# NATIONS TRUST BANK PLC AND ITS FULLY OWNED SUBSIDIARIES

Company Number PQ 118

			R/	NK					GR	OUP		
-	Nine months	ended 30th Sept		Quarter ended 30th September			Nine months ended 30th September			Quarter ended 30th September		
	2011	2010 (		2011	2010 C		2011	2010 (		2011	2010	
	Rs. '000	Rs. '000	(%)	Rs. '000	Rs. '000	(%)	Rs. '000	Rs. '000	(%)	Rs. '000	Rs. '000	(%
GROSS INCOME	8,695,642	9,027,186	(4)	3,014,715	3,236,088	(7)	8,994,645	9,256,922	(3)	3,135,493	3,345,440	(6
nterest Income			. ,						. ,			,
Interest Income on Loans and Advances Interest Income on Other Interest	4,822,591	4,866,029	(1)	1,755,919	1,661,152	6	5,048,644	5,032,178	0	1,829,708	1,723,726	6
Earning Assets	2,239,000	2,531,545	(12)	694,408	877,972	(21)	2,239,637	2.592.632	(14)	694.628	900.655	(23
	7,061,591	7,397,574	(5)	2,450,327	2,539,124	(3)	7,288,281	7,624,810	(4)	2,524,336	2,624,381	(4
nterest Expense	.,	.,,	(-)	_,,	_,,,,,,,,,	(- )	.,,	1,021,010	( - /	_,=_,,==	_,,	,
Interest Expense on Deposits	(2,347,053)	(2,211,715)	6	(860,489)	(707,202)	22	(2,347,053)	(2,211,715)	6	(860,489)	(707,202)	22
Interest Expense on Other Interest	(2,017,000)	(2,211,710)	·	(000, 100)	(101,202)		(2,017,000)	(2,211,710)	·	(000, 100)	(101,202)	
Bearing Liabilities	(1,678,413)	(1,958,270)	(14)	(563.805)	(684.894)	(18)	(1,692,988)	(1,974,123)	(14)	(567.087)	(693.396)	(18
Douring Elabilities	(4,025,466)	(4,169,985)	(3)	(1,424,294)	(1,392,096)	2	(4,040,041)	(4,185,838)	(3)	(1,427,576)	(1,400,598)	2
	(4,020,400)	(4,100,000)	(0)	(1,424,204)	(1,002,000)	-	(4,040,041)	(4,100,000)	(0)	(1,427,070)	(1,400,000)	-
NET INTEREST INCOME	3,036,125	3,227,589	(6)	1,026,033	1,147,028	(11)	3,248,240	3,438,972	(6)	1,096,760	1,223,783	(10
Non-Interest Income	-,,	-,,	(-)	1,020,000	1,111,020	(,	-,,	0,100,012	(-)	1,000,100	1,==0,100	(
Foreign Exchange Gain	263.462	193,069	36	89.708	72,079	24	263,462	193,069	36	89.708	72.079	24
Other Operating Income	1,370,589	1,436,543	(5)	474,680	624,885	(24)	1,442,902	1,439,043	0	521,449	648,980	(20
Cition Operating moonie	1,634,051	1,629,612	0	564,388	696,964	(19)	1,706,364	1,632,112	5	611,157	721,059	(1
	1,001,001	1,020,012	Ü	001,000	000,001	(.0)	1,700,001	1,002,112	·	011,101	721,000	(
NET INCOME	4,670,176	4,857,201	(4)	1,590,421	1,843,992	(14)	4,954,604	5,071,084	(2)	1,707,917	1,944,842	(1)
Less : Non-Interest Expenses	.,,	1,001,001	(-)	1,000,121	1,010,000	(,	.,	-,,	(-)	.,,	1,011,012	(
Personnel Costs	1,217,707	1,176,398	4	406,295	437,092	(7)	1,240,102	1,195,819	4	413,785	443,739	(7
Provision for Staff Retirement Benefits	40,538	33,631	21	12,992	11,166	16	41,399	34,466	20	13,232	11,417	1
Premises, Equipment and	,	,		,	,		,	,		,	,	
Establishment Expenses	509,021	450.816	13	178,028	129.622	37	516,881	462,190	12	181,270	133,150	3
Loss on Trading / Investment Securities	13,071	-	100	13,071	-	100	35,168	2,035	1.628	35,168	2,035	1,62
Amortisation of Intangible Assets	80,419	118,166	(32)	26,935	62,538	(57)	80,419	118,166	(32)	26,935	62,538	(5
Other Operating Expenses	1,045,486	999,796	5	316,431	419,331	(25)	1,050,625	1,008,569	4	317,996	423,908	(2
Cities Operating Expenses	2,906,242	2,778,807	5	953,752	1,059,749	(10)	2,964,594	2,821,245	5	988,386	1,076,787	(2
	2,000,242	2,770,007	o	300,702	1,000,140	(10)	2,004,004	2,021,240	o	500,000	1,070,707	(,
ess : Provision for Bad & Doubtful Debts and												
Loans Written Off												
Provision/(Write back)-General	(32,227)	67.070	(148)	1.017	30,911	(97)	(25,890)	58.596	(144)	3.121	29.175	(89
Provision/ (Write back) -Specific	(111,076)	170,844	(165)	(71,922)		1,349	(111,076)	170,844	(165)	(71,922)	(4,963)	1,349
Troviolota (Trito Back) Opcomo	(143,303)	237,914	(160)	(70,905)	25,948	(373)	(136,966)	229,440	(160)	(68,801)	24,212	(384
	( , ,		( /	(,,		()	(100,000)	,	()	(,,	,	(
OPERATING PROFIT ON ORDINARY												
ACTIVITIES BEFORE TAXES	1,907,237	1,840,480	4	707,574	758,295	(7)	2,126,976	2,020,399	5	788,332	843,843	(
Less:Value Added Tax on Financial Services	(305,158)	(362,825)	(16)	(113,212)	(149,526)	(24)	(340,273)	(400,092)	(15)	(126,090)	(167,134)	(2
-	, ,	(/	, , ,	, , ,	, ,,,,,,,,,		, , , , ,	,	, -,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, , , , , ,	,
OPERATING PROFIT BEFORE CORPORATE TAX	1,602,079	1,477,655	8	594,362	608,769	(2)	1,786,703	1,620,307	10	662,242	676,709	(
Less:Tax on Profits on Ordinary Activities	(553,099)	(723,256)	(24)	(205,196)	(298,065)	(31)	(616,745)	(771,896)	(20)	(228,539)	(322,451)	(29
PERATING PROFIT FOR THE PERIOD	1,048,980	754,399	39	389,166	310,704	25	1,169,958	848,411	38	433,703	354,258	2
arnings Per Share -Basic (Rs.)	4.68	3.81	23	1.73	1.57	10	5.22	4.29	22	1.93	1.79	
Earnings Per Share - Basic (Rs.)	4.66	3.71	23	1.73	1.57	12	5.22	4.29	23	1.93	1.79	
.amings rei Share - Dhuteu (ns.)	4.01	3.71	24	1.71	1.33	12	5.14	4.17	23	1.91	1./4	

- (1) The Group figures include those of the fully lowned subsidiaries, Waldock Mackente Limited, Allied Properties Limited, Mercantile Leasing (Financial Services) Limited and Nations Insurance Brokers Limited (formerly MLL Insurance Brokers Limited).
  (2) These Financial Statements are presented in accordance with Sri Lanka. Accompting Standards and provide the time from Ratio PL of the Colombo Stock Exchange and the Piercetion Sissated by the Central Bank Of Sri Lanka. Comparative figures have been restated where necessary to comply with the Central Bank discharge in the Colombo Stock Exchange and the Piercetion Sissated by the Central Bank of Sri Lanka.
  (3) These Interim financial statements are presented in accordance with SLAS 35 Interim Financial Reporting and there are no changes to the accounting policies and methods of computation as against those disclosed in the Annual Report for the year ended 31st December 2010.
  (4) Specific provisions for the period include certain prudential provisions made over and above the provisioning policy of the Bank which is more stringent than the guidelines of the Central Bank of Sri Lanka.
  (5) The balances reflected under contingencies and commitments are in respect of transactions carried out in the normal course of Banking Business and there are no material changes to these accounts since 31.12.2010.
  (6) During the 1st quarter 2011 through warrant conversion, 20,953,343 ordinary shares were issued and added to the Stated capital.
  (7) During the 3rd quarter, the bank issued I'vo million, rated, unsecured, subordinated redeemable debentures for an aggregate value of Rs. 2 billion by way of a Private Placement. The debentures will be listed in the Colombo Stock exchange in due course.
  (8) No material ages since 20.09.20.11 that require disclosure or/and adjustments in these accounts and all known expenditures have been provided in these financial statements.

  The above figures are provisional and subject to audit.

**Debenture Information** 

Net Profit for the Year

Segment Assets

Intangible Assets

Seament Liabilities

Deferred Liabilities

**Total Liabilities** 

1,048,980

95,660,614

608,690

96,269,304

88.316.774

499,508

88,816,282

754,399

83,557,110

327,177

83,884,287

77.553.697

446,609

78,000,306

The unsecured, Subordinated, Redeemable Debentures 2006/11, 2006/12, 2008/13 and 2009/13 of the Bank are listed

in the Colombo Stock Exchange. However, these debentures have not been traded from the date of listing up to 30th September 2011.

l	Debenture categories	CSE Listing	CSE Interest Payable Listing Freugency	at	Market Values			Interest Rates		Interest rate of Comparable	arable Comparable	Other Ratios as at date of last trade	
				30.09.2011 Rs. '000	Highest Rs.	Lowest Rs.	Year End Rs.	Coupon Rate %	Effective Annual Yield %	Government Security 30.09.2011 %	Government Security 30.09.2010 %	Interest Yield %	Yield to Maturity %
	Fixed Rate Fixed Rate Fixed Rate Fixed Rate Fixed Rate Fixed Rate Floating Rate Floating Rate Total Debentures	NTBD0145 NTBD0131 Not Listed Not Listed NTBD0104	Semi - Annualy Annualy Semi - Annualy Semi - Annualy Quarterly	500,000 1,000,000 200,000 1,800,000 170,000 3,670,000	Not Tra	Not Traded during the current period Not Traded during the current period Not Traded during the current period		20.53 21.00 11.00 11.50 9.39	21.58 21.00 11.30 11.83 9.73	7.69 7.76 8.74 8.74 7.28	8.03 8.10 - - 7.77	Not Traded during : Not Traded during : - - Not Traded during :	the current period

**Ratios of Debt** 

\* Debt / Equity Ratio %

Interest Cover (Times)

Name of the Shareholder

CF Growth Fund Limited

Mr. A.D. Gunewardene

Renuka City Hotels Limited

Employees Trust Fund Board Mr. N.R. Somaiya

Mr.M.F. Hashim.

Mr. M.M. Udeshi

Malship Ceylon Ltd

Name of Director

Total

Central Finance Company Limited

CF Insurance Brokers (Pvt) Ltd.

30.09.2011

53.76%

6.01

No. of Shares

22,830,159

20,715,400

14,813,273

10,592,857

5,671,164

2,416,137

1,858,775

1,392,034

1,320,624

1,238,465 1,122,100

1,033,857

180,474,352

230,607,283 100.00

30.09.2010 9,256,922

1,620,307 (771,896)

84,018,844

84,425,283

77.403.923

77,856,666

452,743

406,439

\* All Surbordinated debt and listed Senior debt are considered as

SHAREHOLDERS INFORMATION

Twenty largest Shareholders as at 30th September 2011

Mackinnons & Keells Financial Services Limited

HSBC International Nominees Limited -Credit Suisse AG Zurich - Uma Kumar Sharma

HSBC International Nominees Limited - SSBT -Deutsche Bank AG Singapore A/C 01

Timex (Garments) Ltd
Sri Lanka Insurance Corporation Ltd-Life Fund

Percentage of public shareholding as at 30th September  $\,$  2011 was 77.39%  $\,$ 

No of Shares

Director's holding in shares as at 30th September 2011

30.09.2010

39.20%

5.51

9.90

8.98

6.42

2.46

1.05

0.81

0.60

0.57

0.54 0.49

0.45

78.26

SELECTED PER	SELECTED PERFORMANCE INDICATORS								
	ВА	NK	GROUP						
	As at 30.09.2011	As at 31.12.2010 (Audited)	As at 30.09.2011	As at 31.12.2010 (Audited)					
Regulatory Capital Adequacy									
Core Capital (Tier 1 Capital), Rs.Mn. Total Capital Base, Rs.Mn. Core Capital Adequacy Ratio, as % of Risk Weighted	6,404 8,678	6,132 7,302	6,988 9,253	6,716 7,869					
Assets (Minimum Requirement, 5%) Total Capital Adequacy Ratio, as % of Risk Weighted Assets (Minimum Requirement, 10%)	10.34% 14.01%	12.52% 14.91%	11.10% 14.70%	13.43%					
Assets Quality (Quality of Loan Portfolio) Gross Non-Performing Advances Ratio, % (Net of Interest In Suspense)	3.48%	4.88%	3.45%	4.82%					
Net Non-Performing Advances Ratio, % (Net of Interest In Suspense and Provisions)	1.70%	2.36%	1.70%	2.36%					
Profitability Interest Margin, % Return on Assets, % (before Tax) Return on Equity, %	4.45% 2.35% 20.28%	5.42% 2.33% 18.30%	2.59% 20.42%	2.53% 17.70%					
Regulatory Liquidity Statutory Liquid Assets, Rs. Mn. Statutory Liquid Assets Ratio, (%) (Minimum Requirement, 20%)	14,936	14,386							
Domestic Banking Unit (DBU) Foreign Currency Banking Unit (FCBU) Net Assets Value Per Share (Rs.)	20.76% 37.18% 32.32	22.13% 42.97% 29.25	35.76	32.46					
Market Price Per Share (Rs.) Highest Lowest Last Traded Price	30.09.2011 (Quarter ended) 70.00 57.00 61.10	30.09.2010 (Quarter ended) 114.70 50.50 94.90							

	Stated Capital	Capital Reserve	Reserve Fund	Investment Fund*	Revenue Reserve	Total
Bank	Rs. '000	Rs. '000	Rs. '000	Rs. '000	Rs. '000	Rs. '000
alance as at 01.01.2010	3,109,771		105,599		970,817	4,186,187
ividend Paid for 2009 hares issued on		-			(314,465)	(314,465)
'2010 Warrants' exercised	1,257,860		-	-		1,257,860
et Profit for the Period					754,399	754,399
alance as at 30.09.2010	4,367,631		105,599		1,410,751	5,883,981
alance as at 01.01.2011	4,367,631		155,696		1,608,192	6,131,519
ividend Paid for 2010					(461,215)	(461,215)
hares issued on						
'2011 Warrants' exercised	733,738					733,738
ransfers to Investment Fund*				178,533	(178,533)	-
let Profit for the Period					1,048,980	1,048,980
lalance as at 30.09.2011	5,101,369		155,696	178,533	2,017,424	7,453,022
Group						
Balance as at 01.01.2010	3,109,771	9,500	105,599		1,551,941	4,776,811
Dividend Paid for 2009				-	(314,465)	(314,465)
hares issued on						
'2010 Warrants' exercised	1,257,860			-	-	1,257,860
let Profit for the Period		-		-	848,411	848,411
alance as at 30.09.2010	4,367,631	9,500	105,599		2,085,887	6,568,617
alance as at 01.01.2011	4,367,631	9,500	155,696		2,271,604	6,804,431
Dividend Paid for 2010			-		(461,215)	(461,215)
hares issued on						
'2011 Warrants' exercised	733,738	-		-		733,738
ransfers to Investment Fund *			-	193,266	(193,266)	
Net Profit for the Period			-	-	1,169,958	1,169,958
Balance as at 30.09.2011	5,101,369	9,500	155,696	193,266	2.787.081	8,246,912

Dataille as at 01.01.2010	J,	103,771	,500	10,000	- 1,001,	341 4,770,011	III IVIT. A.D. GUNE	wardene	5,671,164	
Dividend Paid for 2009					- (314,	465) (314,465)	Mr. E.H. Wijer	naike	10.598	
Shares issued on							Mr. K.N.J.Bale	endra	107,700	
'2010 Warrants' exercised	1,3	257,860				- 1,257,860	Mr. J.R.F. Peir	is		
Net Profit for the Period  Balance as at 30.09.2010		367.631 9	.500 10	5.599	- 848,		Mr. A.K. Guna		19.432	
Balance as at 30.09.2010 Balance as at 01.01.2011			1000	i5,599 i5.696	- 2,085,i			caruna (Director / CEO)	10,402	
Dividend Paid for 2010	4,0	507,031 8	,300	5,090	- (461,		Mr. C.H.S.K. F		100.400	
Shares issued on					(401,	(401,210)	Mr. A.R. Rasia		16,304	
'2011 Warrants' exercised		733.738				- 733,738	Dr. (Ms.) D. W		10,304	
Transfers to Investment Fund *		-		- 193	3.266 (193.)					
Net Profit for the Period					- 1,169,	1,169,958	Mr. M.E. Wick			
Balance as at 30.09.2011	5,1	101,369 9	,500 15	5,696 193	,266 2,787,	081 8,246,912	Mr. M Jafferje			
* Tax saving on the reduction of Lanka. Loans amounting to Rs 8			s per the guidelines is:	sued by the Departmen	t of Inland Revenue a	nd Central Bank of Sri	Dr. (Mr.) Kem	ai De. Soysa	<u> </u>	
										_
			SEG	MENTA	L INFOR	RMATION				
	ВА	NKING	INVESTMEN	NT BANKING	ОТ	HERS	ELIMINATION	I/ALLOCATED	GRO	วบ
n Rs. '000	30.09.2011	30.09.2010	30.09.2011	30.09.2010	30.09.2011	30.09.2010	30.09.2011	30.09.2010	30.09.2011	
otal Revenue	8,695,642	9,027,186	410,568	492,831	102,159	67,438	(213,724)	(330,533)	8,994,645	L
Segment Results										
Profit before Taxation	1,602,079	1,477,655	170,068	150,943	51,881	35,683	(37,325)	(43,974)	1,786,703	
axation	(553,099)	(723,256)	(53,275)	(67,434)	(11,962)	(10,369)	1,591	29,163	(616,745)	
										4

4,560,117

4,560,117

4.082.271

4,084,409

2,138

39,919

837,205

837,205

61,181

5,102

66,283

25,314

790,532

790,532

61,276

3,996

65,272

(35,734)

79,262

(3,493,619)

(2,922,057)

(2,922,057)

(3,572,881)

(14,811)

79,262

(4,888,914)

(4,809,652)

(4.293.321)

(4,293,321)

1,169,958

96,351,670

687,952

97,039,622

88.285.300

88,792,710

507,410

٩		DALANO		•			
ı			BANK			GROUP	
ı	As at	30.09.2011	31.12.2010	Change	30.09.2011	31.12.2010	
П		Rs. '000	Rs. '000	(%)	Rs. '000	Rs. '000	(%)
П	On-Balance Sheet Assets		(Audited)			(Audited)	
П	Cash in Hand	1,148,295	873,295	31	1,148,303	873,303	31
П	Balances with Central Bank of Sri Lanka	3,442,879	2,416,235	42	3,442,879	2,416,235	42
П	Due from Banks and Other Financial Institutions	2,949,302	4,226,626	(30)	1,860,076	3,033,697	(39)
П	Investments-Trading Account						
П	Government Securities	16,437,269	15,195,791	8	17,162,463	16,033,313	7
н	Investments-Held-to-Maturity						
н	Government Securities	8,630,639	8,891,704	(3)	9,252,528	9,460,776	(2)
П	Other Securities	1,749,528	1,905,796	(8)	1,749,528	1,905,796	(8)
П	Investments in Subsidiaries	678,710	678,710	-	.,,	-	-
П	Total Loans and Advances	0.0,1.0	0,0,,,,				
П	Total Performing Loans and Advances						
П	Bills of Exchange	328,043	479,155	(32)	328,043	479,155	(32)
н	Overdrafts	12,211,300	10,321,231	18	12,211,300	10,321,231	18
н	Lease Rentals Receivable within One Year			31			31
П		4,053,144	3,092,713		4,053,144	3,092,713	
П	Lease Rentals Receivable after One Year	7,893,650	5,153,565	53	7,893,650	5,153,565	53
П	Other Loans	32,081,999	24,871,205	29	32,595,652	25,562,000	28
П	Total Non-conforming Language and Advances	56,568,136	43,917,869	29	57,081,789	44,608,664	28
П	Total Non-performing Loans and Advances			(0)			(0)
П	Overdrafts	612,348	668,416	(8)	612,348	668,416	(8)
н	Lease Rentals Receivable	746,725	1,020,872	(27)	746,725	1,020,872	(27)
н	Other Loans	1,172,468	1,038,106	13	1,172,468	1,038,106	13
1	Interest Receivable	353,010	310,513	14	353,010	310,513	14
1	L	2,884,551	3,037,907	(5)	2,884,551	3,037,907	(5)
1	Total Gross Loans and Advances	59,452,687	46,955,776	27	59,966,340	47,646,571	26
1	Less:						
1	Interest In Suspense	(842,737)	(783,368)	8	(842,737)	(783,368)	8
н	Specific Loan Loss Provisions	(766,292)	(853,420)	(10)	(766,292)	(853,420)	(10)
н	General Loan Loss Provisions	(278,482)	(310,802)	(10)	(269,488)	(295,470)	(9)
н	Net Loans and Advances	57,565,176	45,008,186	28	58,087,823	45,714,313	27
н	Other Assets	1,738,325	1,174,442	48	1,800,806	1,230,143	46
н	Deferred Assets	74,775	113,544	(34)	74,775	113,544	(34)
н	Intangible Assets	608,690	679,057	(10)	687,952	758,318	(9)
н	Property, Plant and Equipment	1,245,716	1,254,019	(1)	1,772,489	1,788,444	(1)
н	Total On Balance Sheet Assets	96,269,304	82,417,405	17	97,039,622	83,327,882	16
н			,,		01,000,022	00,021,002	
н	On-Balance Sheet Liabilities						
н	Total Deposits						
н	Demand Deposits	7,488,624	6,675,693	12	7,454,323	6,636,493	12
н	Savings Deposits	8,998,632	7,061,789	27	8,998,632	7,061,789	27
н	Time Deposits	43,818,979	34,616,274	27	43,818,979	34,616,274	27
н	Margin Deposits	416,845	342,183	22	416,845	342,183	22
П	Margin Deposits			25			25
П		60,723,080	48,695,939	25	60,688,779	48,656,739	25
н	Total Removings						
П	Total Borrowings						
н	Borrowings from the Central Bank		404	(400)		404	(400)
н	of Sri Lanka	•	421	(100)	•	421	(100)
П	Borrowings from Banks and Financial	450 400	044 500	(75)	450.400	044 500	(75)
П	Institutions in Sri Lanka	153,499	611,500	(75)	153,499	611,500	(75)
М	Borrowings from Banks and Financial						
П	Institutions Abroad	1,608,200	499,902	222	1,608,200	499,902	222
н	Securities Sold Under Repurchase Agreements	15,670,350	16,967,745	(8)	15,400,350	16,967,745	(9)
	Subordinated Term Debt	3,506,625	1,806,275	94	3,506,625	1,806,275	94
н	Other Borrowings	1,279,567	1,708,203	(25)	1,479,567	2,089,113	(29)
1		22,218,241	21,594,046	3	22,148,241	21,974,956	1
П							
٦	Deferred Taxation	290,067	273,530	6	290,067	273,530	6
1	Current Taxation	437,665	549,739	(20)	445,889	555,696	(20)
ı	Other Liabilities	5,147,229	5,172,632	(0)	5,219,734	5,062,530	3
н	Total On -Balance Sheet Liabilities	88,816,282	76,285,886	16	88,792,710	76,523,451	16
П							
Ш	Equity Capital and Reserves						
Н	Stated Capital (230,607,283 Ordinary Shares						
	as at 30.09.2011 & 209,643,340 as at 31.12.2010)	5,101,369	4,367,631	17	5,101,369	4,367,631	17
П	Statutory Reserve Fund	155,696	155,696	(0)	155,696	155,696	(0)
1	Total Other Reserves	2,195,957	1,608,192	37	2,989,847	2,281,104	31
1		7,453,022	6,131,519	22	8,246,912	6,804,431	21
1	Total On Balance Sheet Liabilities and	,,	.,,		.,,	.,,	
1	Equity Capital and Reserves	96,269,304	82,417,405	17	97,039,622	83,327,882	16
1	, ,	,,	, ,		,,	,,	
1	Off-Balance Sheet Items and Contra Accounts						
1	Contingencies	35,264,784	29,491,636	20	35,264,784	29,491,636	20
11	Commitments and Contra Accounts	35,144,625	34,046,351	3	35,144,625	34,046,351	3
	S	70,409,409	63,537,987	11	70,409,409	63,537,987	11
1		70,403,403	00,007,007		10,400,400	00,007,007	
П	Memorandum Information						
П		1753	1577		1790	1608	
П	Number of Employees						
П	Number of Leasing Centers	45	40		45	40	
11	Number of Leasing Centers	1	1		1	1	
П	Number of Personal Banking Centers	6	6		6	6	
П	APPENDATION.						
П	CERTIFICATION:	the requirement of the C	amananiaa A-+ M	7 of 0007			
ı II.	I certify that the above Financial Statements comply with	the requirments of the C	ompanies Act No: 1	r of 2007.			

**BALANCE SHEET** 

I certify that the above Financial Statements comply with the requirments of the Companies Act No: 7 of 2007

(Sgd.) Ajith Akmeemana

We, the undersigned being the Chairman, Deputy Chairman and Director / Chief Executive Officer of Nations Trust Bank PLC., certify jointly that, (a) the above statements have been prepared in compliance with the format and definitions prescribed by the Central Bank of Sri Lanka. (b) the information contained in these statements has been extracted from the unaudited financial statements of the Bank and its Subsidiaries unless

(Sgd.) A.D. Gunewardene

(Sgd.) E.H. Wijenaike Deputy Chairman

Director/Chief Executive Officer

November, 08, 2011 - Colombo	Deputy Chairm	all	Director/Chief Executive Officer			
CASH	FLOW STAT	FMENT				
UASII	BANK		GROU	P		
For the Nine months ended 30th September	2011 Rs. '000	2010 Rs. '000	2011 Rs. '000	2010 Rs. '000		
Cash Flows from Operating Activities	ns. 000	ns. 000	ns. 000	ns. 000		
Interest Received	7,167,617	7,096,324	7,512,518	7,398,866		
Interest Paid Foreign Exchange Income Received	(4,034,083) 201,071	(4,462,574) 107,747	(4,053,722) 201,071	(4,479,338) 107,747		
Receipts from Other Operating Activities	1,365,320	1,156,385	1,359,369	1,103,506		
Gratuity Payments Made	(6,711)	(9,188)	(7,632)	(9,188)		
Payments to Employees and Suppliers	(2,941,061)	(2,847,558)	(3,009,542)	(2,918,992)		
Net Cashflow from Operating Activities before Income Tax (A)	1,752,153	1,041,136	2,002,062	1,202,601		
Income Tax paid  Operating Profit before Changes in Operating	(422,441)	(283,937)	(460,931)	(353,752)		
Assets and Liabilities	1,329,712	757,199	1,541,131	848,849		
(Increase)/Decrease in Operating Assets						
Investments in Treasury Bills ,Bonds & Reverse Repurchases	1,312,677	(4,241,928)	2,200,006	(1,610,858)		
Investments and Other Placements	8,812	121,577	8,812	121,577		
Bills of Exchange Loans and Advances	151,111 (12,578,242)	(134,600) (8,629,450)	151,111 (10,739,018)	(134,600) (7,860,654)		
Other Assets	(486,423)	(353,123)	(293,036)	(382,203)		
	(11,592,065)	(13,237,524)	(8,672,125)	(9,866,737)		
Increase/(Decrease) in Operating Liabilities						
Customer Deposits	11,908,708	3,933,654	11,908,708	3,933,654		
Securities Sold under Repurchase Agreements Other Liabilities	(1,297,395) (203,449)	8,032,433 892,731	(4,632,862) 1,497,775	5,423,109 1,812,029		
Other Liabilities	10,407,864	12,858,818	8,773,621	11,168,792		
Net Cash Flow from Operating Activities	145,511	378,493	1,642,627	2,150,903		
Cash Flows from Investing Activities						
(Purchase)/Sale of Intangible Assets	(10,053)	(52,721)	(10,053)	(52,721)		
Proceeds from Sale of Property, Plant & Equipment (Purchase)/Sale of Property, Plant & Equipment	5,269	2,361	6,501	2,361		
(Purchase)/Sale of Property, Plant & Equipment	(154,150) (158,934)	(96,828) (147,188)	(156,036)	(97,187) (147,547)		
Cash Flows from Financing Activities	(100,001)	(111,100)	(100,000)	(111,011)		
Issuance of Ordinary Share Conversion - Warrants	733,738	1,257,860	733,738	1,257,860		
Increase / (Decrease) in Refinance Activities	(421)	(4,478)	(421)	(4,478)		
Increase / (Decrease) in Call & Other Borrowings Issue/(Redemption) of Debentures	(72,786) 1,835,000	(873,308)	(1,572,117) 1,835,000	(2,646,040) (165,000)		
Dividend Paid	(461,215)	(165,000) (314,465)	(461,215)	(314,465)		
	2,034,316	(99,391)	534,985	(1,872,123)		
Net Increase in Cash and Cash Equivalents	2,020,894	131,916	2,018,024	131,233		
Cash and Cash Equivalents at the beginning of the year	3,446,951	3,077,645	3,484,131	3,083,714		
Cash and Cash Equivalents at the end of the year	5,467,845	3,209,559	5,502,155	3,214,947		
Reconciliation of Cash and Cash Equivalents						
Cash in Hand, Balances with Banks & Due to Banks	2,024,966	969,367	2,059,276	974,755		
Balance with the Central Bank of Sri Lanka	3,442,879	2,240,192	3,442,879	2,240,192		
-	5,467,845	3,209,559	5,502,155	3,214,947		
A. Reconciliation of Operating Profit						
Profit before Taxation	1,602,079	1,477,655	1,786,093	1,620,307		
Depreciation	242,872	219,715	251,786	228,466		
(Profit) / Loss on Disposal of Property, Plant & Equipment	(5,269)	(128)	(5,269)	(128)		
Provision for Doubtful Debts	(143,303)	237,914	(136,965)	229,440		
Provision for Gratuity (Increase) / Decrease in Interest Receivable	40,538 106,025	33,631 (301,250)	41,399 148,049	34,466 (293,384)		
Increase / (Decrease) in Interest Payable	(8,617)	(288,233)	(13,681)	(280,433)		
Other Non-cash items	(75,461)	(328,980)	(61,719)	(326,945)		
Gratuity Payments Made	(6,711)	(9,188)	(7,632)	(9,188)		
	1,752,153	1,041,136	2,002,062	1,202,601		



116,793

3,426,732

3,426,732

2.829.402

2,832,202

2,800

# NATIONS TRUST BANK PLC AND ITS FULLY OWNED SUBSIDIARIES

Cont'd

# FINANCIAL REVIEW

### NTB maintains growth momentum

At the group level, NTB closed the 9-month period ending 30th September 2011, with post-tax profits of Rs.1,170 Mn, up 38% over the corresponding period in 2010, while pre-tax profits grew from Rs. 2, 020 Mn to Rs. 2, 127 Mn, an increase of 5%.

Group net interest income was below the previous year due to narrowing margins which was anticipated for the current year and visible across the industry. Its impact, however, was mitigated by the sustained growth in business volumes especially in the 2nd and 3rd quarters, timely re-pricing of deposits and a shift in the deposit mix towards low cost funds.

Non-funds based income from all core lines of business including credit cards, trade service and treasury service businesses recorded good growth against the previous year. Impact of the reduction in corporate and personal taxation was reflected in increased import/export business volumes and consumer spending together with increased tourist arrivals bolstered these growth levels. Trade finance volumes, both on imports and exports picked up significantly compared to the previous year with the resultant income increasing by 28%. Credit card related non-fund based income recorded healthy growth for the period under review due to increased consumer spend and the roll out of new card acquisition programs. Foreign exchange income too showed significant growth despite the relatively stable exchange rate that prevailed during the period.

During the period, group operating expenses recorded an increase of 5% over the corresponding period in 2010. The increase is in line with the expansion drive initiated in the latter part of 2010 where investments were made in people, premises and systems to support the growth prospects and strengthen risk management. Five new branches were opened during the 9 months to September 2011with 4 more to be opened before the year end. The increase in operating expenses also reflects investments made during the period to strengthen the NTB brand. As a result the group cost income ratio increased from 55% to 59% over the previous period. However lower tax rates applicable for the current year resulted in the higher post tax profit.

Group NPL Ratio stood at 3.45% compared to 4.82% recorded in December 2010 and 4.8% in June 2011. Growth in the loan book through prudent credit underwriting assisted in lowering the NPL Ratio, despite the upward pressure via a more stringent regulatory environment in respect of NPL classifications coming into force at the beginning of the year. Focused management of collections is reflected in provision reversals during the period.

For the period under review, gross loans and advances recorded a growth of Rs. 12.3Bn up 26%. On a YOY basis, the uplift by 30th September 2011 was over 30%distributed across various industry segments with no particular concentrations. Such growth in loans was supported by the deposit base increasing by Rs.12Bn to Rs. 61Bn, recording a growth of 25% for the year with low cost deposits growing at a

In terms of capital, the position strengthened to Rs.8.2Bn with the conversion of the 2nd tranche of warrants leading to a comfortable Group Capital Adequacy Ratio of 14.01%. The Bank also concluded an unsecured subordinated debenture issue amounting Rs. 2Bn in readiness for further expansion of the loan book.

## **Review of Operations**

The year 2011 commenced with the rolling out of initiatives in line with the Strategic Plan crafted for the Bank's next phase of growth. This entailed aligning the core business segments and strengthening the risk management framework thereby empowering our staff with the right skills and mind set for sustainable growth.

Retail and SME Banking - It was a demanding year as the Branches stepped into new terrain by transforming from the traditional model of only mobilizing deposits to a more holistic approach of both deposits and lending driven channels of delivery. More importantly Branches have also been mapped out to implement the SME strategy of the Bank. Thus their primary focus area during the year was to roll out the branch lending proposition by deploying credit managers within the branch network in a concerted effort to tap into the SME sector. Having acknowledged that SMEs are a vital sector in the economy, they are in the process of strengthening the knowledge and experience base to be rooted in this burgeoning area on a much larger scale as the growth opportunities are significant. Momentum in loan growth remained in the 3Q to give the desired results. In the meantime, the deposit mobilization drive exceeded expectations with a 25 % growth in total deposits and more importantly improving the low cost deposit mix by 2 percentage points. In keeping in line with the strategy of expanding customer touch points to enhance accessibility and convenience, the branch network expanded its footprint by opening full service branches in Horana, Kalmunai, Anuradhapura, Malabe and Piliyandala by 3Q and another branch in Ratnapura by end of October 2011 extending the network coverage to 46 branches.

strategies to recover from the interest rate cap introduced in late 2010 which put significant pressure on its top line revenue. The Division performed well with timely re-configuring of the business model to drive the bottom line. Initiatives were rolled out to build scale and enhance top of the mind brand recall. The growth in consumer spend both from local sales and destination business coupled with new card acquisitions contributed in equal measure to generate revenue to bridge the vacuum in earnings created by the interest rate cap.

Cards and Personal Loans - The Cards Division bounced back with alternative

Card receivables grew by 11% with the card base expanding by 17%. Equally the personal loan business, mainly engaged in the mass affluent segment, recorded substantial growth on the back of pent-up demand. New loan volumes increased significantly as confidence spread across the economy. Both cards and consumer loans recorded improved NPL Ratios and the sustained recovery effort on past due loans helped in posting net write backs to the bottom line.

Corporate and Wholesale Banking - The Division recorded an exceptional performance despite having to balance volume growth vis-a-vis bottom line growth throughout the year as intense competition put pressure on margins. Asset growth in 3Q picked up significantly whilst containing the NPL Ratio to previous year levels. Concentration of the loan book across the key economic sectors were appropriately balanced by keeping a constant watch over industries and sectors which are

particularly vulnerable to changing market dynamics. Leasing and Factoring - Leasing volumes expanded substantially due to the booming vehicle market which resulted in a growth in the leasing book of 45%. The Division sustained their sales drive from both centrally located teams and branches. They also explored and ventured into new customer segments with selective product offerings and unrivalled customer service. Again a focused recovery effort coupled to a healthy NPL Ratio improved profits for the period, posting a growth of 20% over the previous year. The factoring portfolio also expanded by 55% for the period as a result of acquisition of new customers and improved utilization of facilities extended to

existing customers. The tailor-made product campaigns re-launched during 2011 gave the much needed media coverage for the business thereby positioning it more in line with customer needs. Treasury - The primary focus of the unit was to support the growth in the loan book and the core banking business whilst keeping the trading positions at tolerable levels. Like all active treasury operations, it was proactively engaged in re-pricing the assets and liabilities and managing the pressure on interest rate risks in a timely manner.

Medium term funding arrangements have been sourced as planned to support the

build-up of term assets and Tier 2 Capital. Other Matters of Interest Although not directly impacting business revenues in the short term, several initiatives influencing the very foundations of the business of banking is currently taking root. Among them is the application of IFRS across the local banking system. It requires the banks to report their financials on a fair-value basis that will, among its many attributes, enable wider comparison. We have taken several steps towards its

implementation and to be compliant at the beginning of 2012. Equally the Central Bank of Sri Lanka has issued directions covering the implementation of BASEL II and a Customer Charter. In implementing BASEL II, the regulator is looking to place the banking system on stable and firm footing for the future. The Customer Charter equally looks to providing a more open and even market place

for engaging in business with banks. On both directions, we have undertaken substantial work to be compliant by the due dates. Outlook In a dynamic market, as the one in which we are currently operating, opportunities emerge and challenges unfold daily. Significant effort is deployed to sift through these movements and latch-on to sustainable trends. The outlook for the rest of the year is expected to put pressure on margins, on deposits to fund loan growth and liquidity.

We are also conscious of uneven global trends and possible local impact. We believe we remain well equipped with a strong balance sheet, comfortable capital position, a sound risk management framework and most importantly, an energetic skilled workforce to handle all such ups and downs. Overall the macro environment factors remain conducive for continuing business momentum and we look forward to closing the year on a high note.