowings		-	-
Subordinated debt		-	-
Other liabilities (2012: restated)	14	34,315,812	37,353,370
Deferred tax liabilities		-	-
Total liabilities		796,341,381	505,378,234
NET ASSETS		517,041,349	309,439,632
REPRESENTED BY:			
Share capital	15	300,000,000	300,000,000
Statutory and general reserves		50,011	50,011
Accumulated loss		(196,880,895)	(143,559,503)
		103,169,116	156,490,508
Deficit on revaluation of assets		(1,448,030)	(50,876)
Deferred grants	16	12,020,263	-
Share deposit money		403,300,000	153,000,000

MEMORANDUM/OFF BALANCE SHEET ITEMS

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517,041,349

The annexed notes 1 to 32 form an integral part of these financial statements.

President & Chief Executive Officer

Chairman

aw Director

Director

309,439,632

PROFIT AND LOSS ACCOUNT For the year ended 31 December 2013

	Note	2013 Rupees	2012 Rupees
			Restated
Mark-up/return/interest earned	18	139,325,686	50,188,635
Mark-up/return/interest expensed		(52,354,812)	(16,771,663)
Net mark-up/interest income		86,970,874	33,416,972
Provision against non-performing loans and advances	10.2	(30,606,859)	(4,005,726)
Provision for dimutation in the value of investments		-	-
Recovery against bad debts written off		1,062,032	3,753,488
Bad debts written off directly		-	(252,220)
Net mark-up/interest income after provisions		(29,544,827) 57,426,047	(252,238) 33,164,734
			,,
Non mark-up/non interest income			
Fee, commission and brokerage income		5,228,727	1,801,801
Dividend income	10	-	-
Other income	19	9,784,457	974,164
Total non mark-up/non interest income		15,013,184 72,439,231	2,775,965 35,940,699
Non mark-up/non interest expenses		72,759,251	55,540,055
Administrative expenses (2012: restated)	20	(124,559,804)	(84,753,436)
Other provisions/write offs	-	-	-
Other charges		-	-
Total non mark-up/non interest expenses		(124,559,804)	(84,753,436)
Extra ordinary/unusual items		(52,120,573)	(48,812,737)
Loss before taxation		(52,120,571)	(48,812,737)
	01		· · · ·
Taxation - Current Prior year	21	(1,439,198) 238,379	(501,886)
Deferred		- 236,575	
		(1,200,819)	(501,886)
Loss after taxation		(53,321,392)	(49,314,623)
Accumulated loss brought forward		(143,559,503)	(94,244,880)
		(196,880,895)	(143,559,503)
Appropriations Transfer to			
Statutory reserve		-	-
Capital reserve		-	-
Contribution to MSDF/ DPF/ RMF		-	-
Revenue reserve Proposed cash dividend Rupee Nil per share		-	-
(2012: Rupee Nil per share)		_	_
Others		-	-
		-	- (142 550 502)
Accumulated loss carried forward	23	(196,880,895)	(143,559,503)
Loss per share - basic and diluted	23	(1.78)	(1.64)

The annexed notes 1 to 32 form an integral part of these financial statements.

aw Director

m Director

President & Chief Executive Officer

Chairman

STATEMENT OF COMPREHENSIVE INCOME

For the year ended 31 December 2013

	2013 Rupees	2012 Rupees
		Restated
Loss after taxation	(53,321,392)	(49,314,623)
Other comprehensive income		
Items that will not be reclassified to profit and loss account		-
Items that may subsequently be reclassified to profit and loss account	-	-
	-	-
Comprehensive loss transferred to equity	(53,321,392)	(49,314,623)
Components of comprehensive income not reflected in equity		
Net change in fair value of available-for-sale investments	(1,397,154)	(50,876)
Total comprehensive loss for the year	(54,718,546)	(49,365,499)

Surplus / (deficit) on revaluation of available for sale investments is presented under a separate account below equity in accordance with the format of financial statements as prescribed under BSD Circular No. 11 dated 30 December 2003 issued by the State Bank of Pakistan.

The annexed notes 1 to 32 form an integral part of these financial statements.

President & Chief Executive Officer

Chairman

aw Director

Director



	Note	2013 Rupees	2012 Rupees
			Restated
CASH FLOW FROM OPERATING ACTIVITIES		(52 120 572)	(45 250 227)
Loss before taxation (2012: restated)		(52,120,573)	(45,250,237)
Adjustments for non-cash items			
Depreciation		6,049,950	2,656,958
Amortization of intangibles		7,428,186	4,349,249
Amortization of deferred grants		(6,000,000)	-
Amortization of discount on PIBs		(1,696,690)	-
Provision against non-performing advances		30,606,859	4,005,726
Fair value adjustment on held for trading investment		(1,217,064)	-
Gain on sale of fixed assets		(669,853)	(263,225)
		34,501,388	10,748,708
		(17,619,185)	(34,501,529)
Decrease in operating assets			(122.077.612)
Advances		(227,835,738)	(122,877,613)
Other assets		(20,962,031)	(23,459,919)
		(248,797,769)	(146,337,532)
ncrease / (decrease) in operating liabilities			
Deposits		294,000,705	456,596,695
Other liabilities (2012: restated)		(3,058,676)	35,179,906
		290,942,029	491,776,601
		24,525,075	310,937,540
Income tax paid		(366,695)	(487,166)
Net cash inflow from operating activities		24,158,380	310,450,374
CASH FLOW FROM INVESTING ACTIVITIES			
Net investments in available for sale securities		(139,400,114)	(71,361,220)
Net investments in held for trading securities		(375,000)	(78,500,000)
Net investments in held to maturity securities		-	48,836,296
nvestments in operating fixed assets		(17,749,144)	(43,296,234)
nvestments in intangible assets (2012: restated)		(7,758,934)	(26,994,999)
Sale proceeds of operating fixed assets disposed of		2,537,250	272,000
Net cash used in investing activities		(162,745,942)	(171,044,157)
CASH FLOW FROM FINANCING ACTIVITIES			
Share deposit money received		250,300,000	153,000,000
Grant received from SBP		9,020,263	-
Net cash flow from financing activities		259,320,263	153,000,000
Increase in cash and cash equivalents for the year		120,732,701	288,843,717
Cash and cash equivalents at the beginning of the year		446,843,503	157,999,786
Cash and cash equivalents at the end of the year	24	567,576,204	446,843,503

The annexed notes 1 to 32 form an integral part of these financial statements.

aw Director

~~~~ Director

President & Chief Executive Officer

Chairman

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# **STATEMENT OF CHANGES IN EQUITY** For the year ended 31 December 2013

|                                           | Share       | Statutory | Accumulated   |              |
|-------------------------------------------|-------------|-----------|---------------|--------------|
|                                           | Capital     | Reserve   | Loss          | Total        |
|                                           | Rupees      | Rupees    | Rupees        | Rupees       |
| Balance as at 31 December 2011            | 300,000,000 | 50,011    | (94,244,880)  | 205,805,131  |
| Comprehensive loss for the year           |             |           |               |              |
| Loss after taxation                       | -           | -         | (49,314,623)  | (49,314,623) |
| Other comprehensive income                | -           | -         | -             | -            |
| Total comprehensive loss for the year     | -           | -         | (49,314,623)  | (49,314,623) |
| Balance as at 31 December 2012 - restated | 300,000,000 | 50,011    | (143,559,503) | 156,490,508  |
| Comprehensive loss for the year           |             |           |               |              |
| Loss after taxation                       | -           | -         | (53,321,392)  | (53,321,392) |
| Other comprehensive income                | -           | -         | -             | -            |
| Total comprehensive loss for the year     | -           | -         | (53,321,392)  | (53,321,392) |
| Balance as at 31 December 2013            | 300,000,000 | 50,011    | (196,880,895) | 103,169,116  |

The annexed notes 1 to 32 form an integral part of these financial statements.

**President & Chief Executive Officer** 

Chairman

aw Director

Director

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For the year ended 31 December 2013

# 1. STATUS AND NATURE OF BUSINESS

- 1.1 Apna Microfinance Bank Limited ("the Bank") was incorporated on 08 May 2003 as a public limited company under the Companies Ordinance, 1984. The Bank was granted a certificate of commencement of business on 28 December 2004 and its operations started from 01 January 2005. Its shares are listed on Karachi Stock Exchange Limited. The Bank's principal business is to provide microfinance services to the poor and underserved segment of the society as envisaged under the Microfinance Institutions Ordinance, 2001. The Bank operates 11 branches as at 31 December 2013 (2012: 11 branches) and its registered office is situated at K-4/3 and 4/4, Ch. Khaliq-uz-Zaman Road, Gizri, Karachi.
- 1.2 Prudential Regulations for Microfinance Banks (MFBs) prescribe the Minimum Capital Reguirements. The Regulation 4 interalia requires that all MFBs which are licensed to operate in a specified district have to maintain minimum paid up capital of at least Rupees 300 million free of losses. Where MFBs do not meet the aforesaid minimum paid up capital requirement, they were advised to enhance their Capital during three years from the year ended 31 December 2011 to the year ended 31 December 2013. As at 31 December 2013, minimum capital requirement for the Bank was Rupees 300 million. However, the Bank's capital (free of losses) stood at Rupees 103.169 million as at 31 December 2013.

In view of the plans to enhance the paid-up capital of the Bank and to extend its operations to nation level, the management applied to State Bank of Pakistan (SBP) for grant of approval to enhance its status as a national level microfinance bank in a phased manner. SBP granted the approval vide letter No. BPRD(R&P-01)/2013-17198 dated 21 November 2013. In first phase, the Bank was required to meet minimum capital requirement of Rupees 500 million (free of losses) to obtain license of provincial level operations by 31 December 2013. In second phase, the Bank has to meet minimum capital requirement of Rupees 1,000 million (free of losses) to obtain license for national level operations by the end of December 2014.

In pursuit to complete the first phase, sponsor directors of the Bank have deposited Share Deposit Money of Rupees 403.300 million with the Bank and the management has obtained approval from SBP vide letter No. BPRD/ BA&CPD/668/102/2014 dated 02 January 2014 for issuance of 80 million ordinary shares as Right Issue at 50% discount against the par value of Rupees 10 each. The management of the Bank is now following up the approval from Securities and Exchange Commission of Pakistan for the aforesaid right issue at 50% discount. The share deposit money received from sponsor directors will be converted into paid-up share capital upon issuance of right shares, thereby meeting the prescribed minimum capital requirement. The management of the Bank believes that the amount of Rupees 403.300 million deposited by the sponsor directors will be considered as equity of the Bank till the date of issuance of right shares.

The management is also proactively negotiating with certain other potential investors for further equity injection. The management, directors and sponsor shareholders of the Bank are confident that the shortfall against minimum capital requirement is temporary in view of upcoming right issue, and that, the Bank will be in compliance with the minimum capital requirement and earning profits in the foreseeable future.

#### 2 BASIS OF PRESENTATION

These financial statements have been presented in accordance with BSD Circular No.11 dated 30 December 2003 issued by the State Bank of Pakistan (SBP).

# 3. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan. The approved accounting standards comprise of the International Financial Reporting Standards (IFRSs) issued by the International Accounting Standard Board (IASB) as are notified under the Companies Ordinance, 1984, the requirements of the Companies Ordinance, 1984, the Microfinance Institutions Ordinance, 2001, the Prudential Regulations for Microfinance Banks / Institutions and the directives issued by the Securities and Exchange Commission of Pakistan (SECP) and the State Bank of Pakistan (SBP).

Continued

Wherever the requirements of the Companies Ordinance, 1984, the Microfinance Institutions Ordinance, 2001, the Prudential Regulations for Microfinance Banks / Institutions or the directives issued by the SECP and SBP differ with the requirements of the IFRSs, the requirements of the Companies Ordinance, 1984, the Microfinance Institutions Ordinance, 2001, the Prudential Regulations for Microfinance Banks / Institutions or the requirements of the said directives shall prevail.

- **3.1** SBP has deferred the applicability of International Accounting Standards (IAS) 39 'Financial Instruments Recongnition and Measurement' and International Accounting Standards (IAS) 40 'Investment Property ' for Banking Companies through BSD Circular No. 10 dated 26 August 2002. Further, the Securities and Exchange Commission of Pakistan (SECP) has deferred applicability of IFRS-7 "Financial Instruments: Disclosures" through its notification S.R.O 411(1) / 2008 dated 28 April 2008. Accordingly, the requirements of these standards have not been considered in the preparation of these financial statements. However, investments have been classified and valued in accordance with the requirements prescribed by SBP through various circulars.
- **3.2** Standards, amendments and interpretations to published approved accounting standards that are effective in the current year

The following standards, amendments and interpretations of approved accounting standards are effective for accounting periods beginning on or after 01 January 2013:

IAS 1 'Financial statements presentation' has been amended effective 01 January 2013. The main change resulting from these amendments is a requirement for entities to group items presented in 'Other Comprehensive Income' (OCI) on the basis of whether they are potentially reclassifiable to profit and loss subsequently reclassification adjustments). The specified changes have been made in the statements of other comprehensive income for the year.

There are other new and amended standards and interpretations that are mandatory for accounting periods beginning on or after 01 January 2013 but are considered not relevant or do not have a significant effect on the Bank's operations and therefore are not detailed in the financial statements.

# 3.3 Standards, interpretations and amendments to published approved accounting standards that are not yet effective

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 January 2014.

|                                                                                                                                                                                                                                                     | Effective date<br>(accounting' periods<br>beginning on or after)         |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|
| <ul> <li>IAS 32 - Financial Instruments: Presentation (Amendment)</li> <li>IFRS 10 ' Consolidated Financial statements</li> <li>IFRS 12 'Disclosure of interest in other entities'</li> <li>IFAS 3 - Profit and Loss Sharing on Deposits</li> </ul> | 01 January 2014<br>01 January 2014<br>01 January 2014<br>01 January 2014 |
|                                                                                                                                                                                                                                                     |                                                                          |

There are other new and amended standards and interpretations that are mandatory for the Bank's accounting periods beginning on or after 01 January 2014 but are considered not to be relevant or do not have any significant effect on the Bank's operations and are therefore not detailed in these financial statements.

# 4. BASIS OF MEASUREMENT

These financial statements have been prepared under the historical cost convention except for certain investments which are measured as per accounting policy disclosed in Note 6.2.

Accrual basis has been used in preparation of these financial statements except for the cash flow statement.

Continued

# 5. CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Bank's accounting policies. The estimates / judgments and associated assumptions used in the preparation of the financial statements are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

The estimates / judgments and associated assumptions are reviewed on an ongoing basis. Revision to the accounting estimates are recognized in the period in which the estimate is revised, if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods. The estimates, judgments and assumptions that have significant effect on the financial statements are as follows:

- Classification and valuation of investments (Note 6.2)
- Provision against non-performing advances (Note 6.3)
- Residual values and useful lives of assets and methods of depreciation (Note 6.4)
- Recognition of current and deferred taxation (Note 6.5)

#### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES 6.

The principal accounting policies adopted and applied in the preparation of these financial statements are set out below. These polices have been consistently applied to all the years presented, unless otherwise stated.

### 6.1 Cash and cash equivalents

Cash and cash equivalents comprises of cash in hand, balances with State Bank of Pakistan (SBP), National Bank of Pakistan and balances held with other banks in current and investment in treasury bills having maturity of less than three months.

### 6.2 Investments

The investments of the Bank, upon initial recognition, are classified as held-for-trading, held-to-maturity or available-for-sale, as appropriate.

Investments (other than held-for-trading) are initially measured at fair value plus transaction costs associated with investments. Held-for-trading investments are initially measured at fair value and transaction costs are expensed out in the profit and loss account.

Purchase and sale of investments that require delivery within the time frame established by regulation or market convention are recognized at the trade date, which is the date the Bank commits to purchase or sell the investments.

### Held-for-trading

These represent securities, which are either acquired for the purpose of generating profit from short-term fluctuations in prices or dealer's margin or are securities included in the portfolio in which a pattern of short-term profit making exists. After initial measurement, such investments are carried at fair value and the surplus / (deficit) arising as a result of revaluation is taken to profit and loss account.

### Held-to-maturity

These are securities with fixed or determinable payments and fixed maturities in respect of which the Bank has the positive intent and ability to hold to maturity. After initial measurement, such investments are carried at amortized cost less impairment, if any.

Continued

### Available-for-sale

These represent securities, which do not fall under the held-for-trading or held-to-maturity categories. After initial measurement, such investments are measured at fair value. The surplus/ (deficit) arising on revaluation is shown in the balance sheet below equity which is taken to the profit and loss account when actually realized upon disposal.

Premium or discount on securities classified as available-for-sale and held-to-maturity is amortized using effective interest method and taken to the profit and loss account.

Provision for impairment in the value of equity securities is made after considering objective evidence of impairment. Provision for diminution in the value of debt securities is made as per the Prudential Regulations.

### 6.3 Advances including net investment in micro lease

Advances are stated net of specific and general provisions which are determined on the basis of Prudential Regulations. Advances are written off according to the Prudential Regulations or when there is no realistic prospect of recovery.

Leases, where substantially all risks and rewards incidental to ownership of an asset are transferred to the lessee, are classified as micro lease. A receivable is recognized at an amount equal to the present value of the lease payments. The difference between the gross receivable and the present value of the receivable is recognized as unearned finance income.

# 6.4 Operating fixed assets and depreciation

### Tangible

These are stated at cost less accumulated depreciation and accumulated impairment losses, if any. Depreciation is charged against income applying the straight line method using the rates stated in note 11.2 to the financial statements. Depreciation on additions is charged from the month in which the asset is acquired and on disposals till the month in which assets are sold.

Maintenance and repairs are charged against income as and when incurred. Major renewals and improvements are capitalized when it is probable that respective future economic benefits will flow to the Bank.

An item of fixed asset is derecognized upon disposal or when no future economic benefits are expected from its use or disposal.

The assets residual values, useful lives and methods are reviewed and adjusted, if appropriate, at each financial year end.

Gains and losses on disposals, if any, of assets are determined by comparing the sale proceeds with the carrying amount of asset and are included in income currently.

The carrying values of tangible fixed assets are reviewed at each reporting date for indication that an asset may be impaired and carrying values may not be recovered. If any such indication exits and where the carrying value exceeds the estimated recoverable amount, the assets or cash generating units are written down to their recoverable amount and an impairment loss is recognized in the profit and loss account. The recoverable amount of property, plant and equipment is greater of fair value less selling costs and value in use.

# **NOTES TO THE** FINANCIAL STATEMENTS Continued

### Intangible assets

These are stated at cost less accumulated amortization and accumulated impairment losses, if any. Amortization is charged over the useful life of the asset on a systematic basis to income applying the straight line method at the rate specified in note 11.3 to the financial statements.

Amortization on additions is charged from the month in which the assets are put to use while no amortization is charged in the month in which the assets are deleted.

Software and other development costs are only capitalized to the extent that future economic benefits are expected to be derived by the Bank.

The carrying amounts are reviewed at each balance sheet date to assess whether they are recorded in excess of their recoverable amounts, and where carrying values exceed estimated recoverable amount, assets are written down to their estimated recoverable amount.

### Capital work-in-progress

All expenditure connected with specific assets incurred during installation and construction period are carried under this head. These are transferred to specific assets as and when these assets are available for use. These are carried at cost less impairment loss, if any.

### 6.5 Taxation

### Current

Provision for current taxation is based on the taxable income at current rates of taxation after taking into consideration available tax credits and rebates, if any, in accordance with provision of Income Tax Ordinance, 2001. The charge for tax also includes adjustments, where considered necessary relating to prior years.

### Deferred

Deferred tax is recognized using the balance sheet liability method, on all temporary differences arising at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognized for all taxable temporary differences. Deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that the future taxable profits will be available against which the assets may be utilized.

The carrying amount of deferred tax asset is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the deferred tax asset to be realized. Unrecognized deferred tax asset are reassessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profit will allow deferred tax asset to be recovered.

Deferred tax asset and liabilities are measured at the tax rates that are expected to apply to the periods when the asset is utilized or the liability is settled, based on the tax rates (and tax laws) that have been enacted or substantively enacted at the balance sheet date.

## 6.6 Provisions

Provisions are recognized when the Bank has a legal or constructive obligation as a result of past events, and it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and are adjusted to reflect the current best estimate.

Continued

### 6.7 Employee benefits

### **Defined Contribution plan**

The Bank operates approved funded contributory provident fund for all its permanent employees to whom equal monthly contributions are made both by the bank and the employees at the rate of 10% per annum of basic salary. The contributions made by the Bank are recognized as employee benefit expense when they are due.

## 6.8 Revenue recognition

Mark-up / return / interest on regular advances is recognized on accrual basis using effective interest rate method. Profit on classified advances is recognized on receipt basis.

Return on investment is recognized on accrual basis using effective interest rate method.

Income on net investment in micro lease is recognized over the term of the lease so as to reflect a constant periodic rate of return on the net investment outstanding in respect of the lease. Income on classified micro lease is recognized on receipt basis in compliance with the Prudential Regulations issued by SBP.

Fee, commission and brokerage income is recognized when earned.

Dividend income from investments is recognized when Bank's right to receive the dividend is established.

Gain and loss on sale of securities is accounted for in the period in which the sale / settlement occurs. All exchange differences are recognized in income.

Income on balances with other banks is recognized in profit and loss account as it is earned.

### 6.9 Financial instruments

Financial instruments carried on the statement of financial position include cash and balances with State Bank of Pakistan and other banks, investments, advances and other assets, bills payable, deposits and other liabilities. Financial assets and financial liabilities are recognized at the time when the Bank becomes a party to the contractual provisions of the instruments. Financial assets are de-recognized when the contractual right to future cash flows from the asset expire or is transferred along with the risk and rewards of the asset. Financial liabilities are derecognized when obligation specified in the contract is discharge, cancelled or expired. Any gain or loss on derecognition of the financial assets and liabilities is recognized in the profit or loss account of the current period.

## 6.10 Offsetting of financial assets and financial liabilities

Financial assets and financial liabilities are set off and the net amount is reported in the financial statements when there is a legally enforceable right to set off the recognized amount and the Bank intends either to settle the assets and liabilities on a net basis or to realize the assets and to settle the liabilities simultaneously. Income and expense items of such assets and liabilities are also off-set and the net amount is reported in the financial statements.

### 6.11 Related party transactions

Prices for transactions with related parties are determined using the comparable uncontrolled price method except for those transactions which in exceptional circumstances are specifically approved by the Board.

### 6.12 Derivative financial instruments

Derivative financial instruments are initially recognized at fair value on the date on which the derivative contract is entered into and are subsequently re-measured at fair value using appropriate valuation techniques. All derivative financial instruments are carried as assets when fair value is positive and liabilities when fair value is negative. Any change in the fair value of derivative financial instruments is taken to the profit and loss account.

# NOTES TO THE **FINANCIAL STATEMENTS** Continued

# 6.13 Deposits

Deposits are initially recorded at the amount of proceeds received. Mark-up accrued on deposits is recognized separately as part of other liabilities.

# 6.14 Foreign currencies

# Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the Bank operates. The financial statements are presented in Pak Rupees, which is the Bank's functional and presentation currency.

# Foreign currency transactions

Transactions in foreign currencies are translated into rupees at the foreign exchange rates prevailing on the transaction date. Monetary assets and liabilities in foreign currencies are expressed in rupee terms at the rates of exchange ruling on the balance sheet date. Forward foreign exchange promise / options are valued at forward rates applicable to their respective maturities.

# **Translation gains and losses**

Translation gains and losses are included in the profit and loss account.

# 6.15 Segment reporting

A segment is a distinguishable component of the Bank that is engaged either in providing products or services (business segment), or in providing product or services within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments.

### 6.15.1 Business segments

| Investments in Government Securities | <ul> <li>Includes investment in market treasury bills and Pakistan<br/>Investment Bonds</li> </ul>      |
|--------------------------------------|---------------------------------------------------------------------------------------------------------|
| Retail Banking                       | - It includes retail deposits and banking services                                                      |
| Micro Finance Banking                | - Micro finance banking comprises advances provided to customers on Micro Credit and Micro Lease basis. |

### 6.152 Geographical segment

The Bank has 11 branches as at 31 December 2013 (2012: 11 branches) and operates only in the district Karachi, Pakistan.

### 6.16 Deferred Grants

Grants are initially recognized at fair value in the balance sheet when there is reasonable assurance that the grants will be received and the Bank will comply with all the attached conditions. Grants that compensate the Bank for expenses incurred are recognized as other income in the profit and loss account on a systematic basis in the same periods in which the expenses are incurred. Grants that compensate the Bank for the cost of an asset are recognized in the profit and loss account as other income on a systematic basis over the useful life of the asset.

Continued

|    |                                     | Note | 2013<br>Rupees | 2012<br>Rupees |
|----|-------------------------------------|------|----------------|----------------|
| 7. | CASH AND BALANCE WITH SBP           |      |                |                |
|    | Cash in hand – local currency       |      | 19,022,451     | 13,844,703     |
|    | Balance with State Bank of Pakistan | 7.1  | 43,778,963     | 32,322,058     |
|    |                                     |      | 62,801,414     | 46,166,761     |

**7.1** Represents balance maintained in current account with the State Bank of Pakistan to meet the requirements of maintaining a minimum balance equivalent not less than 5% of the Bank's time and demand liabilities in accordance with Regulation 6 of the Prudential Regulations.

# 8. BALANCES WITH OTHER BANKS/MFBs

| In Pakistan                    |             |             |
|--------------------------------|-------------|-------------|
| - on current account           | 4,484       | 4,484       |
| - on deposit account 8.1       | 354,770,306 | 95,831,321  |
| - certificates of deposits 8.2 | 150,000,000 | 299,700,000 |
|                                | 504,774,790 | 395,535,805 |

**8.1** These carry mark-up rates ranging from 7.5 to 9.5 percent (2012: 8 to 10 percent) per annum.

**8.2** These represents placements with Burj Bank Limited carrying mark-up ranging from 9.5 to 10.5 percent (2012: 11.5 percent). There maturity ranges from one month to three months from the date of placement.

## 9. INVESTMENTS

| Held-for-trading                |     |             |             |
|---------------------------------|-----|-------------|-------------|
| Term Finance Certificate        | 9.1 | 58,875,000  | 78,500,000  |
| Fair value adjustment           |     | 1,217,064   | -           |
|                                 |     | 60,092,064  | 78,500,000  |
|                                 |     |             |             |
| NAMCO Income Fund - Mutual Fund | 9.2 | 20,000,000  | -           |
|                                 |     |             |             |
| Held-to-maturity                |     |             |             |
| Federal Government Securities   |     |             |             |
| Market Teasury Bill             |     | -           | 5,140,937   |
| Available-for-sale              |     |             |             |
| Federal Government Securities   |     |             |             |
| Pakistan Investment Bond (PIB)  | 9.3 | 212,458,024 | 71,361,220  |
| Fair value adjustment           |     | (1,448,030) | (50,876)    |
|                                 |     | 211,009,994 | 71,310,344  |
|                                 |     | 291,102,058 | 154,951,281 |

Continued

- 9.1 These represent Term Finance Certificates of Jahangir Siddiqui Company Limited. These carry mark-up at the rate of 6 Months KIBOR + 2.4% per annum.
- 9.2 These represent 195,164.0304 units valuaing Rupees 102.4779 each of NAMCO Income Fund an open end Mutual Fund managed by National Asset Management Company Limited.
- 9.3 This represents PIBs issued for a period of three years having maturity on 19 July 2015 and 22 July 2015. These carries interest at the rate of 11.25% and 11.50% per annum.

# **10. ADVANCES - NET OF PROVISIONS**

|                          |      | 20                       | 13          | 20                       | 012         |  |
|--------------------------|------|--------------------------|-------------|--------------------------|-------------|--|
|                          | Note | No. of loans outstanding | Rupees      | No. of loans outstanding | Rupees      |  |
| Micro credits            |      | 8,606                    | 341,837,539 | 3,064                    | 125,858,687 |  |
| Provision held:          |      |                          |             |                          |             |  |
| - Specific               |      |                          | 19,768,105  |                          | 2,914,337   |  |
| - General                |      |                          | 3,052,551   |                          | 1,156,346   |  |
|                          | 10.2 |                          | 22,820,656  |                          | 4,070,683   |  |
|                          |      |                          |             |                          |             |  |
| Advance-net of provision |      | 8,606                    | 319,016,883 | 3,064                    | 121,788,004 |  |

# 10.1 Particulars of non-performing advances

Advances include Rupees 91,782,592 (31 December 2012: Rupees 15,554,983) which have been placed under non performing status as detailed below.

|                   |             | 2013       |            |             | 2012      |           |
|-------------------|-------------|------------|------------|-------------|-----------|-----------|
|                   | Amount      | Provision  | Provision  | Amount      | Provision | Provision |
|                   | outstanding | required   | held       | outstanding | required  | held      |
|                   |             |            | Rup        | ees         |           |           |
| Category of class | ification   |            |            |             |           |           |
|                   |             |            |            |             |           |           |
| OAEM              | 45,262,426  | -          | -          | 7,856,113   | -         | -         |
| Sub-standard      | 20,462,761  | 5,115,690  | 5,115,690  | 4,236,005   | 1,059,001 | 1,059,001 |
| Doubtful          | 22,809,985  | 11,404,993 | 11,404,993 | 3,215,059   | 1,607,530 | 1,607,530 |
| Loss              | 3,247,422   | 3,247,422  | 3,247,422  | 247,806     | 247,806   | 247,806   |
|                   | 91,782,594  | 19,768,105 | 19,768,105 | 15,554,983  | 2,914,337 | 2,914,337 |

# 10.2 Particulars of provision against non-performing advances

|                     |              | 2013      |              |             | 2012      |             |
|---------------------|--------------|-----------|--------------|-------------|-----------|-------------|
|                     | Specific     | General   | Total        | Specific    | General   | Total       |
|                     |              |           | Rup          | ees         |           |             |
|                     |              |           |              |             |           |             |
| Opening balance     | 2,914,337    | 1,156,346 | 4,070,683    | 2,021,701   | 29,456    | 2,051,157   |
| Charge for the year | 28,710,654   | 1,896,205 | 30,606,859   | 2,878,836   | 1,126,890 | 4,005,726   |
| Amount written off  | (11,856,886) | -         | (11,856,886) | (1,986,200) | -         | (1,986,200) |
| Closing balance     | 19,768,105   | 3,052,551 | 22,820,656   | 2,914,337   | 1,156,346 | 4,070,683   |

# 10.3 Particulars of write offs:

|      |                               |      | 2013       | 2012       |
|------|-------------------------------|------|------------|------------|
|      |                               |      | Rupees     | Rupees     |
|      | Against provision             |      | 11,856,886 | 1,986,200  |
| 11.  | OPERATING FIXED ASSETS        |      |            |            |
|      | Capital work in progress      | 11.1 | 16,631,322 | 28,712,865 |
|      | Property and equipment        | 11.2 | 41,747,530 | 19,834,190 |
|      | Intangible assets             | 11.3 | 22,976,498 | 22,645,750 |
|      |                               |      | 81,355,350 | 71,192,805 |
|      |                               |      |            |            |
| 11.1 | Capital work in progress      |      |            |            |
|      | Renovation of office building |      | 16,631,322 | 28,712,865 |
|      |                               |      |            |            |

| PARTICULARS                         |                 |                          |                     |      |                 |                        |                     |                     |
|-------------------------------------|-----------------|--------------------------|---------------------|------|-----------------|------------------------|---------------------|---------------------|
| PARTICULARS                         |                 | COST                     |                     |      |                 | DEPRECIATION           |                     | Written down        |
|                                     | As at           | Additions/               | As at               | Rate | As at           | Charge for the         | As at               | value as at         |
|                                     | 01 January 2013 | (Deletions)              | 31 December<br>2013 | %    | 01 January 2013 | year                   | 31 December<br>2013 | 31 December<br>2013 |
| Leasehold improvements              | 6,311,994       | 11,457,972               | 17,769,966          | 'n   | 1,058,366       | 646,603                | 1,704,969           | 16,064,997          |
| Furniture and fixtures              | 5,468,309       | 5,654,167                | 11,122,476          | 10   | 2,013,113       | 946,881                | 2,959,994           | 8,162,482           |
| Electricity and office<br>equipment | 6,666,475       | 3,181,607                | 9,758,082           | 20   | 2,708,621       | 1,223,667              | 3,842,288           | 5,915,794           |
|                                     |                 | (000'06)                 |                     |      |                 | (000'06)               |                     |                     |
| Computer hardware &<br>peripheral   | 6,615,657       | 7,776,816                | 14,392,473          | 30   | 3,965,720       | 2,313,420              | 6,279,140           | 8,113,333           |
| Motor Vehicles                      | 13,549,654      | 1,760,125<br>(3,591,513) | 11,718,266          | 20   | 9,032,079       | 919,379<br>(1,724,116) | 8,227,342           | 3,490,924           |
| Total                               | 38,612,089      | 29,830,687               | 64,761,263          |      | 18,777,899      | 6,049,950              | 23,013,733          | 41,747,530          |
|                                     |                 | (3,681,513)              |                     |      |                 | (1,814,116)            |                     |                     |
| 2012                                |                 |                          |                     |      |                 |                        |                     | (In Rupees)         |
|                                     |                 | COST                     |                     |      |                 | DEPRECIATION           |                     | Written down        |
| PARTICULARS                         | As at           | Additions/ (Dele-        | As at               | Rate | As at           | Charge for the         | As at               | value as at         |
|                                     | 01 January 2012 | tions)                   | 31 December<br>2012 | %    | 01 January 2012 | year                   | 31 December<br>2012 | 31 December<br>2012 |
| Leasehold improvements              | 3,958,051       | 2,353,943                | 6,311,994           | IJ   | 810,704         | 247,662                | 1,058,366           | 5,253,628           |
| Furniture and fixtures              | 3,480,267       | 1,988,042                | 5,468,309           | 10   | 1,547,918       | 465,195                | 2,013,113           | 3,455,196           |
| Electricity and office<br>equipment | 2,860,694       | 3,846,281                | 6,666,475           | 20   | 2,344,031       | 396,315                | 2,708,621           | 3,957,854           |
| Computer hardware &                 | 3,731,954       | (40,500)<br>2,883,703    | 6,615,657           | 30   | 3,562,585       | (31,725)<br>403,135    | 3,965,720           | 2,649,937           |

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# **NOTES TO THE** FINANCIAL STATEMENTS Continued

4,517,575

9,032,079

1,144,651 (370,863) 2,656,958

8,258,291

20

13,549,654

(370,863) 3,511,400

10,409,117

Motor Vehicles

19,834,190

18,777,899

16,523,529

38,612,089

14,583,369

24,440,083

Total

(411,363)

(402,588)

Continued

|      | 2013                       | Cost       | Accumulated<br>depreciation | Written down<br>value | Sal  | Sales proceed | Mode of<br>disposal | Particulars of buyers   | of buyers    |
|------|----------------------------|------------|-----------------------------|-----------------------|------|---------------|---------------------|-------------------------|--------------|
|      | Motor vehicles             |            |                             |                       |      |               |                     |                         |              |
|      | Suzuki Cultus AGX-753      | 663,605    | (663,605)                   | ı                     |      | 364,000       | Negotiation         | Syed Asghar Ali Rizvi   |              |
|      | FAW-Roma Van               | 547,987    | (410,990)                   | 136,997               |      | 335,000       | Negotiation         | Syed Asghar Ali Rizvi   |              |
|      | Mercedes Benz AWD-201      | 2,163,000  | (432,600)                   | 1,730,400             |      | 1,766,450     | Negotiation         | Ejaz Ahmed Khan         |              |
|      | Yamaha Motorcycle KBF9588  | 42,251     | (42,251)                    |                       |      | 6,000         | Negotiation         | Muhammad Zulfiqar       |              |
|      | Sohrab Motorcycle KBE-6824 | 35,250     | (35,250)                    |                       |      | 5,500         | Negotiation         | Muhammad Zulfiqar       |              |
|      | Sohrab Motorcycle KBE-6821 | 28,250     | (28,250)                    |                       |      | 5,500         | Negotiation         | Muhammad Zulfiqar       |              |
|      | Star Motorcycle KBF-1946   | 31,875     | (31,875)                    |                       |      | 16,300        | Negotiation         | Abdul Majeed Ahmed Khan | han          |
|      | Suzuki Motorcycle KBD-6892 | 40,295     | (40,295)                    |                       |      | 6,000         | Negotiation         | Zeeshan Rafi            |              |
|      | Honda Motorcycle KDA-2613  | 39,000     | (000'62)                    |                       |      | 16,500        | Negotiation         | Mahir Ahmed Raza Khan   | Ē            |
|      | Office equipment           |            |                             |                       |      |               |                     |                         |              |
|      | Generator                  | 90,000     | (000'06)                    | I                     |      | 16,000        | Negotiation         | Saad Hamid              |              |
|      |                            | 3,681,513  | (1,814,116)                 | 1,867,397             |      | 2,537,250     |                     |                         |              |
|      | 2012                       | 411,363    | (402,588)                   | 8,775                 |      | 272,000       |                     |                         |              |
| 11.3 | Intangible assets          |            |                             |                       |      |               |                     |                         | (In Rupees)  |
|      |                            |            | COST                        |                       |      |               | AMORTISATION        | N                       | Written down |
|      | PARTICULARS                | As at      | Additions/<br>(Deletions)   | As at                 | Rate | As at         | Charge for<br>the   | As at                   | value as at  |
|      |                            | 01 January |                             | 31 December           | %    | 01 January    | year                | 31 December             | 31 December  |
|      | Computer software          |            |                             |                       |      |               |                     |                         |              |
|      | 2013                       | 32,162,024 | 7,758,934                   | 39,920,958            | 25   | 9,516,274     | 7,428,186           | 16,944,460              | 22,976,498   |
|      | 2012 - restated            | 5,167,025  | 26,994,999                  | 32,162,024            | 25   | 5,167,025     | 4,349,249           | 9,516,274               | 22,645,750   |

State Bank of Pakistan from the SBP. (note 16.1) 11.3.1

Intangibles include assets costing Rupees 5,167,025 (2012: Rupees 5,167,025) which are fully amortised and still in use. 11.3.2

Continued

**11.3.3** During the preceding year, intangible asset acquired was erroneously remained unrecorded due to unavailability of supporting documents/invoices from the vendor. However, the asset bacame operational during the last year. During the year, this prior period error has been corrected and the respective balances of intangible assets and payable against capital expenditure have been adjusted retrospectively as required by International Accounting Standard (IAS)-8 "Accounting Policies, changes in Accounting Estimates and Errors".

Since the retrospective adjustments affected only the current and corresponding years and there was no effect on the information in the balance sheet at the beginning of the preceding year, therefore, the balance sheet as at the beginning of the preceding year has not being produced in these financial statements.

The retrospective effect of this restatement on profit and loss account and balance sheet of the preceding year is as follows:

|                                                                               | 2012<br>Rupees |
|-------------------------------------------------------------------------------|----------------|
| Profit and loss account:                                                      |                |
| Increase in administrative expenses on account of amortization of intangibles | 3,562,50       |
| Increase in loss after tax                                                    | 3,562,50       |
| Balance sheet:                                                                |                |
| Increase in operating fixed assets - intangible assets                        | 14,437,50      |
| Increase in payable against capital expenditure                               | 18,000,00      |
| Increase in accumulated loss                                                  | 3,562,50       |

#### **OTHER ASSETS** 12.

|                                                        | 2013<br>Rupees | 2012<br>Rupees |
|--------------------------------------------------------|----------------|----------------|
| Income/ mark-up accrued                                | 30,538,487     | 11,953,486     |
| Advances, deposits, advance rent and other prepayments | 9,500,672      | 11,197,842     |
| Tax deducted at source (net of provision)              | -              | 813,006        |
| Security deposits                                      | 907,702        | 1,218,876      |
| Inter banks ATM settlement account                     | 873,613        | -              |
| Inter branch current account                           | 3,511,761      | -              |
| Institutional Strenghtening Fund grant receivable      | 9,000,000      | -              |
|                                                        | 54,332,235     | 25,183,210     |

#### 13. **DEPOSITS AND OTHER ACCOUNTS**

|                  | 20     | )13         | 20     | 12          |
|------------------|--------|-------------|--------|-------------|
|                  | Number | Rupees      | Number | Rupees      |
| Fixed deposits   | 1,315  | 383,102,300 | 375    | 113,827,000 |
| Saving deposits  | 3,614  | 201,874,993 | 2,993  | 194,160,659 |
| Current deposits | 26,883 | 177,048,276 | 18,631 | 160,037,205 |
|                  | 31,812 | 762,025,569 | 21,999 | 468,024,864 |

Continued

#### 13.1 Particulars of deposits by ownership

|                                    | 20     | 013         | 201    | 2           |
|------------------------------------|--------|-------------|--------|-------------|
|                                    | Number | Rupees      | Number | Rupees      |
|                                    |        |             |        |             |
| Individual depositors              | 31,656 | 739,523,216 | 21,912 | 444,411,748 |
| Institutional depositors           |        |             |        |             |
| - Corporation / firm               | 145    | 7,540,180   | 83     | 8,033,202   |
| - Banks and financial institutions | 11     | 14,962,173  | 4      | 15,579,915  |
|                                    | 31,812 | 762,025,569 | 21,999 | 468,024,865 |

#### **OTHER LIABILITIES** 14.

|                                             | Note | 2013       | 2012       |
|---------------------------------------------|------|------------|------------|
|                                             |      | Rupees     | Rupees     |
|                                             |      |            | Restated   |
| Mark-up/ return/ interest payable           |      | 4,897,157  | 3,165,460  |
| Bills payable                               |      | 11,110,797 | 2,186,295  |
| Accrued expenses                            |      | 1,660,941  | 1,314,820  |
| Payable to depositors' protection fund      | 14.1 | 12,503     | 12,503     |
| Salary payable                              |      | -          | 23,000     |
| Provident fund payable                      |      | 14,957     | 58,706     |
| EOBI contribution                           |      | 107,827    | 11,693     |
| Provision for taxation (net of advance tax) |      | 21,118     | -          |
| Inter branch current account                |      | -          | 4,751,486  |
| Payable against capital expenditure         |      | 14,830,474 | 18,000,000 |
| Others                                      |      | 1,660,038  | 7,829,407  |
|                                             |      | 34,315,812 | 37,353,370 |

14.1 As per Prudential Regulations for the Microfinance Banks, the bank is required to establish and maintain Depositors' Protection Fund for the purpose of mitigating risk of its depositors to which shall be credited not less than 5 percent of the annual profit after taxes.

|      |                                                      | 2013        | 2012        | 2013          | 2012          |
|------|------------------------------------------------------|-------------|-------------|---------------|---------------|
|      |                                                      | No. of      | shares      | Rupees        | Rupees        |
| 15.  | SHARE CAPITAL                                        |             |             |               |               |
| 15.1 | Authorized capital                                   |             |             |               |               |
|      | Ordinary shares of Rupees 10 each                    | 150,000,000 | 150,000,000 | 1,500,000,000 | 1,500,000,000 |
|      |                                                      |             |             |               |               |
| 15.2 | Issued, subscribed and paid-up ca                    | pital       |             |               |               |
|      | Ordinary shares of Rupees 10 each fully paid in cash | 30,000,000  | 30,000,000  | 300,000,000   | 300,000,000   |

Continued

#### **DEFERRED GRANTS** 16.

| Note                                  | 2013        | 2012   |
|---------------------------------------|-------------|--------|
|                                       | Rupees      | Rupees |
|                                       |             |        |
| Grant recognized during the year      | 18,020,263  | -      |
| Less: Amortization of deferred grants | (6,000,000) | -      |
|                                       | 12,020,263  | -      |

16.1 During the year, the SBP approved a grant of Rupees 36,078,051 for meeting the project cost to be incurred by the Bank to support its institutional capacity building under the project "Strengthing the Institution via a Business Capacity Building, IT infrastructural Improvement and Human Capital Development". The Bank has recognized the grant amounting to Rupees 18,020,263 against software purchased in preceding year thereby meeting the conditions attached to the grant. Out of this Grant amounting to Rupees 9,020,263 was received during the year and Rupees 9,000,000 in subsequent period against purchase and installation of software. Amortization of the grant is being made on a systematic basis over the remaining useful life of related asset.

The remaining amount of the approved grant will be recognized upon actual receipt / when the Bank will have reasonable assurance to comply with all the attached conditions.

#### 17. **MEMORANDUM/OFF - BALANCE SHEET ITEMS**

There were no contingent liabilities and commitments as at 31 December 2013 (2012: Nil).

#### 18. MARK-UP/ RETURN/ INTEREST EARNED Mark-up on loans and advances 84,764,871 11,534,802 Mark-up on investments in government securities 22,139,490 26,431,819 Mark-up on deposit accounts 32,421,325 12,222,014 139,325,686 50,188,635 19. **OTHER INCOME** Gain on disposal of fixed assets 669,853 263,225 Fair value adjustment on investments classified as held-for-trading 1,217,064 Amortization of deferred grants 6,000,000 16 1,897,540 710,939 Others 974,164 9,784,457

Continued

|     |                                             | Note | 2013        | 2012       |
|-----|---------------------------------------------|------|-------------|------------|
|     |                                             |      | Rupees      | Rupees     |
| 20. | ADMINISTRATIVE EXPENSES                     |      |             |            |
| 20. | Salaries, allowances, etc.                  |      | 64,469,812  | 43,261,888 |
|     | Contribution to defined contribution plan   |      | 360,275     | 273,088    |
|     | Rent, taxes, insurance, electricity, etc.   |      | 20,816,314  | 12,657,627 |
|     | IT related expenses                         |      | 2,073,123   | 1,288,000  |
|     | Credit rating fees                          |      | 275,000     | 275,000    |
|     | Legal and professional charges              |      | 1,150,390   | 4,399,354  |
|     | Security charges                            |      | 2,686,987   | 1,883,876  |
|     | Traveling                                   |      | 1,752,439   | 1,873,036  |
|     | Fees and subscription                       |      | 1,362,895   | 1,823,967  |
|     | Communication                               |      | 2,436,062   | 942,197    |
|     | Fueling expense                             |      | 1,063,305   | 610,236    |
|     | Repair and maintenance                      |      | 5,101,445   | 4,205,057  |
|     | Stationery and printing                     |      | 2,271,015   | 1,146,736  |
|     | Advertisement and publicit                  |      | 660,534     | 592,580    |
|     | Auditors' remuneration                      | 20.1 | 611,097     | 564,275    |
|     | Depreciation                                | 11.2 | 6,049,950   | 2,656,958  |
|     | Amortization of intangibles                 | 11.3 | 7,428,186   | 4,349,249  |
|     | Entertainment                               |      | 2,509,378   | 843,671    |
|     | Credit verification expenses                |      | 518,532     | 154,935    |
|     | Others                                      |      | 963,066     | 951,706    |
|     |                                             |      | 124,559,804 | 84,753,436 |
|     |                                             |      |             |            |
| 0.1 | Auditors' Remuneration                      |      |             |            |
|     | Audit fee                                   |      | 300,000     | 300,000    |
|     | Half yearly review and other certifications |      | 110,000     | 110,000    |
|     | Other certifications fee                    |      | 50,000      | 50,000     |
|     | Out-of-pocket expenses                      |      | 151,097     | 104,275    |
|     |                                             |      | 611,097     | 564,275    |

# 21. TAXATION

- **21.1** The Bank has incurred taxable loss during the year amounting to Rupees 62,908,391. However, under section 113 "minimum tax on income of certain persons" of the Income Tax Ordinance, 2001, the Bank is required to make a provision for minimum taxation. Therefore, provision for minimum taxation amounting to Rupees 1,439,198 has been made during the year ended 31 December 2013. (2012: Rupees 501,886)
- **21.2** As of 31 December 2013, the Bank has accumulated tax losses aggregating to Rupees 86,386,410 including unabsorbed depreciation and Amortization of Rupees 41,344,230. The unrecognised deferred tax on such losses amounts to Rupees 30,235,243.
- **21.3** Since the income of the Bank is subject to minimum tax under section 113 to the Income Tax Ordinance, 2001, therefore, the relationship of tax expense has not been produced.

# **NOTES TO THE** FINANCIAL STATEMENTS Continued

# 22. NUMBER OF EMPLOYEES

|             |                       | 2013                 |       |                        | 2012                 |       |  |
|-------------|-----------------------|----------------------|-------|------------------------|----------------------|-------|--|
|             | Credit/sales<br>staff | Banking /<br>Support | Total | Credit/<br>sales staff | Banking /<br>Support | Total |  |
|             |                       | Numb                 | oers  |                        | Numbers              |       |  |
| Permanent   | 7                     | 18                   | 25    | 9                      | 15                   | 24    |  |
| Contractual | 80                    | 104                  | 184   | 53                     | 73                   | 126   |  |
| Daily wages | -                     | -                    | -     | -                      | -                    | -     |  |
|             | 87                    | 122                  | 209   | 62                     | 88                   | 150   |  |

# 23. LOSS PER SHARE - BASIC AND DILUTED

|                                                                        |          | 2013         | 2012         |
|------------------------------------------------------------------------|----------|--------------|--------------|
| Loss after taxation for the year                                       | (Rupees) | (53,321,392) | (49,314,623) |
| Weighted average number of ordinary shares outstanding during the year | Numbers  | 30,000,000   | 30,000,000   |
| Basic and diluted loss per share                                       | (Rupees) | (1.78)       | (1.64)       |

**23.1** There was no dilutive effect on the basic loss per share.

# 24. CASH AND CASH EQUIVALENTS

|                                                             | 2013        | 2012        |
|-------------------------------------------------------------|-------------|-------------|
|                                                             | Rupees      | Rupees      |
| Cash and balances with SBP                                  | 62,801,414  | 46,166,761  |
| Balances with other banks/MFBs                              | 504,774,790 | 395,535,805 |
| Market Treasury Bills- having maturities less than 3 months | -           | 5,140,937   |
|                                                             | 567,576,204 | 446,843,503 |

#### **REMUNERATION OF DIRECTORS AND EXECUTIVES** 25.

The aggregate amount charged in the accounts for remuneration, including all benefits to President/ Chief Executive Officer of the Bank was as follows:

|                                | Presi       | President/    |            |            |  |
|--------------------------------|-------------|---------------|------------|------------|--|
|                                | Chief Execu | itive Officer | Executives |            |  |
|                                | 2013        | 2012          | 2013       | 2012       |  |
|                                | (Rup        | (Rupees)      |            | pees)      |  |
| Managerial remuneration        | 3,400,000   | 6,933,563     | 17,755,186 | 10,000,000 |  |
| Rent and house maintenance     | -           | -             | 463,110    | -          |  |
| Utilities                      | -           | -             | 115,780    | -          |  |
| Medical                        | -           | -             | 60,300     | -          |  |
| Contribution to provident fund | -           | -             | -          | -          |  |
| Bonus and other benefits       | -           | -             | 345,122    | -          |  |
|                                | 3,400,000   | 6,933,563     | 18,739,498 | 10,000,000 |  |
| Number of persons              | 2           | 2             | 37         | 6          |  |

Continued

- **25.1** The President / Chief Executive Officer and Executives are entitled to use Bank maintained cars and perquisites in accordance with the terms of their employment.
- **25.2** During the year, no directors meeting fee has been paid.

# 26. MATURITIES OF ASSETS AND LIABILITIES

|                                                                        | Total                                    | Upto one<br>month                        | 2013<br>Over one<br>month upto<br>6 months<br>(Rupees) | Over 6<br>months<br>upto 1 year | Over one<br>Year<br>upto 5 year |
|------------------------------------------------------------------------|------------------------------------------|------------------------------------------|--------------------------------------------------------|---------------------------------|---------------------------------|
|                                                                        |                                          |                                          | (Kupees)                                               |                                 |                                 |
| Assets                                                                 |                                          |                                          |                                                        |                                 |                                 |
| Cash and balances with SBP                                             | 62,801,414                               | -                                        | 62,801,414                                             | -                               |                                 |
| Balances with other banks/MFBs                                         | 504,774,790                              | 454,774,790                              | 50,000,000                                             | -                               |                                 |
| Investments                                                            | 291,102,058                              | 20,000,000                               | 9,812,500                                              | 9,812,500                       | 251,477,05                      |
| Advances                                                               | 319,016,883                              | 3,671,097                                | 27,644,185                                             | 110,689,370                     | 177,012,23                      |
| Operating fixed assets                                                 | 81,355,350                               | -                                        | -                                                      | -                               | 81,355,35                       |
| Other assets                                                           | 54,332,235                               | 54,332,235                               | -                                                      | -                               |                                 |
| <b>Liabilities</b><br>Deposits and other accounts<br>Other liabilities | 762,025,569<br>34,315,812<br>796,341,381 | 187,048,276<br>34,315,812<br>221,364,088 | 400,000<br>-<br>400,000                                | 346,947,300<br>-<br>346,947,300 | 227,629,99<br>227,629,99        |
| Net assets                                                             | 517,041,349                              | 311,414,034                              | 149,858,099                                            | (226,445,430)                   | 282,214,64                      |
| Represented by:                                                        |                                          |                                          |                                                        |                                 |                                 |
| Share capital                                                          | 300,000,000                              |                                          |                                                        |                                 |                                 |
| Statutory and general reserves                                         | 50,011                                   |                                          |                                                        |                                 |                                 |
| Accumulated loss                                                       | (196,880,895)                            |                                          |                                                        |                                 |                                 |
|                                                                        | 103,169,116                              |                                          |                                                        |                                 |                                 |
| Deficit on revaluation of assets                                       | (1,448,030)                              |                                          |                                                        |                                 |                                 |
| Deferred grants                                                        | 12,020,263                               |                                          |                                                        |                                 |                                 |
| Share deposit money                                                    | 403,300,000                              |                                          |                                                        |                                 |                                 |
|                                                                        | 517,041,349                              |                                          |                                                        |                                 |                                 |

# **NOTES TO THE** FINANCIAL STATEMENTS Continued

|                                                                                                                                                       | Total                                                 | Upto one<br>month         | 2012<br>Over one<br>month upto<br>6 months | Over 6<br>months<br>upto 1 year | Over one<br>Year<br>upto 5 year |
|-------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|---------------------------|--------------------------------------------|---------------------------------|---------------------------------|
|                                                                                                                                                       |                                                       |                           | (Rupees)                                   |                                 |                                 |
|                                                                                                                                                       |                                                       |                           | (Rupees)                                   |                                 |                                 |
| Assets                                                                                                                                                |                                                       |                           |                                            |                                 |                                 |
| Cash and balances with SBP                                                                                                                            | 46,166,761                                            | 46,166,761                | -                                          | -                               |                                 |
| Balances with other banks/MFBs                                                                                                                        | 395,535,805                                           | 395,535,805               | -                                          | -                               |                                 |
| Investments                                                                                                                                           | 154,951,281                                           | -                         | 5,140,937                                  | 78,500,000                      | 71,310,34                       |
| Advances                                                                                                                                              | 121,788,004                                           | 28,001                    | 4,469,230                                  | 42,555,058                      | 74,735,7 <sup>-</sup>           |
| Operating fixed assets (2012: restated)                                                                                                               | 71,192,805                                            | -                         | -                                          | -                               | 71,192,80                       |
| Other assets                                                                                                                                          | 25,183,210                                            | 25,183,210                | -                                          | -                               |                                 |
|                                                                                                                                                       | 814,817,866                                           | 466,913,777               | 9,610,167                                  | 121,055,058                     | 217,238,80                      |
| Liabilities<br>Deposits and other accounts<br>Other liabilities (2012: restated)                                                                      | 468,024,864<br>37,353,370                             | 394,884,864<br>25,353,370 | 59,790,000<br>6,000,000                    | 5,100,000<br>6,000,000          | 8,250,0                         |
|                                                                                                                                                       | 505,378,234                                           | 420,238,234               | 65,790,000                                 | 11,100,000                      | 8,250,00                        |
|                                                                                                                                                       |                                                       |                           | , ,                                        | , ,                             |                                 |
| Net assets                                                                                                                                            | 309,439,632                                           | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
|                                                                                                                                                       | 309,439,632                                           | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
| Net assets Represented by: Share capital                                                                                                              | 309,439,632                                           | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
| Represented by:                                                                                                                                       |                                                       | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
| <b>Represented by:</b><br>Share capital                                                                                                               | 300,000,000<br>50,011                                 | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
| <b>Represented by:</b><br>Share capital<br>Statutory and general reserves                                                                             | 300,000,000<br>50,011<br>(143,559,503)                | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
| <b>Represented by:</b><br>Share capital<br>Statutory and general reserves<br>Accumulated loss (2012: restated)                                        | 300,000,000<br>50,011                                 | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
| Represented by:<br>Share capital<br>Statutory and general reserves<br>Accumulated loss (2012: restated)<br>Surplus/(deficit) on revaluation of assets | 300,000,000<br>50,011<br>(143,559,503)<br>156,490,508 | 46,675,543                | (56,179,833)                               | 109,955,058                     |                                 |
| <b>Represented by:</b><br>Share capital<br>Statutory and general reserves<br>Accumulated loss (2012: restated)                                        | 300,000,000<br>50,011<br>(143,559,503)<br>156,490,508 | 46,675,543                | (56,179,833)                               | 109,955,058                     | 208,988,86                      |

#### FINANCIAL RISK MANAGEMENT 27.

# 27.1 Interest/ mark-up rate risk

Interest rate risk is the risk that the value of the financial instrument will fluctuate due to changes in the market interest rates.

The Bank interest rate exposure is low due to the short-term nature of the majority of business transactions. Interest rate risk is also controlled through flexible credit pricing mechanism and variable deposit rates. Optimization of yield is achieved through the Bank's investment strategy which aims on attaining a balance between yield and liquidity under the strategic guidance of ALCO.

The advances and deposits of the Bank are on periodic basis based on interest rates scenario as detailed below:

|                                |                                           | 2013                            |                   |                            |                                   |                                |  |  |
|--------------------------------|-------------------------------------------|---------------------------------|-------------------|----------------------------|-----------------------------------|--------------------------------|--|--|
|                                |                                           | Exposed to yield/ interest risk |                   |                            |                                   |                                |  |  |
|                                | Effective<br>yield/<br>interest<br>rate % | Total                           | Upto one<br>month | One month to<br>six months | Over six<br>months to one<br>year | Over one year<br>to five years |  |  |
|                                |                                           | Rupees                          | Rupees            | Rupees                     | Rupees                            | Rupees                         |  |  |
| Assets                         |                                           |                                 |                   |                            |                                   |                                |  |  |
| Balances with other banks/MFBs | 8-10                                      | 504,774,790                     | 454,774,790       | 50,000,000                 | -                                 | -                              |  |  |
| Investments                    | 9.5-12                                    | 291,102,058                     | 20,000,000        | 9,812,500                  | 9,812,500                         | 251,477,058                    |  |  |
| Advances                       | 22-39                                     | 319,016,883                     | 3,671,097         | 27,644,185                 | 110,689,370                       | 177,012,231                    |  |  |
|                                |                                           | 1,114,893,731                   | 478,445,887       | 87,456,685                 | 120,501,870                       | 428,489,289                    |  |  |
| Liabilities                    |                                           |                                 |                   |                            |                                   |                                |  |  |
| Deposits                       | 7-13.5                                    | 762,025,569                     | 187,048,276       | 400,000                    | 346,947,300                       | 227,629,993                    |  |  |
|                                |                                           | 352,868,162                     | 291,397,611       | 87,056,685                 | (226,445,430)                     | 200,859,296                    |  |  |

|                                |                              | 2012        |                                        |              |                                   |                                |  |  |
|--------------------------------|------------------------------|-------------|----------------------------------------|--------------|-----------------------------------|--------------------------------|--|--|
|                                | Effective                    |             | Expose                                 |              |                                   |                                |  |  |
|                                | yield/<br>interest<br>rate % | Total       | Upto one One month to month six months |              | Over six<br>months to one<br>year | Over one year<br>to five years |  |  |
|                                |                              | Rupees      | Rupees                                 | Rupees       | Rupees                            | Rupees                         |  |  |
| Assets                         |                              |             |                                        |              |                                   |                                |  |  |
| Balances with other banks/MFBs | 8-11.5                       | 395,535,805 | 395,535,805                            | -            | -                                 | -                              |  |  |
| Investments                    | 10.40-12                     | 154,951,281 | -                                      | 5,140,937    | 78,500,000                        | 71,310,344                     |  |  |
| Advances                       | 39.95                        | 121,788,004 | 28,001                                 | 4,469,230    | 42,555,058                        | 74,735,715                     |  |  |
|                                |                              | 672,275,090 | 395,563,806                            | 9,610,167    | 121,055,058                       | 146,046,059                    |  |  |
| Liabilities                    |                              |             |                                        |              |                                   |                                |  |  |
| Deposits                       | 5.82                         | 468,024,864 | 394,884,864                            | 59,790,000   | 5,100,000                         | 8,250,000                      |  |  |
|                                |                              | 204,250,226 | 678,942                                | (50,179,833) | 115,955,058                       | 137,796,059                    |  |  |

# 27.2 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Bank's credit risk is primarily attributable to its advances, balances at banks and investments. The credit risk on liquid funds is limited because the counter parties are banks with reasonably high credit ratings. The Bank has an effective loan disbursement and recovery monitoring system which allows it to evaluate borrowers' credit worthiness and identify potential problem loans. A provision for loan losses is maintained as required by the Prudential Regulations. Investments are mainly in the government security or other securities having good credit rating. Maximum amount of financial assets which are subject to credit risk amount to Rupees 1,160.226 million (2012: 621.007 million).

# 27.3 Liquidity risk

Liquidity risk is the risk that the Bank will not be able to raise funds to meet its commitments. At present the bank is not exposed to this risk as there is sufficient cash placed with various commercial banks at the year end.

### 27.4 Fair value of financial instruments

The carrying values of all financial assets and liabilities reflected in the financial statements approximate their fair value.

Continued

# 27.5 Capital management

The Prudential Regulations for Microfinance Banks prescribe the Minimum Capital Reguirements for Microfinance Banks (MFBs) Regulation 4 of the said regulations, inter alia, require all MFBs which are licenced to operate in a specified district to maintain minimum paid up capital of atleast Rupees 300 million free of losses. Accordingly, as at 31 December 2013, minimum capital requirement for the Bank was Rupees 300 million. However, the Bank's capital (free of losses) stood at Rupees 103.169 million as at 31 December 2013. The management's plan to ensure compliance with the minimum capital requirement prescribed in the Prudential Regulation is disclosed in Note 1.2.

# 28. SEGMENT DETAILS WITH RESPECT TO BUSINESS ACTIVITIES

The segment analysis with resect to business activity is as follows:

|                             | Investment In<br>Government<br>Securities | Retail<br>Banking | Micro<br>Finance<br>Banking | Total        |
|-----------------------------|-------------------------------------------|-------------------|-----------------------------|--------------|
|                             | Rupees                                    | Rupees            | Rupees                      | Rupees       |
| Year ended 31 December 2013 |                                           |                   |                             |              |
| Total income                | 22,139,490                                | 39,547,592        | 93,713,820                  | 155,400,902  |
| Total expenses              | -                                         | 83,494,763        | 125,227,531                 | 208,722,294  |
| Net income/(loss)           | 22,139,490                                | (43,947,171)      | (31,513,711)                | (53,321,392) |
|                             |                                           | (10,0 11,111)     | (31,313,711)                | (33,321      |

# Year ended 31 December 2013

| Segment assets (gross)       | 211,009,994 | 567,576,204 | 557,617,188 | 1,336,203,386 |
|------------------------------|-------------|-------------|-------------|---------------|
| Segment non performing loans | -           | -           | 91,782,594  | 91,782,594    |
| Segment provision required   | -           | -           | 22,820,656  | 22,820,656    |
| Segment liabilities          | -           | 778,033,523 | 18,307,858  | 796,341,381   |

### Year ended 31 December 2012

| Total income      | 26,473,528 | 12,180,306   | 18,064,254   | 56,718,088   |
|-------------------|------------|--------------|--------------|--------------|
| Total expenses    | -          | 38,551,396   | 63,416,929   | 101,968,325  |
| Net income/(loss) | 26,473,528 | (26,371,090) | (45,352,675) | (45,250,237) |

# Year ended 31 December 2012

| Segment assets (gross)         | 154,951,281 | 441,702,566 | 207,797,202 | 804,451,049 |
|--------------------------------|-------------|-------------|-------------|-------------|
| Segment non - performing loans | -           | -           | 15,554,983  | 15,554,983  |
| Segment provision required     | -           | -           | 4,070,683   | 4,070,683   |
| Segment liabilities            | -           | 471,190,324 | 16,187,910  | 487,378,234 |

Continued

# 29. TRANSACTION AND BALANCES WITH RELATED PARTIES

Related parties of the Bank comprise group companies, staff retirement benefits fund, key management personnel and major shareholders of the bank. The details of transactions and balances with related parties other than those disclosed elsewhere in these financial statements are as under:

|                                      | 2013<br>Rupees            | 2012<br>Rupees         |
|--------------------------------------|---------------------------|------------------------|
| Balances at year end:                |                           |                        |
| Associated company:                  |                           |                        |
| Deposits                             | 3,944,951                 | 452,285                |
| Key management personnel:            |                           |                        |
| Deposits                             | 447,347                   | 20,680,665             |
| From directors/ sponsors:            |                           |                        |
| Deposits<br>Share deposit money      | 12,370,072<br>403,300,000 | 720,860<br>153,000,000 |
| share deposit money                  | 405,500,000               | 153,000,000            |
| Transactions during the year:        |                           |                        |
| Associated company:                  |                           |                        |
| Insurance expense                    | 311,111                   | 210,514                |
| Other related parties                |                           |                        |
| Contribution to Staff Provident Fund | 360,275                   | 435,200                |
| Key management personnel:            |                           |                        |
| Deposits                             |                           |                        |
| Deposits received                    | 45,600,132                | 46,115,696             |
| Withdrawals                          | 53,722,738                | 45,970,241             |
| Mark-up on deposit paid              | 2,652,030                 | 1,384,477              |
| From Directors/Sponsors:             |                           |                        |
| Deposits received                    | 55,506,028                | 282,307,903            |
| Withdrawals                          | 46,234,633                | 281,587,043            |
|                                      |                           |                        |
|                                      | 2013                      | 2012                   |

# 30. PROVIDENT FUND RELATED DISCLOSURE

The following information is based on un-audited financial information of the provident fund for the years ended 31 December 2012 and 31 December 2013:

| Size of the funds- Total assets | 6,998,836 | 6,855,736 |
|---------------------------------|-----------|-----------|
| Cost of investments             | 6,947,579 | 6,112,079 |
| Percentage of investments made  | 99.27%    | 89.15%    |
| Fair value of investments       | 6,947,579 | 6,112,079 |

Continued

# **30.1** The break-up cost of investments is as follows:

|                   | 2013       | 2012       | 2013      | 2012      |
|-------------------|------------|------------|-----------|-----------|
|                   | Percentage | Percentage | Rupees    | Rupees    |
|                   |            |            |           |           |
| Deposits          | 58.08%     | 52.36%     | 4,035,500 | 3,200,000 |
| Listed securities | 41.92%     | 47.64%     | 2,912,079 | 2,912,079 |
|                   | 100.00%    | 100.00%    | 6,947,579 | 6,112,079 |

The above investment / placement of funds has been made in accordance with the provisions of section 227 of the Companies Ordinance, 1984 and the rules formulated for this purpose.

#### DATE OF AUTHORIZATION FOR ISSUE 31

These financial statements were approved and authorized for issue on March 1, 2014 by the Board of Directors of the Bank.

#### 32 GENERAL

- 32.1 Where there are no balances or amounts to be disclosed in the account captions as prescribed by BSD Circular No. 11 dated December 30, 2003 issued by the State Bank of Pakistan, format of financial statements for Microfinance Banks/ Institutions, these captions have not been reproduced in these financial statements except for in the balance sheet and profit and loss account.
- **32.2** Figures have been rounded off to the nearest rupee unless otherwise stated.
- 32.3 Corresponding figures have been rearranged, wherever necessary for the purpose of comparison. However, no significant rearrangements have been made during the year.

**President & Chief Executive Officer** 

Chairman

aun

Director

Director

# **NOTICE OF THE ELEVENTH** ANNUAL GENERAL MEETING

Notice is hereby given that the Eleventh Annual General Meeting of Apna Microfinance Bank Limited is scheduled to be held on Friday, March 28, 2014 at 3:00 p.m. Institute of Chartered Accountant of Pakistan, Chartered Accountants Avenue, Clifton, Karachi to transact the following business:

- 1. To read and confirm the minutes of the Extraordinary General Meeting held on February 6, 2014.
- 2. To receive, consider and adopt the Annual Audited Financial Statements for the year ended December 31, 2013 together with Directors' and Auditors' Reports thereon.
- 3. To appoint the auditors of the bank for the year ending December 31, 2014 and to fix their remuneration.
- 4. To transact any other business with the permission of the chair.

By Order of the Board

Company<sup>\</sup>Secretary

March 7, 2014 Karachi

# NOTES:

1. A member of the Bank entitled to attend and vote at this meeting may appoint another member as his/her proxy to attend and vote instead of him/her. Proxies in order to be effective must receive by the Bank not less than 48 hours before the meeting.

Central Depository Company of Pakistan Limited (CDC) account holders will further have the following under mentioned guidelines as laid down by the Securities and Exchange Commission of Pakistan.

# A) For Attending Meeting:

- i) In the case of individuals, the account holder or sub account holder and/or the person whose securities are in group account and their registration details are uploaded as per the Regulations, shall authenticate his identity by showing his original National Identity Card (CNIC) or original Passport at the time of attending the meeting.
- ii) In the case of Corporate Entity, the Board of Directors' Resolution/ Power of Attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of the meeting.

### **B)** For Appointing Proxies:

- i) In the case of individuals, the account holder or sub-account holder and /or the person whose securities are in-group account and their registration details are uploaded as per the regulations, shall submit the proxy form as per the above requirement.
- ii) Two persons whose names, addresses and CNIC numbers shall be mentioned on the form shall witness the proxy.
- iii) Attested copies of CNIC or the passport of the beneficial owners and proxy shall be furnished with the Proxy Form.
- iv) The proxy shall produce his/her original CNIC or original Passport at the time of the meeting.
- v) In the case of Corporate Entity, the Board of Directors' resolution/ power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) along with proxy form to the Bank.

# **NOTICE OF THE ELEVENTH** ANNUAL GENERAL MEETING

Continued

- 2. Members are requested to immediately notify the change of their address, if any.
- 3. The Share Transfer Book of the company will remain closed from March 22, 2014 to March 28, 2014 (both days inclusive). The share transfer office is situated at Dagia House, 241-C, Block-2, P.E.C.H.S., Off. Shahrah-e-Quaideen, Karachi. (Phone No. 3439-1316 & 3439-1317). Transfer received at the registered office at the close of business on March 21, 2014 will be treated in time.

# For Apna Microfinance Bank Ltd.

Rafat Abbas Company Secretary

# Notes

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# FORM OF PROXY

| I/ We                                                                                                                    | of                    | а                                          | member/ members of the company,                        |
|--------------------------------------------------------------------------------------------------------------------------|-----------------------|--------------------------------------------|--------------------------------------------------------|
| merged companies, do hereby appoin<br>the company, or failing him/ her Mr./ 1                                            | t Mr./ Ms<br>Ms       | of                                         | of a member of a member of who is also a member of the |
| company, as my/ our proxy to attend,<br>the bank to be held on 28-03-2014 at<br>Avenue, Clifton, Karachi and at any adjo | 11:00 a.m. at Institu |                                            |                                                        |
| Signed thisday of                                                                                                        | 2014.                 |                                            | Please affix<br>Revenue                                |
| Witness: (1)                                                                                                             |                       |                                            | Stamp                                                  |
| Signature                                                                                                                |                       |                                            |                                                        |
| NameAddress                                                                                                              |                       |                                            |                                                        |
| CNIC                                                                                                                     |                       |                                            |                                                        |
|                                                                                                                          |                       | 5                                          |                                                        |
| Witness: (2)                                                                                                             |                       | (The signature show<br>Registered with the | uld agree with the Specimen<br>e Company)              |
| Signature                                                                                                                |                       | Folio No                                   |                                                        |
| Name                                                                                                                     |                       |                                            |                                                        |
| Address                                                                                                                  |                       |                                            |                                                        |
| CNIC                                                                                                                     |                       | Distinctive Number                         | rs                                                     |

# **IMPORTANT:**

- 1. The proxy Form must be deposited at the registrar office of the company, Technology Trade (Pvt.) Ltd, Dagia House, 241-C, Block-2, P.E.C.H.S. off. Shahrah-e-Quaideen, Karachi, as soon as possible but not later than 48 hours before the time of holding the meeting and default Proxy form will not be treated as valid.
- 2. No person shall act as proxy unless he/ she is a member of the company except a corporation being a member may appoint as its proxy any officer of such corporation whether a member of the company or not.
- 3. The proxy Form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
- 4. Attested copies of CNIC or the passport of the beneficial owners and the proxy shall be furnished with the proxy form.
- 5. The proxy shall produce his/ her original CNIC or original passport and bring Folio number at the time of the meeting.
- 6. In case of corporate entity, the Board of Directors' resolution/ power of attorney with specimen signature shall be submitted along with proxy form to the Company (if not provided earlier).

# STAMP

# **Company Secretary** K-4/3 & 4/4,

K-4/3 & 4/4, Ch. Khaliq-uz-Zaman Road, Gizri, Karachi-Pakistan



# Head Office:

K-4/3 & 4/4, Ch. Khaliq-uz-Zaman Road, Gizri, Karachi-Pakistan T : +92 21 35865352 F : +92 21 35865017 E : info@apnabank.com.pk

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