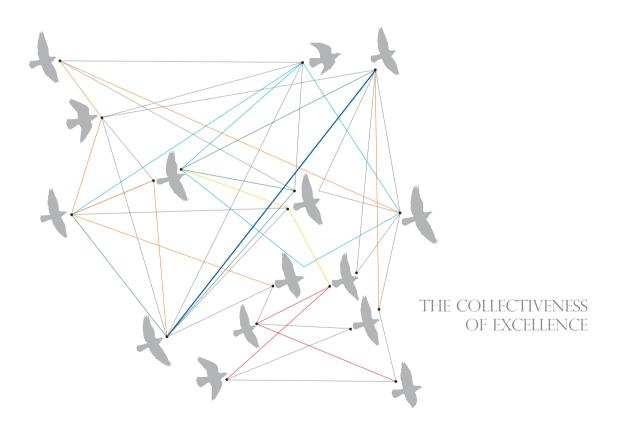
### ANNUAL REPORT 2011





### Awards & Recognition

Bank Asia's Glorious Triumph for Best Published Accounts and Reports 2010 by ICAB and SAFA.



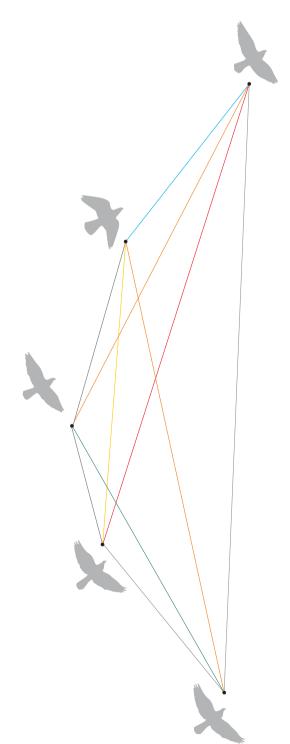
Receiving Silver Trophy from ICAB



Receiving Certificate of Merit from SAFA

Our transparency in disclosure of information and adherence to standard accounting practices brought recognition for our valued stakeholders and also a testament to our openness and integrity

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### Notice of the Thirteenth Annual General Meeting

Notice is hereby given to all members of Bank Asia Limited ("the Company") that the Thirteenth Annual General Meeting of the members of the Company will be held on Saturday, the 31st March, 2012 at 10:30 AM at the Officers' Club, 26 Baily Road, Ramna, Dhaka-1000, to transact the following business and to adopt necessary resolutions:

#### Agenda

- 1. To receive, consider and adopt the Profit and Loss Account of the Company for the year ended December 31, 2011 and the Balance Sheet as at that date together with the Reports of the Directors and the Auditors thereon.
- 2. To declare Dividend out of the profits for the year ended December 31, 2011
- 3. To elect Directors in accordance with the provisions of law and the Articles of Association of the Company.
- 4. To appoint Auditors of the Company for the term until the conclusion of the next Annual General Meeting and to fix their remuneration.
- 5. To transact any other business with the permission of the Chair.

By order of the Board

Dated: Dhaka February 26, 2012

Aminul Islam **Company Secretary** 

#### Notes

- a) The Record date of the Company is February 29, 2012. Trading of the Company's shares in the Stock Exchanges will remain suspended on the Record Date.
- b) The shareholders whose names will appear in the Register of Members of the Company as at the close of business on the Record Date will be entitled to attend and vote at the Annual General Meeting and to the dividend declared in the Meeting.
- c) Any member of the Company entitled to attend and vote at the meeting may appoint a proxy to attend and vote on his/her behalf. The proxy must be a member of the Company.
- d) The instrument appointing a proxy duly stamped and signed by the member must be submitted at the Registered Office of the Company at least 48(forty eight) hours before the meeting. Proxy form is enclosed.
- e) Election of Directors will be held in the vacant offices of Directors. Election schedule will be displayed in the notice board at the Registered Office in due course. Election rules will be available at the Registered Office of the Company.

### Prelude

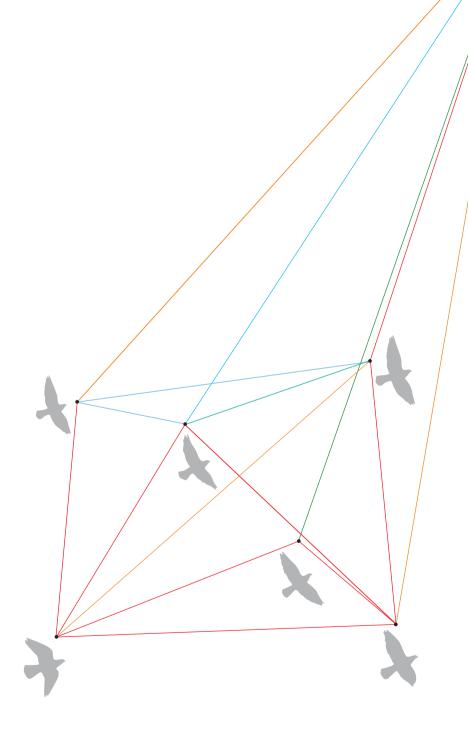
We are once again proud and honored to be able to publish the Annual Report 2011. We have been totally transparent, careful and accountable while crafting financial, social and economic performances of the Bank in various reports and statements included in this book. This report portrays the Bank's position in the industry against the backdrop of global and national economic outlook. We have tried to cover aspects of Corporate, SME and Retail banking, Treasury functions, Remittance services, Export/ Import business and performance of subsidiaries. This report has also addressed issues of corporate governance, corporate social responsibilities and green banking etc. We have also discussed over Human Resource related issues like health, safety and work environment for employees, gender equality, workforce diversity etc.

This report will provide with all kind of material information that will greatly assist the shareholders, depositors, borrowers, investors, regulators and all other concerned parties in assessing the overall and area specific performance and future prospects of the Bank. Along with the operating and financial information, this report also illustrates various models and rigorous analysis that would help all potential stakeholders to take decisions in their respective interest analysis.

This report also includes **futuristic approach** that means apart from financial statements and ratio analysis, which are prepared based on historical cost principle, other statements e.g. corporate information, human resources, green banking initiatives etc. are being updated with current data for better understanding about the Bank's goals and strategic objectives for 2012 and beyond.

Md. Mehmood Husain President and Managing Director

## Vision



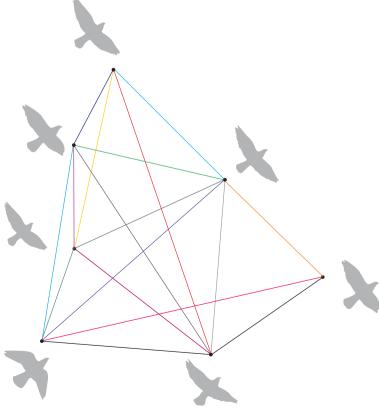
Bank Asia's vision is to have a poverty free Bangladesh in course of a generation in the new millennium, reflecting the national dream. Our vision is to build a society where human dignity and human rights receive the highest consideration along with reduction of poverty.

## Mission

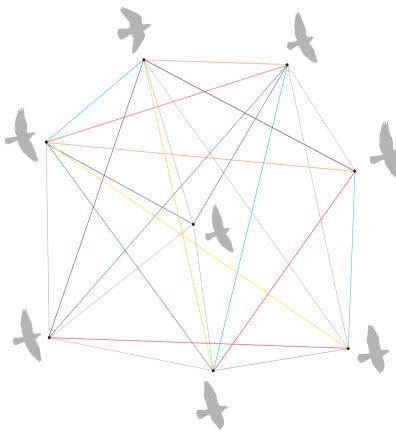
To assist in bringing high quality service to our customers and to participate in the growth and expansion of our national economy.

To set high standards of integrity and bring total satisfaction to our clients, shareholders and employees.

To become the most sought after Bank in the country, rendering technology driven innovative services by our dedicated team of professionals.



## Core Values



- Place customer interest and satisfaction as first priority and provide customized banking products and services.
- Value addition to the stakeholders through attaining excellence in banking operation.
- Maintain high ethical standard and transparency in dealings.
- Be a compliant institution through adhering to all regulatory requirements.
- Contribute significantly for the betterment of the society.
- Ensure higher degree of motivation and dignified working environment for our human capital and respect optimal work-life balance.
- Committed to protect the environment and go green.

### **Business Ethics**

#### **Business principle**

Bank Asia go beyond minimum legal requirements and reflect the Bank's long term commitment to building a business that is successful, honest and responsible.

#### Human worth

Bank Asia supports the international human rights as outlined by the UN declaration and convention. No one in the Bank shall in any way cause or contribute to the violation or circumvention of human rights.

#### **Human capital**

Bank Asia is devoted to human capital initiative connecting with milestone training, performance coaching & development, key talent management, balancing of work/ life choice and human capital reviews.

#### Health, safety and working environment

Bank Asia is committed to establish effective arrangement to identify and eliminate or control all work related hazards and risks and promote health at work and continuous improvement of health, safety and working environment.

#### Confidentiality

Clear, honest and open communication is maintained in Bank Asia to ensure full accountability but subject to business confidentiality. The use of company confidential information before it is public for personal gain is strictly prohibited and may constitute a criminal offense.

#### **Protection of personal data**

Bank Asia's processing of personal data shall be subject to care and awareness, which is required according to laws and regulation and relevant for information that might be sensitive, regardless the data refer to customers, employees or others.

### **Intellectual property**

Intellectual property such as know-how, methodology, concepts and ideas are important to Bank Asia's successes in the market. Unless otherwise specified by law or orders from other public authorities, no employee shall make corporate secret or other information available to unauthorized persons.

#### Nature and the environment

Bank Asia shall be pioneer regarding environmental protection, by minimizing environmental damages and by developing, promoting and utilizing environment friendly technology.

#### Information that may affect the share price

As a publicly listed company, Bank Asia is subject to strict rules concerning the handling the non-public information that may affect the market price of Bank Asia's shares or other financial instruments issued by the Bank.

#### Accounting

Bank Asia has the highest regard for truth, completeness and accuracy in the recording of business transactions is full compliance with applicable Bangladesh laws & regulation, financial reporting standards, good accounting practices as well as maintaining valid authorization and ensuring complete documentation. The annual accounts and interim accounts shall be in accordance with the law, BFRS and good accounting practices.

#### Competition

Bank Asia is committed to staying over and above the prevailing market competition through constant innovation of technology based products and efficiency enhancement; being responsive to the requirements of our customers and partners.

#### **Corruption and bribery**

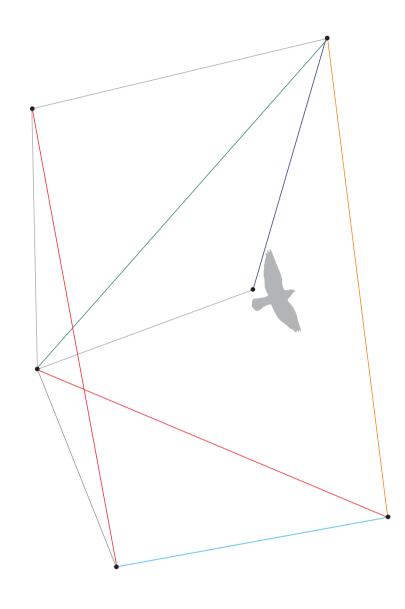
Bank Asia is firmly opposed to all forms of corruption. Bribery is fundamentally inconsistent with the Bank's values; any direct and indirect promise of payment to gain any perceived personal advantage is totally unacceptable.

#### **Money laundering**

Bank Asia is firmly opposed to all forms of money laundering and shall take steps to prevent its financial transactions from being used by others to launder money.

#### **Political activity**

Bank Asia does not give support to political parties, either in the form of direct financial support or paid working time. Employees may exercise their right to take part in politics as long as there is no conflict of interest situation with Bank Asia.



### Codes of Conduct

- Employees must be open and loyal to the Bank and Bank's interest.
- Employees must keep confidential all Bank and other matters that could provide other third parties unauthorized access to confidential information.
- Employees must observe the Bank's security requirements concerning access to electronic resources and documents.
- All information and communication with the media, the public and financial markets shall be reliable and correct, maintain high professional and ethical standards and in accordance with established guidelines and regulations.
- Customers shall be met with insight, respect, and understanding. Employees must always try to fulfill the needs of the customer in the best possible manner, within the guidelines for corporate ethics that apply to business.

- Under no circumstances, employees shall or be a part of any activity that prohibits open and fair competition of Bank Asia in breach of relevant business laws.
- Employees shall never offer or accept illegal or inappropriate gifts or other remuneration in order to achieve business or personal advantages.
- Employee's engagement in external duties must not affect his/her working relationship with Bank Asia or come into conflict with Bank Asia's business interest.
- Should an employee become aware of an infringement of Bank Asia's rules and guidelines, he/ she should blow whistle raising the issue to the line management or to Human Resource Department.

### Goals

#### Sustainable growth

Synergies between new knowledge and human capital for sustainable economic growth.

### **Capital stewardship**

Preservation and enlargement of multiple forms of capital; like intellectual, natural, financial, organizational, social; all of which contribute to long term value creation

### Accelerating financial inclusion

Accelerate progress towards financial inclusion with technology like ATM, mobile phone, smart card based banking services and renewable energy generation projects especially in rural areas.

### **Differentiating value added services**

Strong focus on extremely cost-efficient and green services through Internet banking, electronic fund transfer, automated cheques clearing, e-bank statement, SMS alert etc.

### **Going green**

Quantification of in-house facilities and energy consumption to promote paperless office and enhance energy efficiency. Greater emphasis on green banking projects.

### Leader in business

Create new dimension in the syndication and structured financing.

Grow with export.

Well diversified portfolio.

### Strategic Focus

#### **Business KPIs**

Bank Asia has chosen some financial and non-financial key performance indicators (KPIs) that are important for its future success. Financial KPIs: Proportion of SME portfolio, Loan Loss Rate, Cost Management, Net-operating Income Growth, Operating Income Mix, Cost to Income, Shareholder Returns. Non Financial KPIs: Employee engagement, Brand perception, customer satisfaction, IT performance & system reliability, number of CASA customers, proportion of non interest income, Distribution outlet outside Bank's own network.

### **Business KRIs**

Bank Asia has chosen some forward looking key risk indicators (KRIs) to focus on emerging risks to recover, improve or maintain its performance. Bank Asia is committed to create good risk culture that includes clear guidelines, clear responsibilities and risk awareness programs to identify. KRIs: Emerging impediments to financial performance, regulatory status, asset growth outpacing capital growth, increase in SMA in the bank's geographic location or customer cluster, increase in approvals of credit proposal exceptions, increase in percentage of interest only loans to total loans, significant changes in funding mix period to period.

### Mentorship program for branches

Implement cluster mentorship concept involving Senior Management to monitor branches seamlessly with a view to manage core risks of the Bank, optimize the revenue streams (profitability), expedite credit approval process that will help achieve goals, make smart business decisions, overcome work place challenges and learn new skills.

### **Customer satisfaction**

Bank Asia is sincere to create higher customer satisfaction and loyalty by its brand enhancement programs, personalizing banking, creating brand ambassadors, Online product innovation, measure and reduce customer effort, creating differentiated customer value proposition.

### Going green in the future of banking

Bank Asia firmly promotes green banking to reach its long term strategic objective to be a green, triple bottom line bank where every decision will be taken with both financial and environmental considerations in mind. The Bank's green banking initiatives includes Online & paperless banking, reduction of green house gas emission, mapping bank's carbon foot print, efficient energy use, environment friendly projects, plant nursery and horticulture projects etc.

### **Promoting financial Inclusion**

One of the strategic priorities of Bank Asia is to promote financial inclusion for combating poverty, which the Bank firmly believes to achieve by its deposit services, agricultural credit program, small enterprise financing for productive new off farm employment of 'missing middle', Solar home system projects with NGO-MFI partners, foreign remittance of poor migrant workers channeling through partner MFIs, domestic remittance distribution through bank led as well as mobile operation led mobile banking.

### **Giving back**

Bank Asia believes in giving back to the community and it will continue to promote education, fulfil its commitment to community health, disaster management, clean environment, sports, art and culture.

Improved performance through capacity building and employee productivity

Revitalizing efficient service delivery, organizational effectiveness, strong public relations and customer satisfaction equipping employees with expertise, necessary skills and knowledge properly addressing employee motivation, satisfaction, health and morale to improve employee productivity which altogether culminate performance of the Bank.

### Future Orientation

#### Challenges

- Inflationary situation will be on the rising trend especially for higher food prices and energy prices. Inflation is listed as major near term risk to country's economic outlook by IMF.
- The global economic slowdown is most likely to have a negative impact on the country's industrial sector. Weak demand in western economies, higher raw material cost and demand for labor pay rise may negatively impact export of garments and knitwear.
- Higher government borrowing due to lack of foreign aid, slow foreign direct investment and higher subsidy payments for fuel and electricity despite recent increase in rate. That may cause the crowding out effect and potential private sector may suffer from lack of credit opportunity.
- 4 major economic factors will largely influence business growth in coming years, they are stability of capital market, liquidity pressure in the money market, inward remittance flow and devaluation Taka against dollar.
- The lack of infrastructural development reflected by poor transportation facility and shortage of energy supply is the major challenge for SME growth in Bangladesh.

#### **Opportunities**

- There will be greater opportunities in power generation and renewable energy. Agriculture and agro processing business also has tremendous potential where loan should be reached.
- Despite various obstacles SME is one of the most promising sectors of Bangladesh in terms of employment generation and contribution to national GDP. Bank Asia is planning to propel this sector by financing small entrepreneur of jute products, small and medium software companies, farming and raw leather manufacturing etc.
- Garment export to new emerging markets like Japan, South Korea, Turkey, Russia, South Africa, Mexico etc are now expanding. Bank Asia can help garment industries to grow their export business to the emerging market.
- Export of pharmaceutical products, jute products, ceramic ware, light engineering products, leather products, shrimp, frozen food and dry fish export to South Asia, Africa and Europe is also a growing market. Bank Asia can tap this business potential.
- Bank Asia sees huge potential of computer software and hardware business in local market as technology is increasingly becoming a prerequisite for business enhancement, which is applicable to telecom banking industry, education sector, pharmaceutical and all developing businesses.
- Bank Asia considers financing small value nonphysical exporters of software and data entry section would be a great initiative to exploit the potential of this sector.

Bank Asia sees the year 2012 of both possibilities and challenges. It is essential that we make a concerted effort to move forward towards achieving the goal.

### Bank Asia at a Glance

To bring superior quality of service in our present banking sector, a group of esteemed entrepreneurs led by our current chairperson A Rouf Chowdhury, came up with the dream idea of a bank that would be fully customer focused, technology driven and will ensure excellence in execution in every sphere of banking. Their brain child came to life as Bank Asia was born in November 27, 1999 with the aim of contributing for the development of the economy. Now after 12 faithful years of dedicated and reliable service, Bank Asia stands humbled as one of the leading bank of the country, with an asset base of Tk. 117 billion, Deposit of Tk. 95 billion and 70 outlets all over the country. But more importantly, now the Bank has crafted a golden heritage and an envious legacy that may not be imitated by many.

In 2001 Bank Asia set a milestone by acquiring the Bangladesh operations of the Bank of Nova Scotia of Canada, first in the banking history of Bangladesh. It repeated the achievement by acquiring the Bangladesh operations of Muslim Commercial Bank Ltd. (MCB) of Pakistan. In the year 2003, the initial public offering of the shares of the Bank was subscribed by a record 55 times. In that year, the Bank went public by offering shares to the general investor and in 2004 the Bank listed itself with the stock exchanges.

So many things have changed and so many mile stones have been achieved in this long 12 years but Bank Asia has always been truthful to its mission of being the technology driven innovative bank of Bangladesh. Through its wide slew of diversified product and services, now Bank Asia has affirmed its position to the top rated banks of the country. It offers the best financial solution with appropriate, sophisticated and innovative products and widens its business to different segments. Bank Asia has associated Islamic Banking, Off-shore Banking, brokerage services, SME financing and many more specialized services with its core banking activities. To excel in this new era of technological triumph, Bank Asia has successfully introduced mobile banking, cutting edge ICT, state of the art network solution, 24/7 ATM service and many other e-products.

Bank Asia has the efficient work force of the arena with a perfect mix of youth and experience lead by Mr. Md. Mehmood Husain, Managing Director of Bank Asia. As of the end of 2011, it had 1390 employees, all aptly trained and experienced in various phases of banking service. Bank Asia maintains warm but elegant working environment that helps to boost motivation of the employees and accelerates their productivity level. Performance appraisal systems make employees more job/service focused and employees give their best to the Bank.

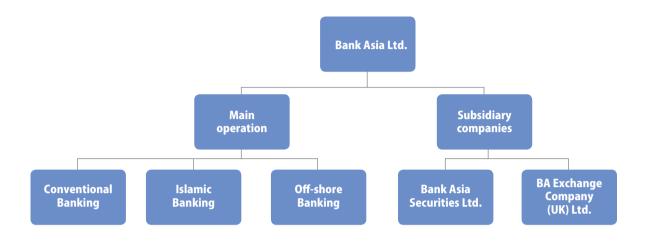
To make the Bank sustainable, keep the performance consistent and overall improvement in each side, Bank Asia follows some focused strategic issues in a Quantitative & Qualitative measures. It maintains strong corporate governance that helps to give an excellent brand image through financial performance & other issues.

Besides maintaining a faster growth and development, Bank Asia has always prioritized in the structural and moral development of the society. From the very beginning it starts its CSR activities and arranges different new initiatives for the development of our country's undeveloped & dark sides. It always wants to accomplish different sectors like Education, Health, Environment, Sports etc.

This bank is a shared possession of our stakeholders. Without their support the Bank has no existence. For this reason, the bank wants to maintain a trustworthy and consistent relationship with all stakeholders. To go through it, Bank Asia maintains integrated and effective communication with the stakeholders in all the possible ways and take incentives to make it successful in the long run.

We want to see ourselves the most sought after banks in the nation. We are well positioned to deal with the forthcoming challenges of enhanced competition, changes in client behavior etc. Going forward, it is clear that our ability to anticipate and provide solutions which satisfy the combination of client-driven and dynamic approach will be the key to the success of our private banking arm.

## Corporate Structure



|  |                     | <b>Million Taka</b> |
|--|---------------------|---------------------|
|  | 2011 (Consolidated) | 2011 (Bank)         |
| Income Statement Matrix                        |                     |                     |
| Interest Income                                | 11,409.81           | 10,919.70           |
| Operating Profit                               | 4,223.82            | 4,041.97            |
| Profit Before Tax                              | 3,614.06            | 3,432.21            |
| Profit After Tax                               | 2,043.26            | 1,916.21            |
| Balance Sheet Matrix                           |                     |                     |
| Total Shareholders Equity                      | 12,605.99           | 12,478.93           |
| Deposit  | 95,133.54           | 95,131.10           |
| Loans and Advance                              | 83,343.07           | 82,819.97           |
| Investment                                     | 16,107.66           | 16,430.53           |
| Fixed Asset                                    | 4,618.83            | 4,584.55            |
| Total Assets                                   | 118,143.51          | 117,729.41          |
| Capital Measure                                |                     |                     |
| Total Capital Adequacy Ratio Basel-II          | 14.21%              | 14.88%              |
| Share Information Matrix                       |                     |                     |
| Earnings per share- before split (Taka)        | 38.90               | 36.50               |
| Earnings per share-after split (Taka)          | 3.89                | 3.65                |
| Net Assets value per share-before split (Taka) | 239.90              | 237.50              |
| Net Assets value per share-after split (Taka)  | 23.99               | 23.75               |
| Credit Quality Ratios (%)                      |                     |                     |
| Classified Loans                               | 2.70%               | 2.72%               |
| Operating Profit Ratio                         |                     |                     |
| Returns on Equity                              | 20.74%              | 19.61%              |
| Return on Assets                               | 1.84%               | 1.72%               |

## Two Years Comparative Analysis

Million Taka unless otherwise specified

Loans and Advances

82,819.97 79,504.23

2010

87%

Operating Profit

2010

4,248.86

Classified Loan Ratio

2010 1.62%

2011 2.72%

2011

2011 4,041.97 7%

1.91% Total Asset 2010 2011 117,729.41 105,198.05

15% 10. Deposit 2011 2010 95,131.10 86,365.64 2010

30.57%

2011 2010 74,794.50 57,281.67

Profit after Tax

1,916.21 1,929.58

2010

6.43

2011

-43.20% Earnings Per Share-after split (Taka)

2011

3.65

Export

)%

2010

-9.97% Import 2011 | 2010 99,414.20 | 110,417.89

8.08% Inward Remittance 2010 2011 21,776.70 18,441.71

6.76% Shareholders' Equity 2011 2010 12,478.93 7,059.94

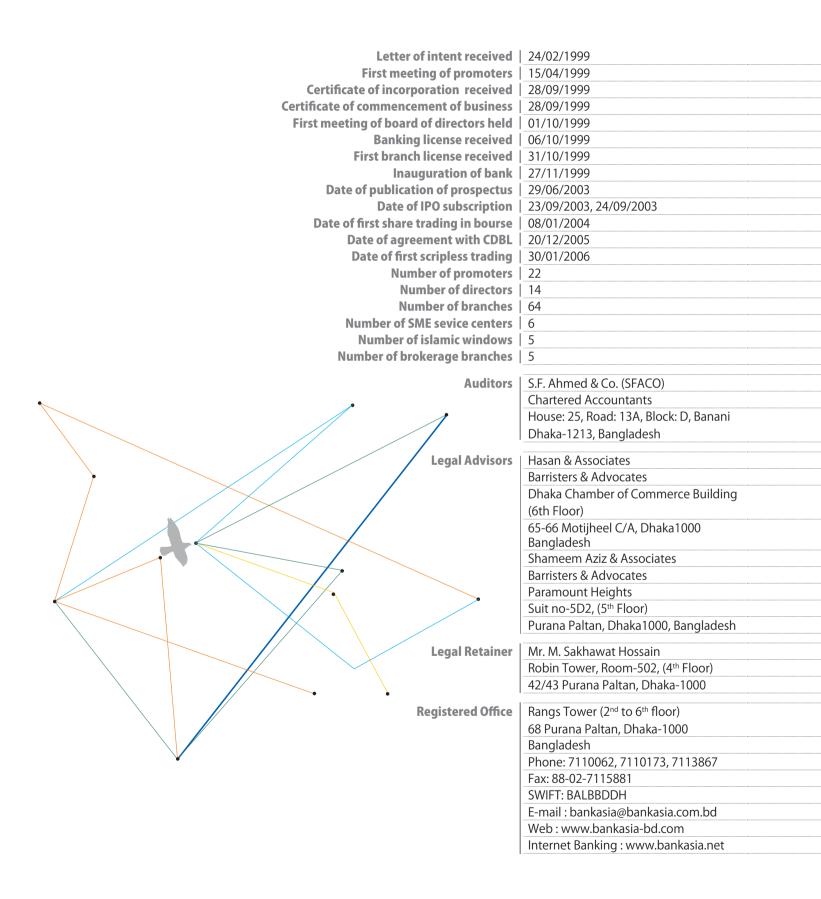
70 Net Asset Value Per Share-after split (Taka) 2011 2010 23.75 23.51

> -12.51% Return on Equity 2010 2011 19.61% 32.12%

| Rating     | <b>2011</b> <sup>*</sup> | 2010 |
|------------|--------------------------|------|
| Long Term  | AA2                      | AA2  |
| Short Term | ST1                      | ST1  |
|            | -                        |      |

\* Valid up to June 2012

### Corporate Information



### Products and Services

### **Business Banking**

- Overdraft
- Secured Overdraft
- Secured OD (Earnest Money)
- Working capital finance
- Loan against Trust Receipt
- Loan against Cash Incentives
- Bill Discounting
- Loan Syndication and Structured Finance
- Packing Credit
- Demand Loan
- Demand Loan (work order)
- Time Loan
- Transport Loan
- House Building Loan
- Term Loan
- Lease Finance
- Letter of Guarantee
- Letter of Credit
- Back to back Letter of Credit

### Small and Medium Enterprise (SME)

### Term Loan

- Subidha Unsecured Trading
- Sondhi -Secured Trading
- Sristi Unsecured Manufacturing
- Shombridhi- Secured Manufacturing
- Shofol Unsecured Service
- Sheba- Secured Service

### **Over Draft**

Somadhan – Secured

### **Special Products**

- Utshob- Seasonal Business
- Subarno- Women Entrepreneur

### **Consumer Finance**

- Auto Loan
- Consumer Durable Loan
- Unsecured Personal Loan
- House Finance
- Loan for Professionals
- Senior Citizen Support

### **Credit Card**

- MasterCard Local Credit Card
- VISA Dual Currency Credit Card
- VISA Local Credit Card
- VISA Butterfly Credit Card
- VISA Mini Credit Card
- VISA Card against RFCD, RQ A/c
- Virtual Card
- SME Credit Card
- LankaBangla Card Cheque

### Treasury

### **Money Market**

- Overnight Call
- Repo and Reverse Repo
- Swap
- Sale and Purchase of Treasury Bill & Bond
- Term Placement
- Term Borrowing
- Foreign Exchange
- Spot
- Forward
- Interbank Buy / Sale

### **Deposit Accounts**

- Saving Account
- Current Account
- Short Notice Deposit
- Fixed Term Deposit
- Foreign Currency Account
- Deposit Pension Scheme
- Monthly Benefit Scheme
- Double Benefit Scheme
- Triple Benefit Scheme
- Bank Asia Sanchoy Plus

#### Islamic Banking

### **Deposit Products**

- Al-Wadiah Current Account (AWCA)
- Mudaraba Savings Account (MSA)
- Mudaraba Special Notice Deposit Account (MSNDA)
- Mudaraba Term Deposit Account (MTDA) of different Tenure
- Mudaraba Hajj Savings Scheme (MHSS)
- Mudaraba Deposit Pension Scheme (MDPS)
- Mudaraba Monthly Profit Paying Deposit Scheme (MMPPDS)
- Smart Junior Saver (SJS)

#### **Investment Products**

- Bai Murabaha Muajjal
- Hire Purchase Shirkatul Melk (HPSM)
- Musharaka
- Quard against Accepted Bills

### **Service Products**

- ATM Services
- Remittance Service
- Locker Service
- Online Banking
- Internet Banking
- Phone Banking
- Mobile Banking
- SWIFT
- Centralized Trade Services
- Student File
- Travellers' Cheque

### Off-shore Banking Unit (OBU) Products

- On-shore Bill Discounting through OBU
- Bill Discounting
- Capital Finance
- Working Capital Finance
- Trade Finance

### **Capital Market Operation**

- Brokerage Operation
- Margin Loan



## Key events 2011

| Jan- 6  | Opening of Jagannathpur Branch   |
|---------|--|
| Jan-9   | 1 day training program held at Bank's Training Institute on Foreign Exchange Transaction &   |
|         | Reporting Techniques   |
| Jan-15  | 1 day training program held at Bank's Training Institute on Islamic Banking  |
| Jan-17  | Opening of Moulovibazar Branch   |
| Jan-18  | 15 days Foundation Training Course started at Bank's Training Institute  |
| Jan-21  | 1 day training program on 'Islamic Banking' held at Sylhet Main Branch   |
| Jan-29  | 1 day training program held at Bank's Training Institute on "Prospect of SME Financing and Role of<br>Private Commercial Banks"  |
| Feb-9   | 1 day training program held at Bank's Training Institute on CRAB (Credit Rating)   |
| Feb-12  | 1 day training program held at Bank's Training Institute on Loan & Documentation   |
| Feb-12  | 1 day training program held at Bank's Training Institute on Islamic Banking  |
| Feb-18  | Annual Conference held at Grand Ball Room, Pan Pacific Sonargaon Hotel, Dhaka  |
| Feb- 20 | Opening of 2nd SME/Agri Branch at Baligaon, Munshiganj   |
| Feb-23  | 1 day training program held at Bank's Training Institute on Awareness for Banker's about Forgery or<br>Counterfeited Cheques   |
| Feb-28  | 1 day training program held at Bank's Training Institute on Money Laundering & Combating<br>Financing on Terrorism ACT   |
| Mar-1   | 20th Foundation Training Course started at Bank's Training Institute   |
| Mar-3   | Opening of Bhairab Branch  |
| Mar-12  | Mr. A Rouf Chowdhury, Chairman of Bank Asia handed over key of ambulance donated by Bank Asia  |
|         | to Vice Chairman Ln. Abdur Rashid of Anjuman Mafidul Islam   |
| Mar-12  | 1 day training program held at Bank's Training Institute on System of Merchantrade Malaysia  |
| Mar- 27 | 5 days training program started at Bank's Training Institute on Islamic Banking Operations   |
| Apr-3   | 21st Foundation Training Course started at Bank's Training Institute   |
| Apr-7   | Opening of Strand Road Branch at Chittagong  |
| Apr-13  | Opening of Patherhat Branch at Chittagong  |
| Apr-17  | Bank Asia Securities Limited Started Operation as a Subsidiary Company   |
| Apr-27  | 3 week long Foundation Training course held at the Bank's Training Institute   |
| Apr-28  | Opening of Shyamoli Branch at Dhaka  |
| May-4   | Bank Asia donated cheque of Tk.1 million for welfare of autistics children to Brigadier General Siddiqur Rahman Sarker, Chairman of the Governing of PROYASH, a school for autistic children |
| May- 7  | 1 day training program held at Bank's Training Institute on Money Laundering & Combating<br>Financing on Terrorism ACT   |
| May-11  | 1 day training program held at Bank's Training Institute on Remit One  |
| May-14  | 1 day training program held at Bank's Training Institute on CIB on line Project  |
| May-16  | BA Exchange Company (UK) Limited Started Operation as a Subsidiary Company in United Kingdom   |
| May-22  | 5 days training program started at Bank's Training Institute on Foreign Trade Payment & Finance  |
| May-28  | 1 day training program held at Bank's Training Institute on Islamic Banking  |
| May-29  | Relocation of Corporate Office to Rangs Tower, 68 Purana Paltan, Dhaka   |
| May-31  | Mr. A Rouf Chowdhury, Chairman of Bank Asia handed over key of a car donated by Bank Asia to   |
|         | National Defence College (NDC) to the Commandant of NDC Maj. Gen. A K M Muzahid Uddin  |
| Jun-6   | 4 days training program started at Bank's Training Institute on Prevention of Malpractices in Banking  |
| Jun-11  | 1 day training program held at Bank's Training Institute on Anti Money Laundering & CFT Issues   |

| Jun-11  | 1 day training program held at Bank's Training Institute on Islamic Banking   |
|---------|---|
| Jun-14  | 4 days training program started at Bank's Training Institute on Cash Management   |
| Jun-18  | 1 day training program held at Bank's Training Institute on Foreign Trade   |
| Jun-28  | Bank Asia became the member of Central Shariah Board for Islamic Banks of Bangladesh.   |
| Jul-3   | 22nd Foundation Course Started at Bank Training Institute   |
| Jul-17  | Relocation of Cards Department at Tea Board Building, Motijheel C/A, Dhaka  |
| Aug-25  | 1 day training program held at Bank's Training Institute on SME Financing   |
| Aug-16  | Joining of new President & Managing Director at Corporate Office  |
| Sep-1   | Bank Asia started live Online CIB Reporting system  |
| Sep-11  | 23rd Foundation Course Started at Bank's Training Institute   |
| Sep-21  | Signing agreement with Citycell for providing vehicle tracking service to the cardholder against<br>Easybuy   |
| Sep-29  | Agreement signing ceremony for issuance of LankaBangla card cheque through Bank Asia Ltd.   |
| Oct-4   | Received the 11th ICAB National Awards-2010 being positioned 2nd for Best Published Accounts & Report   |
| Oct-8   | Participated in "SME Technology Fair" at Handball Federation Stadium, Dhaka   |
| Oct-16  | Launching ceremony of School Banking Product named Smart Junior Saver at Principal Office<br>Branch, Dhaka.   |
| Oct-26  | Participated in Remittance festival held at Bangabandhu International Conference Center (BICC)  |
| Oct-29  | 1 day training program held at Bank Training Institute on Bangladesh Electronic Fund Transfer<br>Network  |
| Nov-12  | Participated in the "SME Shaikot Utshob 2011" at Coxs' Bazar that was jointly organized by NASCIB and Bangladesh Bank.  |
| Nov-16  | Opening of Tejgaon-Link Road Branch at Dhaka  |
| Nov-17  | 8th Extra-ordinary General Meeting of the Bank  |
| Nov-19  | Participated in Job fair held at American International University Bangladesh (AIUB)  |
| Nov-20  | 24th Foundation Course started at Bank's Training Institute   |
| Nov- 24 | Bank Asia arranged SME loan distribution program in the bamboo & cane cluster at Rajanagar thana of Munshigonj  |
| Nov- 24 | Conversion of Rupnagar SME Service Center to full fledged Branch  |
| Nov- 27 | Celebrated12th year celebration at Bangabandhu International Conference Center.   |
| Nov- 29 | Received "Certificate of Merit" from South Asian Federation of Accountants (SAFA) for Best<br>Presented Accounts and Corporate Governance Disclosures Awards 2010 |
| Nov-30  | Conversion of Sirajdhikhan SME Service Centre to SME/Agri Branch  |
| Dec-2   | 2 days Training Program started at Bank Training Institute on Service Excellence in Banking   |
| Dec-4   | Conversion of Oxygen Moor SME Service Centre into a full fledged Branch   |
| Dec-10  | 1 day Training Program held at Bank's Training Institute on Asset Liability Management  |
| Dec- 20 | Participated in the FBCCI SME Fair 2011 at Bangabandhu International Conference Center, Dhaka   |
| Dec- 26 | Opening of Barisal Branch   |



Signing agreement with Citycell



Signing agreement with LankaBangla



12 years celebration of Bank Asia



Welcoming new President & Managing Director



Relocation of Cards Department, Tea Board Bulding 111-113, Motijheel C/A, Dhaka



Senior Management at SAFA Award ceremony



Exchanging Online Gateway Service arrangement with AlertPay, Canada



SME project by Japanese delegation

### Five Years Performance

| Million Taka unless otherwise specific         |            |            |           |           |           |
|--|------------|------------|-----------|-----------|-----------|
| Particulars                                    | 2011       | 2010       | 2009      | 2008      | 2007      |
| BALANCE SHEET MATRIX                           |            |            |           |           |           |
| Authorized Capital                             | 15,000.00  | 4,450.00   | 4,450.00  | 4,450.00  | 4,450.00  |
| Paid up Capital                                | 5,254.79   | 3,002.74   | 2,144.81  | 1,743.75  | 1,395.00  |
| Reserve Fund & Surplus                         | 7,224.14   | 4,057.20   | 2,809.33  | 1,589.21  | 1,243.41  |
| Total Shareholders' Equity                     | 12,478.93  | 7,059.94   | 4,954.14  | 3,332.96  | 2,638.41  |
| Deposits                                       | 95,131.10  | 86,365.64  | 54,832.82 | 42,435.24 | 30,004.09 |
| Loans and Advances                             | 82,819.97  | 79,504.23  | 50,267.92 | 39,975.00 | 28,456.94 |
| Investments                                    | 16,430.53  | 12,575.70  | 9,663.10  | 6,133.81  | 4,203.14  |
| Fixed Assets                                   | 4,584.55   | 1,837.28   | 1,018.38  | 644.25    | 498.43    |
| Total Assets                                   | 117,729.41 | 105,198.05 | 68,663.20 | 53,371.25 | 38,427.85 |
| Total Off Balance Sheet Items                  | 47,457.25  | 48,974.68  | 27,978.82 | 19,627.93 | 14,067.63 |
| Interest Earning Assets                        | 108,423.66 | 98,949.48  | 65,432.19 | 50,782.65 | 36,404.15 |
| Non-Interest Earning Assets                    | 9,305.75   | 6,248.57   | 3,231.01  | 2,588.59  | 2,023.71  |
| INCOME STATEMENT MATRIX                        | - ,        |            |           |           |           |
| Interest Income                                | 10,919.70  | 8,381.35   | 6,247.49  | 4,973.11  | 3,662.38  |
| Interest Expenses                              | 8,202.66   | 5,420.58   | 4,498.02  | 3,739.02  | 2,705.03  |
| Investment Income                              | 1,445.01   | 1,163.49   | 1,012.99  | 607.15    | 467.16    |
| Non-Interest Income                            | 2,416.97   | 2,546.73   | 1,367.03  | 1,051.29  | 829.48    |
| Non-Interest Expenses                          | 2,537.05   | 2,422.13   | 1,512.47  | 987.66    | 679.26    |
| Total Income                                   | 14,781.68  | 12,091.58  | 8,627.52  | 6,631.55  | 4,959.02  |
| Total Expenditure                              | 10,739.71  | 7,842.72   | 6,010.48  | 4,726.67  | 3,384.30  |
| Operating Profit                               | 4,041.97   | 4,248.86   | 2,617.04  | 1,904.88  | 1,574.72  |
| Profit Before Tax                              | 3,432.21   | 3,579.52   | 2,286.19  | 1,405.74  | 1,366.90  |
| Net Profit After Tax                           | 1,916.21   | 1,929.58   | 1,327.18  | 686.70    | 725.64    |
| CAPITAL MEASURES                               |            |            |           |           |           |
| Risk Weighted Assets                           | 83,664.20  | 100,545.90 | 45,150.28 | 35,461.64 | 27,019.09 |
| Core Capital (Tier-I)                          | 9,536.33   | 6,569.16   | 4,644.40  | 3,317.22  | 2,667.17  |
| Supplementary Capital (Tier-II)                | 2,911.00   | 1,587.80   | 893.77    | 670.53    | 380.21    |
| Capital Surplus/(Deficit)                      | 4,080.90   | (892.14)   | 1,023.15  | 441.59    | 345.47    |
| Tier I Capital Ratio                           | 11.40%     | 6.53%      | 10.29%    | 9.35%     | 9.87%     |
| Tier II Capital Ratio                          | 3.48%      | 1.58%      | 1.98%     | 1.90%     | 1.41%     |
| Total Capital Adequacy Ratio Basel-I           | -          | -          | 12.27%    | 11.25%    | 11.28%    |
| Total Capital Adequacy Ratio Basel-II          | 14.88%     | 8.11%      | 10.01%    | -         | -         |
| CREDIT QUALITY                                 |            | 1          |           |           |           |
| Classified Loans                               | 2,249.96   | 1,284.25   | 785.07    | 1,072.67  | 695.66    |
| Provision for Unclassified Loans               | 974.03     | 959.67     | 622.93    | 498.24    | 322.34    |
| Provision for Classified Loans                 | 772.42     | 354.63     | 355.38    | 644.77    | 417.48    |
| Provision for Contingent Liabilities           | 461.59     | 414.12     | 246.02    | 164.55    | 70.34     |
| Percentage of NPLs to total Loans and Advances | 2.72%      | 1.62%      | 1.56%     | 2.68%     | 2.44%     |
| FOREIGN EXCHANGE BUSINESS                      |            |            |           |           |           |
| Import   | 99,414.20  | 110,417.89 | 67,378.30 | 50,985.00 | 39,218.70 |
| Export   | 74,794.50  | 57,281.67  | 30,953.40 | 25,155.30 | 20,417.30 |
| Remittance (Inward)                            | 21,776.70  | 18,441.71  | 15,555.10 | 11,648.30 | 11,583.60 |
|  | 21,//0./0  | 10,171,71  | 10,000,10 | 11,070.30 | 11,202.00 |

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### Five Years Performance

Million Taka unless otherwise specified

| Particulars   | 2011   | 2010  | 2009  | 2008  | 2007   |
|---|--|---|---|---|--|
| OPERATING PROFIT RATIOS   |  |   |   |   |  |
| Credit Deposit Ratio<br>Cost of Deposit<br>Administrative Cost<br>Yield on Loans and Advances<br>Spread   | 87.06%<br>9.09%<br>2.88%<br>14.11%<br>5.02%  | 92.06%<br>7.15%<br>2.08%<br>12.72%<br>5.57%   | 91.67%<br>8.97%<br>2.76%<br>13.95%<br>4.98%   | 94.20%<br>9.84%<br>2.33%<br>14.41%<br>4.57%   | 94.84%<br>9.55%<br>2.26%<br>14.28%<br>4.73%  |
| Return on Assets<br>Return on Equity  | 1.72%<br>19.61%  | 2.22%<br>32.12%   | 2.18%<br>32.03%   | 1.87%<br>23.00%   | 2.11%<br>31.63%  |
| PERFORMANCE RATIOS  |  |   |   |   |  |
| Profit per Employee<br>Operating profit as % of Working Funds<br>Net Interest income as % of Working Fund<br>Burden Coverage<br>Burden Ratio<br>Expense Coverage<br>Efficiency Ratio<br>Ratio of Fees Income<br>Salary Exp. to total Overhead Exp.<br>Salary Exp to Fees Income<br>DIVIDEND & RIGHTS ISSUE<br>Cash<br>Stock | 2.91<br>3.43<br>2.31<br>83.80<br>0.04<br>98.09<br>38.56<br>32.31<br>43.52<br>51.93 | 3.43<br>4.04<br>2.81<br>88.41<br>(0.37)<br>113.12<br>36.20<br>32.01<br>42.18<br>47.71 | 2.54<br>3.81<br>2.55<br>77.85<br>(0.06)<br>102.44<br>36.63<br>28.51<br>39.45<br>50.68 | 2.38<br>3.57<br>2.31<br>86.13<br>(0.14)<br>106.44<br>34.15<br>29.41<br>43.87<br>50.94 | 2.46<br>4.10<br>2.49<br>103.08<br>(0.44)<br>122.12<br>30.14<br>31.07<br>43.28<br>41.98 |
| Right Issue   | 1,050.96   | -   | -   | -   | -  |
| SHARES INFORMATION MATRIX<br>No. of Shares Outstanding (after stock split in 2011)<br>Earnings Per Share- before Split (Taka)<br>Earnings Per Share- after Split (Taka)   | 525.48<br>36.5<br>3.65   | 30.03<br>64.26<br>6.43  | 21.45<br>61.88<br>6.19  | 17.44<br>39.38<br>3.94  | 13.95<br>52.02<br>5.20   |
| Number of Shareholders<br>Market Value Per Share- before Split (Taka)<br>Market Value Per Share- after Split (Taka)<br>Price Earnings Ratio<br>Net Assets Value Per Share- before Split (Taka)<br>Net Assets Value Per Share- after Split (Taka)  | 16,602<br>382.00<br>38.20<br>10.48<br>237.50<br>23.75                              | 14,700<br>857.50<br>85.75<br>8.34<br>235.12<br>23.51                                  | 10,868<br>426.75<br>42.68<br>6.90<br>230.98<br>23.10                                  | 8,318<br>383.25<br>38.33<br>9.73<br>191.14<br>19.11                                   | 6,672<br>521.75<br>52.18<br>10.03<br>189.13<br>18.91                                   |
| OTHER INFORMATION   | · ·  |   | -   | :<br>:  | -  |
| Number of Branches<br>Number of Employees<br>Number of Foreign Correspondents   | 63<br>1,390<br>775   | 49<br>1,237<br>770  | 41<br>1,031<br>625  | 33<br>802<br>399  | 29<br>639<br>355   |

Five Years Performance



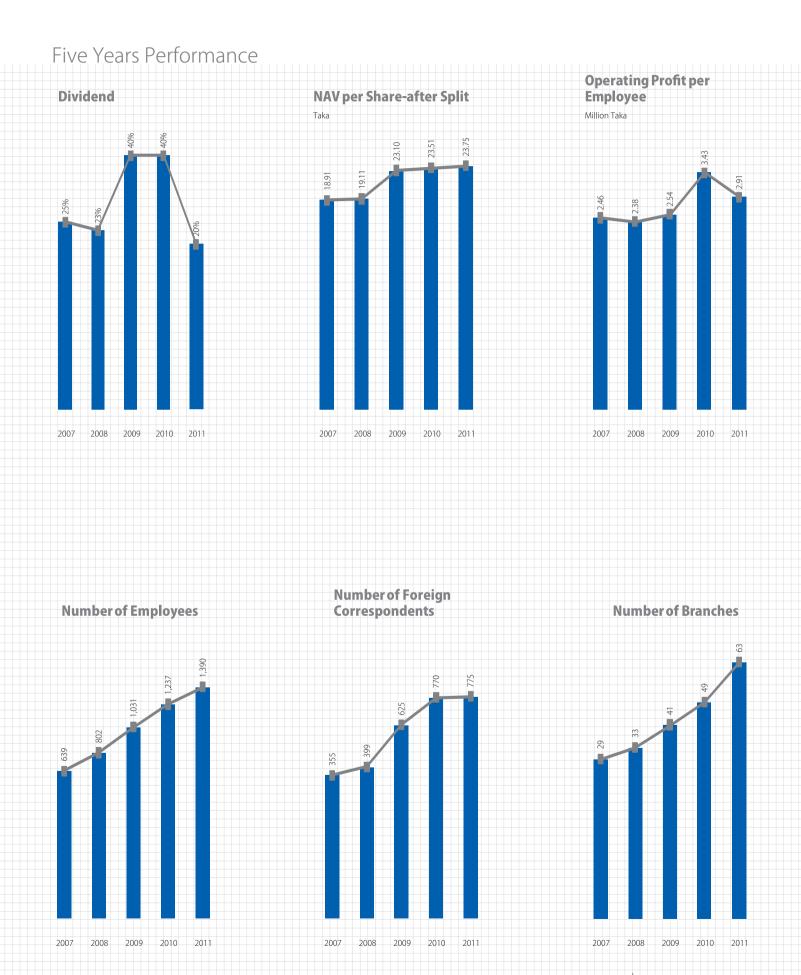
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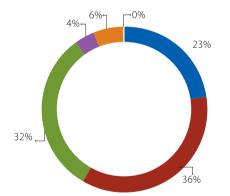
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### Value Added Statements

|   | Million Taka | a       |
|---|--------------|---------|
| Items   | 2011         | 2010    |
| Income from banking services                              | 14,782       | 12,092  |
| Less: Cost of services & supplies                         | (9,360)      | (6,616) |
| Value added by banking service                            | 5,422        |         |
| Non-banking income  | -            | -       |
| Provision for loans & Off-balance sheet exposure & others | (610)        | (669)   |
| Total   | 4,812        | 4,806   |

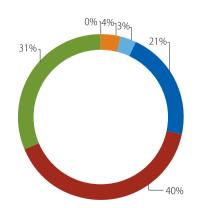
Million Taka

| Distribution of value addition                | 2011   |      | 2010   |      |
|---|--------|------|--------|------|
| Distribution of Value addition                | Amount | %    | Amount | %    |
| To employees as salaries                      | 1,104  | 23%  | 1,022  | 21%  |
| To providers of capital as dividend & reserve | 1,737  | 36%  | 1,917  | 40%  |
| To Government as income tax                   | 1,516  | 32%  | 1,499  | 31%  |
| To expansion & growth Retained profit         | 179    | 4%   | 13     | 0%   |
| Depreciation                                  | 276    | 6%   | 205    | 4%   |
| Deferred Taxation                             | -      | 0%   | 151    | 3%   |
|   | 455    |      | 369    |      |
| Total Value Addition                          | 4,812  | 100% | 4,806  | 100% |



### 2011

- To employees as salaries
- To providers of capital as dividend & reserve
- To Government as Income Tax
- Retained profit
- Depreciation
- Deferred Taxation



### 2010

- To exployees as salaries
- To Providers of capital as dividend & reserve
- To Government as Income Tax
- Retained Profit
- Depreciation
- Deferred Taxation

### Economic Value Added Statement

Economic value added (EVA) indicates the true economic profit of the company. EVA is an estimate of the amount by which earnings exceed or fall short of required minimum return for shareholders at comparable risks. Shareholders/ Equity providers are always conscious about their return on capital invested. As a commercial banking company we are deeply concerned for delivery of value to all of our Shareholders/ Equity providers.

|   |           |          | IVIIIION TAKA |
|---|-----------|----------|---------------|
| Particulars   |           |          |               |
| Particulars   | 2011      | 2010     | 2009          |
| Invested fund by shareholders   |           |          |               |
| Shareholders' equity  | 12,478.93 | 7,059.94 | 4,954.14      |
| Add: Cumulative Provision for loans/ investment/ off-balance sheet items, offshore banking units and others | 2,377.5   | 1,752.29 | 1,230.23      |
| Total invested fund by shareholders   | 14,856.43 | 8,812.23 | 6,184.37      |
| Average invested fund by the shareholders [A]   | 11,834.33 | 7,498.3  | 5,412.56      |
| Earnings for the year   |           |          |               |
| Profit after taxation   | 1,916.21  | 1,929.58 | 1,327.18      |
| Add: Provision for loans/ investment, off-balance sheet items and Offshore banking units                    | 609.76    | 669.34   | 330.85        |
| Less: written off during the year   | -         | 380.61   | 476.28        |
| Earnings for the year [B]   | 2,525.97  | 2,218.32 | 1,181.75      |
| Average cost of equity (based on highest rate of Shanchay Patra issued by                                   | 0.14      | 0.14     | 0.14          |
| the Government of Bangladesh) plus 2% risk premium [C]  |           |          |               |
| Cost of average equity [D= A x C]   | 1,656.81  | 1,049.76 | 757.76        |
| Economic Value Added [B-D]  | 869.16    | 1,168.56 | 423.99        |
|   |           |          |               |

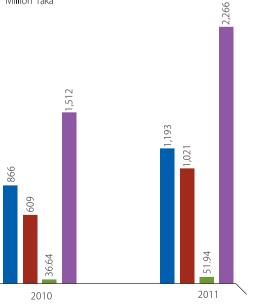
Million Taka

### Market Value Added Statement

| Deutienleur                          | Year      |           |  |  |
|--------------------------------------|-----------|-----------|--|--|
|                                      | 2011      | 2010      |  |  |
| Total market value of the equity     | 20,073.30 | 25,748.47 |  |  |
| Less: Total book value of the equity | 12,478.93 | 7,059.94  |  |  |
| Market value Added                   | 7,594.37  | 18,688.53 |  |  |

Million Taka

Contribution to National Exchequer



**Contribution to National Exchequer** 

Income tax payment on bank's earnings

Income tax, VAT, and Excise duty deducted at source from various

payment and services by the bank

Income tax payment by the employee

Total Payment

Market value Added

Million Taka

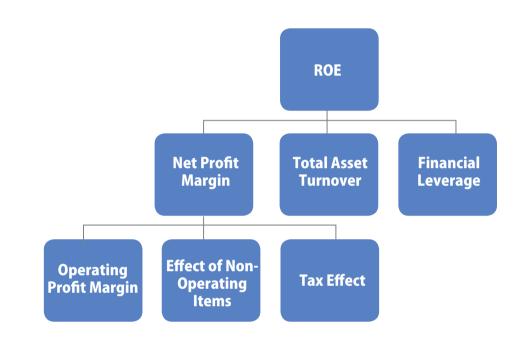
## Bank Asia has contril

Bank Asia has contributed significantly to the government's effort in revenue collection. As a corporate entity, the Bank pays tax and VAT on its own income according to prevailing law of the country. Besides the deduct income tax, VAT and excise duty at source from clients, depositor and suppliers and deposits the same to the national exchequer. During the year 2011, the bank contributed TK. 2,265.73 million to national exchequer compared to TK. 1,511.8 million in 2010.

|   |          | Million Taka |  |
|---|----------|--------------|--|
| Particulars   | 2011     | 2010         |  |
| Income tax payment on bank's earnings   | 1,193.14 | 866.00       |  |
| Income tax, VAT, and Excise duty deducted at source from various payment and services by the bank | 1,020.79 | 609.16       |  |
| Income tax payment by the employee  | 51.94    | 36.64        |  |
| Total Payment   | 2,265.87 | 1,511.80     |  |

### DuPont Analysis-5 Factors Model

Over the years, Bank Asia has maintained a strong Return on Equity (ROE), which hovered around 32%. In the year 2011 the ROE came down to 19.61%. The DuPont analysis helps us to understand which factor contributed to the ROE most and which factor caused the ROE to move.



|                               | 2011    | 2010    | 2009    |
|-------------------------------|---------|---------|---------|
| ROE                           | 19.61%  | 32.12%  | 32.03%  |
| Net profit margin             | 12.96%  | 15.93%  | 15.38%  |
| Total Asset Turnover          | 0.1326  | 0.1393  | 0.1414  |
| Financial Leverage            | 11.4094 | 14.4714 | 14.7258 |
| Operating Profit Margin       | 27.34%  | 35.08%  | 30.33%  |
| Effect of Non-operating Items | 0.8491  | 0.8425  | 0.8736  |
| Tax Effect                    | 0.5583  | 0.5391  | 0.5805  |

The net profit margin of 12.96% was slightly down from the previous years. Out of the three components of the net profit margin, the tax effect and the effect of non operating items, which includes the loan loss and other provisions remained almost same. The difference was caused by the operating profit margin, which was down from the previous years mainly due to Bank's rising cost of deposit as reflected by an increase in interest expenses by 51.32%.

Over the last three years Bank Asia has sustained a stable rate of efficiency at utilizing its assets in generating profit as the annual asset turnover ratio did not deviate much (only 1% departure from year 2009's 14% to year 2011's 13%).

Bank Asia's financial leverage is showing a gradual decline from 14.47% in 2010 to 11.41% in 2011. Though the decline may push the ROE down a little bit but this decline of financial leverage actually shows a positive sign because the Bank is building a very strong capital base, which in return minimizes the default risk of the Bank.

### Market Performance

### Financial Calendar

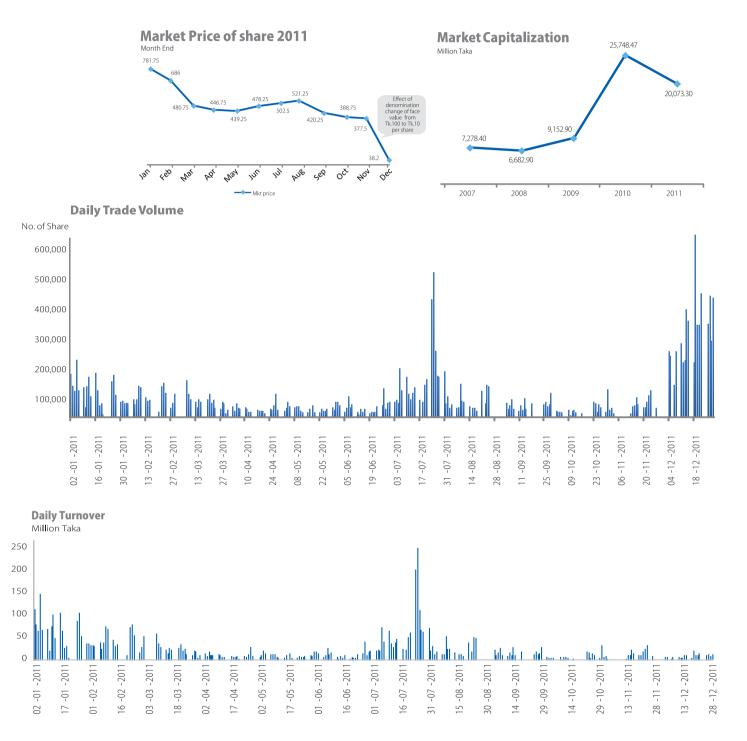
| Audited consolidated result for the year ended 31December 2010           | Announced on | 23 February 2011 |
|--|--------------|------------------|
| Unaudited result for the first quarter ended 31March 2011                | Announced on | 09 May 2011      |
| Unaudited result for the second quarter and half year ended 30 June 2011 | Announced on | 28 July 2011     |
| Unaudited result for the third quarter ended 30 September 2011           | Announced on | 27 October 2011  |

| <b>Distribution of Dividend</b>                   |                    |                    |  |
|---|--------------------|--------------------|--|
| (Cash%/Stock %)                                   | 40% Stock          |                    |  |
| Announcement Date                                 | 23 February 2011   |                    |  |
| Record Date                                       | 07 March 201       | 07 March 2011      |  |
| Distribution Date                                 | 05 April 2011      | 05 April 2011      |  |
| Notice of 12 <sup>th</sup> Annual General Meeting | 06 March 2011      |                    |  |
| 12 <sup>th</sup> Annual General Meeting           | 30 March 2011      |                    |  |
|   |                    |                    |  |
| Rights Share Offer                                | 1R:4               |                    |  |
| Announcement Date                                 | 23 February 2011   |                    |  |
| Record Date for Entitlement of Rights Share       | 22 September 2011  |                    |  |
| Subscription Poriod                               | 12 October 20      | 12 October 2011 to |  |
| Subscription Period                               | 17 November 2011   |                    |  |
| Distribution Date                                 | 08 December 2011   |                    |  |
|   |                    |                    |  |
| Stock Detailed                                    |                    |                    |  |
| Particulars                                       | DSE                | CSE                |  |
| Stock Symbol                                      | BANKASIA           | BANKASIA           |  |
| Company ID  | 11127              | 22022              |  |
| Listing year                                      | 2004               | 2004               |  |
| Market Category                                   | А                  | А                  |  |
| Electronic Share                                  | Yes                | Yes                |  |
| Lietaronie briare                                 |                    |                    |  |
| Market Lot (After Split)                          | 500                | 500                |  |
|   | 500<br>525,479,060 | 500<br>525,479,060 |  |
| Market Lot (After Split)                          |                    |                    |  |
| Market Lot (After Split)                          |                    |                    |  |

Availability of information about BANK ASIA LIMITED Annual Report 2011 and other information about Bank Asia may be viewed on Bank's Website: www.bankasia-bd.com

Investors Inquiries
Share Department

Corporate Office Rangs Tower (3rd floor) 68 Purana Paltan, Dhaka-1000 Phone: 7110062, 7110173, 7113867 PABX: 301,302 E-mail: bankasia@bankasia.com.bd



DSE market capitalization declined to Tk. 2.62 trillion by the end of December 2011, down from Tk. 3.3 trillion in end of January 2011, a decline of 20.6%. A rapid price correction in the market is reflected in the declining trend of the market price–earnings ratio from 29.2 in December 2010 to 13.68 in December 2011. The P/E Ratio of BAL was 9.54 on 31.12.2011 and 10.60 on 31.12.2010.

The Chittagong Stock Exchange (CSE) selective categories index followed trends similar to the DSE index. In this context, though our Number of Share Outstanding increased to 525.48 million in 2011 from 30.03 million in 2010, our total market capitalization declined at Tk. 20,073.3 million in 2011 from Tk. 25,748.47 million in 2010, a decline of 22.04%.

### Sustainability Report

### Sustainable Banking Operations: Key Highlights

### 10,600

Children got eye sights support through our financial assistance for vision screening and ophthalmological operations

Farmers and rural people benefitted financially through our Agricultural credit

32,150 Man Hours of training for development of our Human Capital

Households brought under home solar system and disbursed Tk. 54 Million for this purpose

99,668 Households of rural and semi-urban areas received remittance of Tk. 2,475 million through our MFIs network

> 2,500 Students received support for education

2,000 Rural students imparted in ICT training from 25 Computer learning centers and the Bank borne expenses of Tk. 3.68 Million

> 96,634 E-statements delivered to customer

48% Cash transaction transferred from over the counter tellers to ATM

4,900

Cheques cleared per day through online processing



We define sustainability by creating value for long term. It can be achieved by providing a wide array of diversified products and creating a loyal customer base that encompasses the whole society, by taking care of the employees and finally by reinforcing the economic backbone of the nation.

To build a sustainable business as a bank, Bank Asia remains committed to creating long-term value for our shareholders, working in partnership with our clients and customers, and having a positive social and economic impact in the communities we live and work.

Here in Bank Asia we pursue a sustainability program that encompasses five spheres all of which contributes to our endeavor to creating value to the society and the economy as a whole.

### **Financial Inclusion**

By financial inclusion we mean a total approach of extending our umbrella as far as possible with a wide array of quality banking services and finest financial products and add all non-banking clients into our existing portfolio. Right now we have 70 outlets all over the country, including 11 branches that were opened this year, for serving a big client base. Our approach of financial inclusion has flourished through our banking activities in both economically developed and distant and less developed areas in equitable manner.

A key agenda of our fair banking is reaching more people with a wider array of financial solutions. Our commitment in providing financial service to any viable business of any size or nature drives us in flourishing in Corporate, Agro/SME financing etc. Our Agro/SME banking service is playing a key role in making sure that our service reaches to all echelon of society. With 7 SME units Bank we continue to support the promising small entrepreneurs till last year through SME and micro financing and other sophisticated products and services tailored to their specific needs, impacting the lives of mass people. We introduced 2 more fully equipped agricultural branches to widen the access to finance and assist our agro community with the most specialized and innovative banking solution available.

### **Human Capital**

We view our human capital as our most prized possession. Our peoples are core to our business. We listen to our employees, collect their views and opinions, incorporate their ideas to our strategic planning and integrate their innovation to our overall value creation process. This year we invested a significant amount of resource in training our employees through which we enable them in providing global standard of banking services.

Safety in workplace is one of our major priorities. We continuously oversee and revaluate the working condition of our employees, assess the possibility of them being exposed to light and heat or any other hazardous material in their work place. We maintain a top notch safety protocol against fire or earth quack or any other natural disaster and drill our employee to act most cautiously and sensibly in such event.

We provide diverse financial assistance to our employees. We provide a very sound health plan, retirement benefits, low interest staff loan scheme and various fringe benefits for the betterment of their lives.

#### **Reliable Promotion & Distribution**

When we innovate or promote a new idea into a new business endeavor, our focus is not what the product or business itself but how it is serving the purpose or financial need of our clients. Keeping this view in mind we introduced a wide array of banking products to our value mix. But induction of new solution is not where our persuasion for perfection stops, we want to make them available to as much people as possible. For this we used the most cutting edge mean of communication available in this age, the cellular phone and the internet. To enhance efficiency and to amplify the customer satisfaction, both internet banking solution and mobile banking service are playing the key role.

The key to reliability is to ensure safety and security to our client, safety from abuse of our product and financial services by criminals. In 2011 we invested a considerable amount of time and resource in protecting our client from various financial crimes. Our employees go through an extensive and exhaustive training program on anti-money laundering, terrorist financing and other relevant financial crimes. We have incorporated the state of the art safety technology and firewall to our online banking network. And all these paid through our spotless record in ID theft and online or card fraud cases.

#### **Serving the Society**

Here in Bank Asia, we don't do just banking. In larger perspective what we do is serving the society and that includes giving back to the society in every way possible. From its inception in 1999, Bank Asia has been very conscious about its CSR activities. Bank Asia had a Tk. 18.15 million worth student scholarship program that aided 2600 students this year for their persuasion in higher studies. Bank Asia sponsors free eye camp for the under privileged population and ophthalmological operation facility for born-blind children.

As Bangladesh is a vulnerable land to various climatic disasters, protecting the locality from flood, tsunami, earth quack and such, is a major concern for the government. Bank Asia has always been a vigilant companion to the authority in protecting the mass by contributing generously in government's disaster management and recovery fund. Besides that, Bank Asia donates winter attire to the under privileged population whenever cold-wave hits the land.

#### **Nourishing the Environment**

Bank Asia believes in doing business responsibly. It's quite aware about its function and what consequence it imposes on its surrounding environment. It thrives on maximizing the positive externalities it creates through its banking while consciously keeps the negatives in minimum.

In all our banking activities, we portray the concept of eco banking. We rigorously monitor the energy and water consumption in our bank, boost up the usage of solar energy, contain and keep track of carbon emission. Apart from these, through our green banking campaigning, we promote and leveraged environment friendly projects. Green Banking



Bank financed brick project EETA & Tiles Ltd. using environment friendly HHK techonology



Solar powered Patherhat Branch of Bank Asia



Bank financed renewable PV solar home system



Solar powered Madhabdi Branch of Bank Asia

### Green Banking

# Tk.346.81 million financing for environment friendly bricks & tiles production

#### **Green Banking Initiative**

Under green banking initiatives Bank Asia Limited is moving towards sustainable operations through its activities related to in-house environmental management, incorporating environmental factors into its financing activities and undertaking sustainable financing complying Bangladesh Bank Green Banking Policy. We have unified our sustainable operations under one roof by forming "Green Banking Unit." In 2011, as part of our Green Banking initiative Bank Asia has spent significant amount for beautification, tree planation, donation to IRRI, installation of solar panels in two branches etc.

#### **Energy Savings**

Our new Corporate Office, where we have moved during the year 2011 has been designed to utilize maximum usage of natural lights, which reduces energy consumption substantially compared to other conventional building. Around a third of the bulbs being used in this office are of energy savings type.

Our electronic mail system has been operational since 2005, which is being extensively used for internal as well as external communication. Electronic communication substantially reduces paper consumption thereby reduce deforestation.

#### Financing Renewable Energy and Carbon Offset Projects

During 2011, we have installed solar panels in our two branches located at Patherhat and Madhobdi. In 2011, Bank Asia disbursed an amount of BDT 9,64,30,000.00 through our rural branches and NGOs for cultivating various types of crops, which benefitted around 6,576 farmers and helped sequestration of Carbon. We have financed to the tune of BDT 5,40,00,000.00 for setting up 20,800 solar home systems (SHS) in various rural off grid areas of the country.

#### **Carbon Footprint Reduction**

We have provided financing of around BDT 34,68,10,000.00 to EETA & Tiles to produce brick using HHK (Hybrid Hoffman Kiln) technology with a production capacity of 66,00,0000 pieces of bricks per year. This project is expected to conserve around 50% energy compared to traditional FCK (Fixed Chimney Kiln) and is also expected to reduce 22,000 tons CO2 every year.

#### **Reducing Energy & Resource Consumption**

Our Cards Department has introduced SMS (Text Alert), SMS (Bill), E-Statement and fund transfer service, which reduces paper substantially. Cards department has also expanded usage of e-mail for internal and external correspondence, introduced digital attendance system and has also archived paper files into digital system. Initiatives have been taken to create awareness amongst the staffs and cardholders i.e. arranging training and seminars on Green Banking, organizing in-house meeting, awareness session, report submission to Bangladesh Bank etc.

Bank Asia has been one of the pioneers in introducing online banking and it covers 70 branches/SME centers, 62 own ATMs and 2,450 shared ATMs. Bank Asia's Internet banking has been operational since 2005, which allows clients to access their account and generate statements at their convenient time and place.

We have arranged several workshops, awareness program related to green banking, environmental risk management, etc. for the in-house employees as well as for the clients.

During the year 2012, we intend to play a pioneering role through setting new standards in in-house environment management, broaden our awareness program amongst our clients, enhance capability on Green Financing, Climate change adaptation fund management, CDM and REDD project facilitation etc, and make further investment in sustainable finance which we believe would strengthen our foothold in this emerging sector.

#### **Future Initiatives for Green Banking**

- Capacity building in renewable energy project financing
- Climate change adaptation fund management
- CDM & REDD project facilitation
- Develop and rollout ERM (Environmental Risk Management) protocol
- Create a HSE (Health, Safety & Environment)
   Management system
- Environment auditing skill development

## Board of Directors



CHAIRMAN Mr. A Rouf Chowdhury





















### Board of Directors









- 02. Mr. Mohd. Safwan Choudhury
- 03. Mr. Mohammed Lakiotullah

#### DIRECTORS

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- 04. Mr. Anisur Rahman Sinha
- 05. Mr. Rumee A Hossain
- 06. Mr. A M Nurul Islam
- 07. Mr. M Irfan Syed
- 08. Mr. Romo Rouf Chowdhury
- 09. Ms. Sohana Rouf Chowdhury
- 10. Mr. Faisal Samad
- 11. Lt. Col. Fariduddin Ahmed (Retd.)
- 12. Mr. Shah Md. Nurul Alam
- Mr. Mashiur Rahman (Alternate Director of Mir Shahjahan)
- 14. Mr. Nafees Khundker (Alternate Director of Mr. Murshed Sultan Choudhury)

#### **PRESIDENT & MANAGING DIRECTOR**

15. Mr. Md. Mehmood Husain

# Directors' Profile

| <b>Mr. A Rouf Chowdhury</b><br>Chairman            | Mr. Abdur Rouf Chowdhury is a graduate in Business Management from the Massachusetts<br>Institute of Technology, USA. He has a wide range of experience in several industries including<br>Automobile, Telecom, Pharmaceuticals and Petroleum. He was the Resident Manager of two<br>American Pharmaceutical companies in Bangladesh. Being in the senior management position<br>in Jamuna Oil Company he contributed for 15 years in the market development of Petroleum<br>products in Bangladesh. Both Rangs and Sea Resources Groups comprised of 32 companies<br>were formed under his dynamic leadership. The huge success of 35 companies of the two<br>groups during a short span of time is an ample proof of his dynamic leadership and progressive<br>mind. Currently he is the Chairman of Bank Asia Ltd. and Reliance Insurance Ltd. He also has his<br>dynamic foothold in the print area media; he is the Director of renowned English daily The Daily<br>Star and Bengali daily The Shokaler Khabar. |
|--|--|
| <b>Mr. Mohd. Safwan Choudhury</b><br>Vice Chairman | Mr. Mohd. Safwan Choudhury has done his Masters from the University of Dhaka. He has an impressive professional experience and has business interest in tea manufacturing, textile and cold storage. His flagship company M/s M. Ahmed Tea & Lands Co. Ltd. is a 4th generation tea producing company doing business since the British India. Currently he is the Chairman of Bangladesh Tea Association which represents 126 tea plantations belonging to both Bangladeshi and foreign companies. Mr. Choudhury is also involved in social development. He is the President of FIVDB, an NGO providing primary education to the underprivileged children. He is also the past President of Sylhet Chamber of Commerce & Industry.   |
| <b>Mr. Mohammed Lakiotullah</b><br>Vice Chairman   | Mr. Mohammed Lakiotullah is a post graduate from Dhaka University. He has almost 41 years of<br>working experience in banking industry at different ranks including Managing Director of EXIM<br>Bank and Jamuna Bank.   |
| <b>Mr. Anisur Rahman Sinha</b><br>Director         | Mr. Anisur Rahman Sinha is one of the founder Directors of Bank Asia Ltd. He has a versatile career which includes being an Army Officer. He is one of the pioneers of garments and textile industries of Bangladesh. He is the Chairman and CEO of Opex Garments and Sinha Textiles. He is one of the sponsors of Lafarge Surma Cement and currently he is the Chairman of the Board of Directors. Mr. Sinha was the President of Garments Manufacturers and Exporters Associations (BGMEA) for two times. He has received the prestigious National Export Trophy (Gold) for seven consecutive years for being the best exporter of the country. He has also a good stake in Agro processing and food industry of the country.  |
| <b>Mr. Rumee A Hossain</b><br>Director             | Mr. Rumee A Hossain is a graduate in Mechanical Engineering and an MBA in International<br>Business Management. He has more than 21 years of business experience in several industries<br>such as Telecom, Pharmaceuticals, IT and Publishing industry. He is the Managing Director of<br>Rangs Industries Ltd. (Distributor of Toshiba) and Ranks Petroleum Ltd. (Distributor of Shell<br>Lubricants). Currently he is the Chairman of the Audit Committee and member of Executive<br>Committee of the Board of Bank Asia.  |

### Directors' Profile

| <b>Mr. A M Nurul Islam</b><br>Director              | Mr. A M Nurul Islam started his career as lecturer of the University of Dhaka in 1961. Then he joined Civil Services of Pakistan (CSP). He worked at different capacity with the then Pakistan Government and after liberation with Bangladesh Government he acted as Private Secretary of the Prime Minister Bangabandhu Sheikh Mujibur Rahman. He worked as a Diplomat of Bangladesh Embassy in Washington DC and worked in mobilization of development financials from the World Bank, International Monetary Fund, USAIDB managing the projects worth hundreds of millions of dollars. In the more recent years, he acted as President and CEO of Transcontinental Imex Inc. an international trading & consulting organization and as Director and Chairman of Audit Committee in National Bank Limited.   |
|---|---|
| <b>Mr. M Irfan Syed</b><br>Director                 | Mr. M Irfan Syed received his Bachelor's in Commerce from Dhaka University and his Master's in Business Administration from California University in USA. He also earned a Diploma in Advanced Accounting from the University of Maryland, USA. While working as a sales manager for a Fortune 500 company, Mr. Syed started his career with Banque Indosuez, Dhaka in 1986 and then moved to Hong Kong in 1988 to take up a position in international trade finance with the Bank of Credit and Commerce HK Limited. After 5 years he returned to Banque Indosuez to join their trade finance team in Dhaka. He left international banking to start his own textile trading company in 1993 and subsequently joined Beximco Textiles Divison (BTD) in 1995 to help organize their marketing and commercial departments. He was instrumental in the implementation and integration of BTD's ERP system and was appointed the Head of their Garments Division. After spending almost a decade as an accountant and business head for several non- profit organizations in the USA, Mr. Syed returned to Dhaka in August 2010 to look after his own business. |
| <b>Mr. Romo Rouf Chowdhury</b><br>Director          | Mr. Romo Rouf Chowdhury obtained Bachelor of Engineering (Civil) from Durham University,<br>England. He is a successful young entrepreneur of the country. He is one of the Directors of Bank<br>Asia. He is the Managing Director of Rangs Ltd. and Rangs Properties Ltd.  |
| <b>Ms. Sohana Rouf Chowdhury</b><br>Director        | Ms. Sohana Rouf Chowdhury is a Business Graduate major in Economics from New York<br>University, USA. She is one of the most successful young entrepreneurs of the country. She holds<br>directorship of various sister concerns of Rangs Group such as Rangs Motors Ltd., Rangs Ltd, etc.  |
| <b>Mr. Faisal Samad</b><br>Director                 | Mr. Faisal Samad is one of the directors of Bank Asia. He is a successful entrepreneur who has 14 years of experience as an industrialist. He is involved with several business organizations such as Savar Textiles Ltd., Supasox Ltd., Surma Garments Ltd., Surma Dyeing Ltd., Multi Source and Smart Sox Ltd.  |
| <b>Lt. Col. Fariduddin Ahmed (Rtd.)</b><br>Director | Lt. Col. Fariduddin Ahmed (Rtd.) served in Pakistan Army and Bangladesh Army for 26 years in different capacity as commissioned officer. He retired as Lieutenant Colonel in the year 1992. He is involved with Opex Group (Garment Division) since 1992 as Director Merchandising.   |
| <b>Mr. Shah Md. Nurul Alam</b><br>Director          | Mr. Shah Md. Nurul Alam obtained his MBA from the Institute of Business Administration, Dhaka<br>University. He has a wide range of experience in the banking industry. In almost 37 years starting<br>from 1972, he has worked for five renowned banks in Bangladesh. He held the CEO position for<br>Southeast Bank Ltd., Prime Bank Ltd., Mercantile Bank Ltd.   |

### Directors' Profile

| <b>Mr. Mashiur Rahman</b><br>Director                            | Mr. Mashiur Rahman has over four decades of experience in nearly all areas of banking. He started his career in 1966 as a Trainee in the National Bank of Pakistan. After liberation he worked for Sonali Bank and then joined IFIC Bank in 1983 and retired from the Bank after serving as Managing Director.  |
|--|---|
| <b>Mr. Nafees Khundker</b><br>Director                           | Mr. Nafees Khundker completed his MBA from the Institute of Business Administration (IBA),<br>Dhaka University. He has 17 years of banking experience mostly in the area of corporate and<br>institutional banking. He worked for Standard Chartered Bank and Deutsche Bank in different<br>countries including Singapore, United Arab Emirates (UAE) and Bangladesh. Recently he has<br>established his own business institution, SASH Ltd., which deals with jewelry, commodities,<br>structured trade and other financial products. Mr. Nafees Khundker has keen interest in sports,<br>particularly in Tennis, Cricket and Golf.  |
| <b>Mr. Md. Mehmood Husain</b><br>President and Managing Director | Mr. Md. Mehmood Husain has recently joined Bank Asia as President & Managing Director of the<br>Bank. Prior to this, he was the Additional Managing Director of Prime Bank. Mr. Mehmood, an ex-<br>cadet and a post graduate in Economics from the University of Dhaka, started his banking career<br>in 1984 with National Bank as Probationary Officer. He brings with him 27 years of long and<br>diversified banking experience. While in Prime Bank, he held many important and responsible<br>positions and contributed greatly to the growth of the bank. Mr. Mehmood attended a number<br>of professional workshops and seminars at home and abroad. He is the Joint Secretary of<br>Association of Bankers Bangladesh and life member of Bangladesh Economic Association. He is<br>associated with various social organizations. Mr. Mehmood is a widely travelled person. |

# Executive Committee of the Board



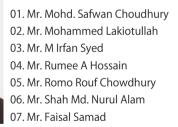






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# Board's Audit Committee



**Mr. Rumee A Hossain** Chairman



**Mr. Mohammed Lakiotullah** Member



**Mr. Shah Md. Nurul Alam** Member

# Our Acknowledgement to

### Ex Chairmen with Present Chairman



Mr. Anisur Rahman Sinha (2008-2010) **Mr. A Rouf Chowdhury** (2010 to till now)

**Mr. M Syeduzzaman** (1999-2008)

### **Ex Managing Directors**



Mr. Quazi Baharul Islam (1999-2000)



**Syed Anisul Huq** (2000-2008)



Mr. Erfanuddin Ahmed (2009-2011)

# Management Committee





#### Sitting from left Standing from left

#### Ms. Humaira Azam Deputy Managing Director

& Chief Risk Officer

#### Mr. S. M. Khorshed Alam

Deputy Managing Director & Chief International Operations Officer

Mr. Md. Mehmood Husain

President & Managing Director

#### Mr. Aminul Islam

Deputy Managing Director, Chief Operating Officer & Company Secretary

#### Mr. Mohammed Roshangir

Deputy Managing Director & Chief Business Officer (Corporate) Mr. Asif Ainul Hoque

& Head of Human Resources

Mr. Nandan Kumer Saha, FCA

Senior Vice President & Head of Internal Control & Compliance

Mr. A.K.M. Shahnawaj

Executive Vice President & Head of CRM

Mr. Abu Bakar Laskar

Senior Vice President & Head of Credit Administration

**Mr. A.H.J. Rahman** Senior Executive Vice President

& Branch Controller

Mr. Md. Touhidul Alam Khan

Senior Executive Vice President & Head of Corporate Assets & Client Origination

Mr. Nasirul Hossain

Senior Executive Vice President, Head of Legal and Recovery

Mr. Md. Arfan Ali

Senior Executive Vice President & Chief Business Officer (SMR)

Mr. Imran Ahmed, FCA, CISA

Senior Vice President & Chief Financial Officer

# Cluster Mentors



# ALCO



### Management & Executives

#### **President & Managing Director**

Mr. Md. Mehmood Husain

Deputy Managing Director & Company Secretary

Mr. Aminul Islam

#### Deputy Managing Director

Mr. S.M. Khorshed Alam Mr. Mohammed Roshangir Ms. Humaira Azam

#### **Senior Executive Vice President**

Mr. Nasirul Hossain Mr. Md. Arfan Ali Mr. Ashfaque Hasan Jamilur Rahman Mr. Syed Nazimuddin Mr. Md. Touhidul Alam Khan

#### **Executive Vice President**

Mr. Swapan Das Gupta Mr. Mohammad Borhanuddin Mr. A.K.M. Shahnawaj Mr. Md. Sazzad Hossain Mr. Maruf Mohammed Ahsan

#### **Senior Vice President**

Mr. Md. Abu Bakar Laskar Mr. Md. Shahabullah Mr. Md. Ashrafuddin Ahmed Mr. A.K.M. Shaiful Islam Chowdhury Mr. S.M. Iqbal Hossain Mr. Syed Iltefath Hussain Mr. Asif Ainul Hoque Mr. Imran Ahmed Mr. Md. Mozaffor Hossain Mr. Nandan Kumer Saha Mr. Md. Raja Miah Mr. Sajjad Haider

#### **Vice President**

Mr. Niaz Ahmed Chowdhury Mr. Md. Zahid Hossain Mr. Md. Zia Arfin Mr. Munir Hussain Choudhury Mr. Md. Azharul Islam Mr. Md. Ekramul Hossain Mr. Afzalul Haq Mr. Sufi Tofail Ahamed Col. Md. Enayet Karim (Retd.) Mr. Md. Ashraf Hossain Chaklader

#### **First Vice President**

Mr. Alamgir Hossain Mr. Md. Azizul Hague Khan Mr. Ali Tarek Parvez Mr. Ashutosh Debnath Mr. Nazim Anwar Mr. A.K.M.Mizanur Rahman Mr. Tahmidur Rashid Mr. Sumon Das Mr. Md. Abdul Latif Mr. Humayun Yusuf Kabir Mr. Aregul Arefeen Mr. Debasish Karmaker Mr. Kamal Uddin Ahmed Mr. Md. Saiful Islam Laskar Mr. Md. Murshid-Al-Amin Mr. Md. Shahinur Rahman Mr. A.K.M. Rezaul Haque Chowdhury Mr. Ouazi Mortuza Ali Mr. Arif Hasan Khan Mr. K.S.A. Ansari Mr. Faisal Ahmed Mr. Mohammad Burhan Uddin Khondker Mr. Golam Gaffar Imtiaz Chowdhury Mr. Md. Anisuzzaman Molla Mr. Mohammad Ismail Hossain Mr. Mohammad Mashiur Rahman Khan

#### **Assistant Vice President**

Mr. Mohammad Shahidul Islam Mr. Ibne Mohammod Shamsuzzaman Mr. K.M. Sakhawat Hossain Mr. Md. Prashanta Samir Mr. Md. Tarek Hassan Mr. Mehbub Hasan Mr. Md. Ilias Khan Mr. Zahirul Haque Mr. Kazi Shamsul Haque Mr. Md. Khairul Haque Mr. Mohammed Mamun-Or-Rashid Mr. Md. Inamul Islam Mr. M.M. Saiful Islam Mr. Md. Jahangir Alam Mr. Md. Serajul Islam Mr. Faiz Mohammed Mr. Syed Md. Ali Reza Mr. Md. Omar Hayat Chowdhury Mr. Mohd. Hosnezzaman Mr. Syed Humayun Kabir Mr. Md. Mohsin Jamal Mr. Sujit Kumer Sen Mr. Shafir Ahmed Chowdhury Mr. S. M. Zahid Hasan Ferdous Mr. Md. Aminur Rahman Khan Mr. Emdadul Haque Mr. Saiful Islam Mr. M.R. Chowdhury Rashed Mr. M.M. Shariful Islam Mr. Md. Murshed Alam Mr. Md. Akmal Hossain Mr. Mohammad Mahmud Alam Mr. Hasan A. Saimoom Mr. Ahmed A. Jamil

Bank Asia is devoted to human capital initiative connecting with milestone training, performance coaching & development, key talent management, balancing of work/life choice and human capital reviews.

### Management & Executives

Mr. Md. Anisur Rahman Mr. Mohammad Mainul Islam Mr. H.M. Mostafizur Rahaman Mr. Md. Mazibur Rahman Mr. Towheedul Islam Mr. Mohammed Shahjahan Mr. A.K.M. Mohsin Uddin Mr. Syed Md. Jarzis Mr. Md. Elias Mollah Ms. Rownak Amin Mr. M. Hasibul Alam Ms Suraiva Afroz Mr. Md. Sahidul Islam Mr. Md. Belal Hossain Mr. Mohammad Shah Emran **First Assistant Vice President** Mr. Forhad Mohammed Masum Mr. Sarder Nazrul Islam Mr. Salman Tariq Ali Mr. Arabinda Chowdhury Mr. Shabbir Ahmad Chowdhury Mr. Mohammad Moinul Islam Mr. Md. Nizam Uddin Ahmed Mr. Md. Mansur Ali Miah Mr. S.M.Salahuddin Mr. Md. Ershad Kamal Mr. Mohammad Munzur Rashid Mr. A.B.M.Burhan Uddin Mr. Moshiul Alom Mr. Md. Shameem Ahmed Khan Mr. Salahuddin Ahmed Mr. Syed Azizul Islam Mr. Junaed Ahmed Khan Mr. Md. Nashir Uddin Mr. Rakibul Hasan Mr. Mahbubur Rahman Ms. Shaheen Ara Mr. Rathindra Ranjan Datta Mr. Md. Sarwar Ali Mr. Mohammad Azizul Hoque Mr. Mohammad Shariful Islam Mr. Zahid Hasan Mr. A.M. Saifur Rahman Mr. Rashed Mahmud Mr. Md. Iftakhar Uddin Ahmed Mr. Md. Saifuddin Mamun Mr. Md. Kamruzzaman Mr. Mohammod Murad Hossain Mr. Md. Taher Hasan Al Mamun Mr. Naimul Hasan Khan Mr. Md. Mashirul Bor Chowdhury Mr. Md. Ashraf Hossain Mr. Md. Aminur Roshid Mr. Abdullah Al Mahmood Mr. Muket Abdullah Mr. Mahbub A Alam Mr. Nesar Ahmed Mr. Firdaus Bin Zaman Mr. A.H.M. Taslim Chowdhury Mr. A.K.M. Saifuddin Masuk Mr. Mohammad Abul Kalam Azad Mr. A.K.M. Fakhrul Ahsan Mr. Md. Faruk Hossain

Mr. Bipul Sarker Mr. Zahidul Islam Khan Majlis Ms. Rezwana Chowdhury Mr. Kazi Asif Mahbub Mr. Mohammad Aktar Hossain Mr. Md. Karim Uddin Azhar Mr. Ali Akbar Md. Al Munsur Mr. Md.Abdul Hashim Mr. Kazi Habibur Rahman Mr. Md. Ekram Hossain Mr. Md.Ruhul Motin Ms. Nafisa Habib Ms. Shalma Rahman Ms. Marshia Binte Saad Mr. Sheikh Munirul Hakim Mr. Md. Nazrul Islam Khan Mr. Jakir Hossain Mr. Mohammad Mizanur Rahaman Mr. Mohammad Rezwanul Islam Mr. Mohammad Ashikuzzaman Khan Mr. Md. Hasan Ali Gazi Mr. A.K.M. Iquebal Mr. Mohammed Mahabubul Haque Mr. Mohammad Mahbubul Haque Bhuiyan Mr. Md. Shamsul Alam Mr. Niaz Ahamad Rashed Mr. Sultan Alauddin Mr. Bashir Uddin Ahmed Mr. Syed Asad Ahmed Mr. Md. Habibur Rahman Talukder Mr. Shaiful Islam Khan Majlis Mr. Milton Roy Mr. Md. Nahid Hossain Ms. Samia Chowdhurv Mr. Md. Khairul Basher Mr. Abdur Rouf Bhuiyan Mr. Md. Fayezur Rahman Mr. Nashir Uddin Ahmed Khan Mr. Md.Habibur Rahman Mr. Mohammed Rezaur Rahman Mr. Mamunur Rob Chowdhury

### Shariah Council

We, at Bank Asia Limited, always consider the Shariah compliance as the most significant and strategic priority in Islamic Banking. Our products & services are desingned in conformity with the principles of Islamic Shariah. We have constituted "Bank Asia Shariah Council" consisting of qualified Faqihs (expert on Islamic Law), Islamic Scholars and professionals to ensure Shariah compliance in each and every aspect of our Islamic Banking operations.

Bank Asia Shariah Council consists of the following members:

| Moulana Mufti Abdur Rahman           | Chairmann          |
|--------------------------------------|--------------------|
| Moulana Multi Abdul Kannan           | Chairman           |
| Janab Mohammed Lakiotullah           | Member             |
| Dr. Muhammad Mustafizur Rahman       | Member             |
| Janab Muhammad Mukhlesur Rahman      | Member             |
| Janab M. Azizul Huq                  | Member             |
| Janab Md. Fariduddin Ahmed           | Member             |
| Moulana Mufti Abdul Mannan           | Member             |
| Janab Mohammad Mofazzal Hussain Khan | Member             |
| Dr. Md. Harun Rashid                 | Member             |
| Janab Md. Mehmood Husain             | Ex- Officio Member |
| Janab S.M. Khorshed Alam             | Ex- Officio Member |



Bank Asia Shariah Council Meeting

www.bankasia-bd.com



www.bankasia-bd.com



I am very happy to say that your Bank's capital reached Tk. 12.45 billion and maintained capital adequacy of 14.88% against regulatory requirement of 10%.

# Chairman's Message

My dear shareholders, distinguished guests, respected Members of the Board and Bank Asia team, Assalamu Alaikum. I am humbled, privileged and honored to welcome you all to the 13th Annual General Meeting of your Bank. I deeply appreciate the trust and confidence you always placed on us which resulted in greater success for the Bank. I am most delighted to present the Annual Report of Bank Asia for the year 2011 on behalf of the Board of Directors.

#### Dear Shareholders,

It gives me immense pleasure to inform you that the Bank expanded its horizon of business operations both in terms of adding new branches to the service network, side by side, stretching our foothold abroad. We, for the first time, incorporated two fully owned subsidiary companies under our Bank's umbrella.

The world economy during 2011 went through various crises. This also affected Bangladesh economy adversely as well. The economy of our country faced huge pressure caused by higher inflation, liquidity pressure, devaluation of local currency.

#### Honorable Shareholders,

Regardless the adversities in economy, particularly in money and capital market, Bank Asia overcame the challenges during the year 2011 with moderate growth in Deposit and Advances. Deposit of the bank increased by 10.15% and advances increased by 4.17% compared to those of previous year. It's our pleasure to let you know that the total amount of bank's assets reached at Tk. 117.73 billion, which is 11.91% greater than the previous year. Earnings per Share (EPS) and Return on Equity (ROE) were 3.65 (Tk. 100 to Tk. 10) & 19.61% respectively in this year. It is through our strong perseverance to remain true to our commitment to our shareholders that we were able to pull such numbers.

Though the world economic condition was not fully favorable due to massive government debt crisis in both USA and European region, which considerably slowed down the recovery of the global economic recession, Bangladesh's export achieved a growth momentum and your Bank achieved a growth of 30.57% in export. In the backdrop of political unrest in Middle East, which affected our remittance flow negatively, we were able to attain a growth of 18.08% in such situation.

#### Dear Shareholders,

You are all aware that capital base is considered as a basic pillar on which the bank stands and the capabilities of the Bank to absorb shocks against confronting different risk exposure. I am very happy to say that your Bank's capital reached Tk. 12.45 billion and maintained capital adequacy of 14.88% against regulatory requirement of 10%. We believe that we will be able to maintain a stable dividend policy in future. In the context of squeezing net interest spread for increasing cost of deposit, achieving optimal operating efficiency has become a crucial success factor to maintain profitability of the Bank. In the year 2011, operating expenditure increased only by 4.75% despite expansion of Branch network and operational activities.

#### **Respectable Shareholders**,

I understand you expect a continuous growth of your Bank year by year and you deserve it. But we should not forget continuous growth may be appropriate and inappropriate for a company. As we all know that unchecked inappropriate growth caused meltdown in economies of the developed countries which is shaking world economy as well. We are proud to say that in the year 2011, we established 11 new branches across the country and converted 3 SME centers into two SME/Agri branches and one full fledged branch considering the prospects of agricultural finance in those areas. We expanded our own ATM network from 48 to 62 outlets. In the year 2011 we stepped outside our local boundaries and entered into the global arena by establishing BA Exchange Company (UK) Limited, a subsidiary entity of Bank Asia, in London to augment the foreign remittance operation. We are in the process of establishing "BA Express USA Inc" in New York in 2012. Exchange Houses in Malaysia and Australia is also under active consideration.

#### Admirable Shareholders,

In the context of shivering capital market situation, your Bank turned its capital market division to a registered company namely Bank Asia Securities Limited (BASL) which started independent commercial operation in April 2011. This will help Bank Asia to recover, improve and maintain its performance with more robust risk management. You will be happy to know that BASL has achieved DSE top 10 position in term of turnover volume.

#### **Dear Shareholders**,

The Bank believes the society as one of its contributor to business development and ties to compensate it by playing major role in CSR program. In 2011, Bank Asia spent Tk. 26.10 million for CSR activities and took part in different programs such as Higher studies Scholarship Program for poor meritorious students, Ophthalmological operation, operating Computer Learning Centers (CLC) in rural areas, Disaster Management, Culture & Heritage, Sports, Beautification etc.

We have always believed in growing in a responsible manner without damaging the eco system which is essential for our survival. Being strongly committed to protect the environment at the very outset, Bank Asia has taken various green banking initiatives such as financing to CNG stations and CNG Conversion Plants, Horticulture projects, Renewable Energy projects, and conserving resources through online banking, internet banking, mobile banking.

#### Honorable Shareholders,

To sustain all the strategic objectives for your Bank's future success the Bank has a team of 1390 employees having a balanced mix of young and experienced properly equipped with expertise, necessary skills and knowledge.

#### Valued Shareholders,

On behalf of our Board of Directors and our bank, I would like to thank the Regulatory Authorities, Ministry of Finance, Professional Bodies, Clients, Stakeholders, Media and Well-wisher for their direction and continuous support. Special thanks to our External Auditors to help us by giving advices on different relative perspectives. We are also grateful to the shareholder for their support and confidence upon us which spontaneously encourage our continuous improvement for achieving highest level of excellence.

#### **Respectable Shareholders**,

We always emphasize that our shareholders are properly informed about company matters and can guide the Bank towards success. All price sensitive information and other company matters are available in the Bank's website. Please visit www.bankasia-bd.com for any public information of your company.

We view 2012 as even more challenging year than 2011 and hope that we will give brighter results in 2012 through our dedicated well trained and skilled management team. To achieve the praiseworthy result let all of us work together. We look forward to your valuable support and confidence as we move ahead.

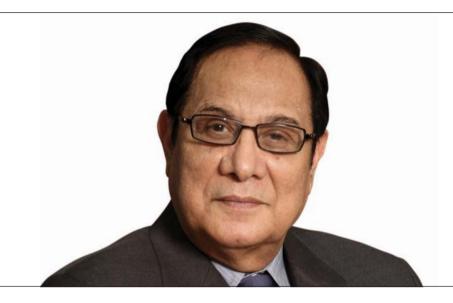
My best wishes to all of you.

Arg. Am Hung. A Rouf Chowdhury

A Rouf Chowdhury Chairman

www.bankasia-bd.com

### চেয়ারম্যান মহোদয়ের বক্তব্য



সম্মানিত শেয়ারহোল্ডারবৃন্দ,অতিথিবৃন্দ ও পরিচালনা পর্ষদের মাননীয় সদস্যবর্গ এবং ব্যাংকের সকল কর্মকর্তা ও কর্মচারীবৃন্দ আস্সালামু আলাইকুম। ১৩তম বার্ষিক সাধারণ সভায় আপনাদের স্বাগত জানাতে পেরে আমি গর্ববোধ করছি। ব্যাংকের প্রতি আপনাদের অবিচল আস্থা এবং বিশ্বাসই আমাদের এই সাফল্যের অন্যতম কারণ, যা প্রশংসার দাবীদার। ব্যাংক এশিয়ার পরিচালনা পর্ষদের পক্ষ থেকে বার্ষিক প্রতিবেদন ২০১১ আপনাদের সামনে উপস্থাপনের সুযোগ পেয়ে আমি আনন্দিত।

#### প্রিয় শেয়ারহোল্ডারবৃন্দ

আমি আপনাদের এটা জানাতে পেরে খুবই আনন্দবোধ করছি যে ব্যাংক এশিয়া নতুন নতুন শাখা উদ্বোধনের মাধ্যমে এবং সেই সাথে দেশের বাহিরেও ব্যাংকের নেটওয়াঁক সম্প্রসারণের মাধ্যমে এর ব্যবসায়িক পরিধি বিস্তৃত করেছে । আমরা প্রথমবারের মত দুটি পূর্ণমালিকানাধীন সাবসিডিয়ারি কোম্পানী ব্যাংকের আওতায় এনেছি । ২০১১ সালে বিশ্বের অর্থনৈতিক অবস্থা বিভিন্ন সংকটের মধ্যে অতিবাহিত হয়েছে, যা বাংলাদেশের অর্থনীতিকেও নেতিবাচক ভাবে প্রভাবিত করেছে । বিগত বছরে উচ্চ মুদ্রাক্ষীতি, তারল্য সংকট ও দেশী মুদ্রার অবমূল্যায়নের কারণে আমাদের দেশের অর্থনীতি প্রবল চাপের মুখে পড়েছে ।

#### সম্মানীত শেয়ারহোল্ডারবৃন্দ

২০১১ সালে অর্থনৈতিক প্রতিকূলতা বিশেষ করে মুদ্রা ও শেয়ার বাজারের অস্থিতিশীলতা স্বত্বেও ব্যাংক এশিয়া আমানত ও বৃদ্ধির মাধ্যমে এই প্রতিকূলতাকে জয় করেছে। বিগত বছরের তুলনায় আমানত বেড়েছে ১০.১৫% এবং ঋণ ও অগ্রীম প্রদানের পরিমান বেড়েছে ৪.১৭%। আমরা আপনাদের জানাতে পেরে আনন্দিত যে ব্যাংকের মোট সম্পদের পরিমান ১১৭.৭৩ বিলিয়ন টাকায় পৌছেছে যা বিগত বছরের তুলনায় ১১.৯১% বেশি। শেয়ার প্রতি আয় (EPS) এবং মূলধনের বিপরীতে আয় (ROE) যথাক্রমে ৩.৬৫ (১ থেকে ১০টি স্টক বিভাজনের পরে) এবং ১৯.৬১%, যা আপনাদেরকে দেওয়া প্রতিশ্রুত্বিই প্রতিফলন। আমেরিকা ও ইউরোপীয় অঞ্চল সমুহের ব্যাপক ঋণ সংকটের কারণে বিশ্বের অর্থনৈতিক অবস্থা যদিও পুরোপুরি সহায়ক ছিল না তথাপি বাংলাদেশের রপ্তানিতে ব্যাপক প্রবৃদ্ধি হয়েছে এবং এর পাশাপাশি আপনাদের ব্যাংকের রপ্তানি ৩০.৫৭% বৃদ্ধি পেয়েছে । মধ্যপ্রাচ্যের রাজনৈতিক অস্থিরতার কারণে রেমিটেঙ্গ প্রবাহের গতি মস্থর হওয়া সত্ত্বেও আমরা এই খাতে ১৮.০৮% প্রবৃদ্ধি অর্জন করতে সক্ষম হয়েছি ।

#### প্রিয় শেয়ারহোল্ডারবৃন্দ

আপনারা জানেন যে মূলধন ব্যাংকের মূল ভিত্তি যার উপর ব্যাংক দাঁড়িয়ে থাকে এবং যার মাধ্যমে ব্যাংক বিভিন্ন প্রকার ঝুঁকির মোকাবেলা করতে সক্ষম । আমি আনন্দের সাথে জানাচ্ছি যে আপনাদের ব্যাংকের মূলধন ১২.৪৫ বিলিয়ন টাকায় পৌঁছেছে এবং মূলধনের পর্যাপ্ততা বিধিবদ্ধ বাধ্যবাধকতার নূন্যতম ১০% এর বিপরীতে ছিল ১৪.৮৮% । আমরা বিশ্বাস করি যে ভবিষ্যতে একটা নির্দিষ্ট লভ্যাংশ প্রদানের নীতি অনুসরণ করতে পারব । ব্যাংকের নেটওয়র্কি বিস্তৃতি এবং কার্যক্রম বৃদ্ধি পাওয়া স্বত্ত্বেও ২০১১ সালে পরিচালন ব্যয় বেড়েছে মাত্র ৪.৭৫% ।

#### সম্মানীত শেয়ারহোল্ডারগন

আমি জানি, আপনারা সব সময়ই আপনাদের ব্যাংকের নিরবিচ্ছিন্ন প্রবৃদ্ধি প্রত্যাশা করেন । আমাদের ভুলে গেলে চলবেনা যে নিরবিচ্ছিন্ন প্রবৃদ্ধি একটি প্রতিষ্ঠানের জন্য কখনও উপযুক্ত আবার কখনও অনুপযুক্ত হতে পারে । আমরা জানি অনিরীক্ষিত অনপযুক্ত প্রবৃদ্ধি উন্নত দেশের অর্থনীতিতে ধ্বসের সৃষ্টি করে যার প্রভাব পড়ে সারা বিশ্বে । আমরা গর্বের সাথে জানাতে চাই, ২০১১ সালে দেশজুড়ে ১১টি নতুন শাখা প্রতিষ্ঠিত করেছি এবং কৃষি অর্থায়নের সম্ভাবনাকে বিবেচনা করে আমরা ৩টি এসএমই কেন্দ্রের হটিকে কৃষি শাখা এবং ১টি কে পর্ণাঙ্গ শাখায় রূপান্তরিত করেছি । আমানে নিজস্ব এটিএম নেটওয়ার্ক ৪৮টি থেকে ৬২টিতে উন্নীত করেছি । আমান ২০১১ সালে বৈদেশিক মুদ্রার কার্যক্রম বর্ধিত করার লক্ষ্যে দেশের গন্ডি পেরিয়ে বৈশ্বিক ক্ষেত্রে ব্যাংক এশিয়া এর সহযোগী প্রতিষ্ঠান BA Exchange House প্রতিষ্ঠা করেছি । ২০১২ সালে BA Express USA Inc এর প্রতিষ্ঠা কার্যক্রম প্রক্রিয়াধীন । মালয়েশিয়া এবং অস্ট্রেলিয়াতে বৈদেশিক মুদ্রা বিনিময় হাউস প্রতিষ্ঠার প্রক্রিয়া সক্রিয় বিবেচনাধীন রয়েছে ।

#### প্রিয় শেযারহোল্ডারবৃন্দ

পুঁজিবাজারের অস্থিরতা স্বত্ত্বেও আপনাদের ব্যাংক এর Bank Asia Capital Market Division কে ব্যাংক এশিয়া সিকিউরিটিজ নামে একটি স্বতন্ত্র কোম্পানী প্রতিষ্ঠা করেছি যা প্রবল ঝুঁকিতেও ব্যাংকের উন্নতি এবং পারফরম্যান্স সমুন্নত রাখতে সহায়তা করবে । যার কার্যক্রম গুরু হয়েছে ২০১১ সালের এপ্রিল মাসে । আপনারা জেনে আনন্দিত হবেন যে লেনদেনের ভিত্তিতে Bank Asia Securities Limited, Dhaka Stock Exchange এর শীর্ষ ১০ (দশ) কোম্পানীর মধ্যে রয়েছে ।

#### মাননীয় শেয়ারহোল্ডারগণ

ব্যাংক সমাজকে এর ব্যাবসার উন্নয়নে অন্যতম প্রধান নিয়ামক হিসেবে বিবেচিত করে এবং আপনাদের ব্যাংক CSR কর্মসূচিতে গুরুত্বপূর্ণ ভূমিকা পালন করে আসছে। ২০১১ সালে ব্যাংক এশিয়া CSR কার্যক্রমে ২৬.১০ মিলিয়ন টাকা ব্যয় করেছে এবং বিভিন্ন কর্পোরেট সামাজিক দায়বদ্ধতার কর্মসূচিতে অংশগ্রহণ করেছে যার মধ্যে গরীব, মেধাবী ছাত্র ছাত্রীদের উচ্চশিক্ষা বৃত্তি প্রদান, জন্মান্ধ শিশুদের বিনামূল্যে চোখের অপারেশন, গ্রাম অঞ্চলে কম্পিউটার প্রশিক্ষণ কেন্দ্র পরিচালনা, দুর্যোগ ব্যবস্থাপনা, সংস্কৃতি ও ঐতিহ্য, খেলাধুলা, সৌন্দর্য বর্ধন উল্লেখযোগ্য।

পরিবেশের ক্ষতি না করে আমরা সব সময় দায়িত্বশীল প্রথায় ক্রমবিকাশে বিশ্বাস করি, যা আমাদের বেঁচে থাকার জন্য অত্যাবশ্যক। শুরু থেকেই পরিবেশ রক্ষায় দৃঢ় প্রতিজ্ঞ হয়ে ব্যাংক এশিয়া বিভিন্ন ধরনের গ্রীন ব্যাংকিং পদক্ষেপ নিয়েছে যার মধ্যে CNG Station এবং CNG রূপান্তর প্রান্টে অর্থায়ন, উদ্যানবিদ্যা, নবায়নযোগ্য জ্বালানী প্রকল্প এবং অনলাইন ব্যাংকিং, ইন্টারনেট ব্যাংকিং এবং মোবাইল ব্যাংকিং এর মাধ্যমে সম্পদের সংরক্ষণ উল্লেখ্যযোগ্য।

#### প্রিয় শেয়ারহোল্ডারবৃন্দ

আপনাদের ব্যাংকের ভবিষ্যৎ সফলতার জন্য এবং কৌশলগত উদ্দেশ্য সমূহের বাস্তবায়নের লক্ষ্যে ব্যাংকের রয়েছে অভিজ্ঞ ১,৩৯০ জন কর্মকর্তা ও কর্মচারী যাদের রয়েছে বিশেষ জ্ঞান, প্রয়োজনীয় দক্ষতা এবং অভিজ্ঞতা।

পরিচালনা পর্ষদ এবং ব্যাংকের পক্ষ থেকে আমি ধন্যবাদ জানতে চাই নিয়ন্ত্রনকারী কর্তৃপক্ষ, অর্থমন্ত্রনালয়, পেশাগত প্রতিষ্ঠান, কর্মী-গ্রাহক, শেয়ারহোল্ডারবৃন্দ, মিডিয়া এবং শুভানুদ্ধায়ী যারা আমাদের নিয়মিত পথনির্দেশনা ও সহযোগীতা দিয়ে আসছেন। বিশেষভাবে ধন্যবাদ জ্ঞাপন করছি আমাদের বহিঃনিরীক্ষক যারা আমাদের বিভিন্ন তথ্য ও উপদেশ দিয়ে সহায়তা করেছেন। আমরা আমাদের শেয়ারহোল্ডারদের উপর কৃতজ্ঞতা প্রকাশ করছি তাদের সহযোগীতা এবং আমাদের উপর বিশ্বাস ও আস্থা স্থাপনের জন্য যা আমাদের স্বতক্ষুর্তভাবে সর্বোচ্চ পর্যায়ে উন্নীত হওয়ার প্রেরণা যোগায়।

#### সম্মানিত শেয়ারহোল্ডারবৃন্দ

আমরা সবসময়ই আমাদের শেয়ারহোন্ডারদের কোম্পানির বিভিন্ন বিষয়ে অবহিত করি এবং তারাও ব্যাংকের সঠিক পরিচালনার জন্য প্রয়োজনীয় দিক নির্দেশনা দিতে পারে । সকল মূল্য সংবেদনশীল তথ্য এবং কোম্পানী সম্পর্কিত যাবতীয় তথ্য ওয়েবসাইটে সন্নিবেশিত করা আছে । আপনার কোম্পানি সম্পর্কিত যেকোন ধরনের তথ্য জানার জন্য ব্যাংকের ওয়েব সাইট (www.bankasia-bd.com) পরিদর্শন করতে পারেন ।

২০১২ সাল যদিও ২০১১ সালের তুলনায় আরো অনেক প্রতিযোগীতামূলক হবে, তথাপি আমরা আশা করি, আমাদের দক্ষ পরিচালনা পর্যদ এবং ব্যবস্থাপনা কর্তৃপক্ষের মাধ্যমে ২০১২ সালে আপনাদেরকে আমরা আরও সুন্দর ফলাফল প্রদান করতে পারব। এই প্রশংসনীয় ফলাফলের জন্য আমাদের সবাইকে একসঙ্গে কাজ করতে হবে। আমরা আপনাদের মূল্যবান সহায়তা ও আস্থার মাধ্যমে সামনের দিকে এগিয়ে যেতে চাই।

সবার প্রতি রইল আমার আন্তরিক শুভেচ্ছা।

A. g. how Then এ. রউফ চৌধুরী

চেয়ারম্যান





We will continue to improve performance through capacity building and employee productivity ensuring customer satisfaction

## President and Managing Director's Review

The Bank's performance for the year was dominated by shifting of corporate office from Motijheel to Purana Paltan and celebration of 12th Anniversary- an era of transformation. Indeed 2011 was an eventful year, Bangladesh's economy faced a wide range of risks and pressures, including soaring inflation, hefty bank borrowings, rise in government subsidies and fall in foreign aid. The economy in the outgoing calendar year also witnessed fall in the private sector credit flow, depreciation of Taka against dollar, high import growth except capital machinery and raw materials, low foreign aid disbursement and current account balance deficit, and these are unlikely to be solved very quickly.

Four things, in particular impacted on profitability as we started the year 2011 with

- Capital shortfall that restricted the business growth
- Mandatory AD ratio reduction to around 85% from 91% that further restricted business growth
- Collapse in capital market
- Contractionery Monetary policy; i.e. tight money market

#### **Operating performance**

The Bank was quite upbeat to close the year 2011 with adequate capital. Total capital fund stood at Tk. 12,447.33 million and capital adequacy ratio (CAR) at 14.88%.

#### **Business**

Total Deposits of banking operation Tk. 95,131.10 million registering 10.15% growth. Total loans & advance of banking operation stood at Tk. 82,819.97 million making 4.17% growth. Import Tk.99, 414.20 million declined by 9.97%. Export Tk.74, 794.50 million registered an impressive growth of 30.57%. Call borrowing was significantly lower than last year.

#### Profitability

Total operating profit (consolidated) stood at Tk. 4,223.83 million which was 0.59% lower than last year. It is worth to note that the operating profit from banking operation excluding Bank Asia Securities Limited & Bank Asia Exchange Company (UK) Limited grew by 6.15% and net profit on same consideration was also increased by around 24.76%.

Bank's operating expenditure grew by only 4.75% and Salary expenditure was only 45% of total non-funded income.

#### **Subsidiaries**

2 separate subsidiary companies started commercial operation during 2011, 1 of them in UK. Bank Asia Securities Ltd. generated operating profit of Tk. 304.92 million which 43.79% lower than previous year. BA Exchange Company (UK) Ltd incurred Tk.15.24 million operation loss.

#### **Business units**

Islamic banking wing generated operating profit of Tk. 109.79 million which was 2.6% of total operating profit and 8.7% higher than the previous year.

Off-shore banking unit generated operating profit of Tk. 39.40 million which was 0.93% of total operating profit and 14% lower than previous year.

Cards department generated operating profit of Tk. 80.84 million which was 1.92% of total operating profit and 1% higher than last year.

#### SME & agri sector

The Bank continued its drive towards increasing its market share in the SME and agricultural lending besides corporate and retail segments. In 2011 Bank Asia's agricultural loan outstanding was Tk. 1,010.32 million. We also increased our SME and Islamic banking activities as signified by their respective growth level as mentioned earlier.

#### CSR

Bank Asia is always aware of its Corporate Social Responsibility (CSR) with an aim to ensure the bank as a socially responsible corporate entity contributing towards quality of life of the society at large without compromising on ecological conditions. During the year, Bank Asia spent an amount of Tk. 26.10 million for the overall betterment of the nation.

#### Awards & accolade

Your Company's performance was well recognized and the same is reflected in a prestigious award received during the year. Bank Asia got the second prize of ICAB national award for the Best Published Accounts and Reports 2010 in banking sector and secured the Certificate of Merit for Best Presented Accounts and Corporate Governance Disclosures Awards 2010.

#### Strategic priorities for 2012

- We will continue to improve performance through capacity building and employee productivity
- Ensuring customer satisfaction will be high on the agenda
- To ensure branch monitoring and proper senior management guidance Branch Mentorship Concept has been introduced which will play a lead role in achieving the strategic objectives of the Bank.
- Emphasis on SME business mobilization and mobile banking will help us to promote our commitment to financial inclusion.
- Considering present world and national economic condition the Bank will focus more on export led business growth and syndication financing.

Md. Melmood Husain President and Managing Director

### প্রেসিডেন্ট ও ব্যবস্থাপনা পরিচালকের প্রতিবেদন



কর্পোরেট অফিস মতিঝিল হতে পুরানা পল্টনে স্থানান্তর এবং ১২ বছর পূর্তি উৎযাপন ছিল বিগত বছরে ব্যাংকের জন্য উল্যেখযোগ্য ঘটনা। বাংলাদেশ অর্থনীতির জন্য ২০১১ সালটি ছিল ঘটনাবহুল। দেশের অর্থনীতি এক প্রবল ঝুঁকি ও চাপের মধ্যে দিয়ে অতিবাহিত হয়েছে, যার মধ্যে ছিল মূল্যক্ষীতি, সরকার কর্তৃক ব্যাপক আকারে ঋণ, সরকারি ভূর্তুকি বৃদ্ধি ও বৈদেশিক সাহায্য হাস ইত্যাদি।

গত বছরে বেসরকারি ক্ষেত্রে ঋনের পরিমান হ্রাস পাওয়া, ডলারের বিপরীতে টাকার অবমূল্যায়ন, আমদানীর পরিমান বৃদ্ধি, বৈদেশিক সাহায্য হ্রাস পাওয়া, চলতি হিসাবে উদ্বিতি সল্পতা যা অতি দ্রুত সামাধানের সম্ভাবনা কম।

২০১১ সালে আমাদের মুনাফাতে চারটি বিষয়ের প্রভাব পড়েছে:

- মূলধন অপর্যাপ্ততা যা ব্যবসায়ে বাধা সৃস্টি করেছে ।
- ঋণ-আমানতের হার প্রায় ৮৫% এর মধ্যে সীমাবদ্ধ রাখা।
- পুঁজিবাজারের ব্যাপক দরপতন ।
- সংকুচিত মুদ্রানীতি ।

#### পরিচালনাগত পারদর্শীতা

প্রয়োজনীয় মূলধন পর্যাপ্ততা সহকারে ব্যাংক ২০১১ সালটি শেষ করেছে। ব্যাংকের মোট মুলধন ছিল ১২,৪৪৭.২২ মিলিয়ন টাকা ও মূলধন পর্যাপ্ততার হার ছিল (CAR) ১৪.৮৮% ।

#### ব্যবসা

মোট আমানত বেড়েছে ১০.১৫% এবং এর পরিমান ৯৫,১৩১.১০ মিলিয়ন টাকা। মোট ঋণ এবং অগ্রীম প্রদানের পরিমান ছিল ৮২,৮১৯.৯৭ মিলিয়ন টাকা এবং বৃদ্ধির হার ছিল ৪.১৭%। আমদানি ৯.৯৭% কমে হয়েছে ৯৯,৪১৪.২০ মিলিয়ন টাকা। রপ্তানি ৩০.৫৭% বেড়ে দাঁড়িয়েছে ৭৪,৭৯৪.৫০ মিলিয়ন টাকায়। আগের বছরের তুলনার আন্ত:ব্যাংক ঋণের পরিমান ছিল অনেক কম।

#### মুনাফা

২০১১ সালে মোট পরিচালনাগত মুনাফা ছিল (Consolidated) ৪২২৩.৮৩ মিলিয়ন টাকা যা আগের বছরের তুলনায় ৪.৮৭% কম। উল্লেখযোগ্য যে ব্যাংক এশিয়া সিকিরিটিজ লিমিটেড এবং ব্যাংক এশিয়া এক্সচেঞ্জ কোম্পানী (UK) ব্যতিত ব্যাংকিং কার্যক্রমের মাধ্যমে পরিচালন মুনাফা বেড়েছে ৬.১৫% এবং নীট মুনাফা বেড়েছে ২৪.৭৬% । ব্যাংকের পরিচালন খরচ বেড়েছে মাত্র ৪.৭৫% । ভাতা বাবদ খরচ ছিল মোট নন ফান্ডেড আয়ের মাত্র ৪৫% ।

#### সহযোগী কোম্পানী সমূহ

দুইটি স্বতন্ত্র সহযোগী কোম্পানী তাদের বাণিজ্যিক যাত্রা শুরু করেছে এর মধ্যে একটি ইউকে তে অবস্থিত। ব্যাংক এশিয়া সিকিউরিটিজ লিমিটেড এর পরিচালন মুনাফা ছিল ৩০৪.৯২ মিলিয়ন টাকা যা আগের বছরের তুলনায় ৪৩.৭৯% কম। ব্যাংক এশিয়া এক্সচেঞ্জ কোম্পানী (ইউকে) লিমিটেড এর পরিচালনগত ক্ষতির পরিমান ছিল ১৫.২৪ মিলিয়ন টাকা।

#### ব্যবসায়িক ইউনিট

ইসলামিক ব্যাংকিং উইং এর পরিচালনগত মুনাফা ছিল ১০৯.৭৯ মিলিয়ন টাকা যা ব্যাংকের মোট পরিচালন মুনাফার ২.৬% এবং গত বছরের তুলনায় ৮.৭% বেশী।

অফ-সোর ব্যাংকিং ইউনিট এর পরিচালন মুনাফা ছিল ৩৯.৪০ মিলিয়ন টাকা যা মোট পরিচালন মুনাফার ০.৯৩% এবং গত বছরের তুলনায় ১৪% কম।

কার্ডস ডিপার্টমেন্ট এর পরিচালন মুনাফা ছিল ৮০.৮৪ মিলিয়ন টাকা যা মোট পরিচালন মুনাফার ১.৯২% এবং গত বছরের তুলনায় ১% বেশী।

#### এসএমই ও কৃষি খাত

ব্যাংক কর্পোরেট ও ব্যক্তি শ্রেনীর গ্রাহক খাত ছাড়াও ক্ষুদ্র ও মাঝারি শিল্প খাত এবং কৃষি খাতে এর পরিধি বাড়ানোর ব্যাপারে সর্বদা আন্তরিক। ২০১১ সালে কৃষিখাতে ব্যাংকের ঋণ বিতরণের পরিমান ছিল ১,০১০.৩২ মিলিয়ন টাকা। ক্ষুদ্র ও মাঝারি শিল্প খাত এবং ইসলামিক ব্যাংকিং খাতে আমরা আমাদের কার্যক্রম উল্ল্যেখযোগ্য হারে বৃদ্ধি করেছি।

#### কর্পোরেট সামাজিক দায়বদ্ধতা

আপনাদের ব্যাংক সর্বদাই কর্পোরেট সামাজিক দায়বদ্ধতার ব্যাপারে দায়িত্বশীল যাতে ব্যাংক নিজেকে এক সামাজিক দায়বদ্ধ কর্পোরেট স্বত্ত্বা হিসেবে প্রকাশ করতে পারে। এই কার্যক্রমের মূল উদ্দেশ্য হলো পরিবেশের কোন ক্ষতি না করেই মানুষের জীবনধারা পরিবর্তন সাধন করা। সমাজের ইতিবাচক পরিবর্তনের লক্ষ্যে ব্যাংক এশিয়া এই খাতে ২৬.১০ মিলিয়ন টাকা ব্যয় করেছে।

#### পুরস্কার ও সুনাম

আপনাদের ব্যাংকের সুনাম ইতিমধ্যেই সর্বমহলে প্রশংসিত হয়েছে এবং এটা প্রতিফলিত হয়েছে নানা সম্মানজনক পুরস্কার প্রাপ্তির মাধ্যমে। ব্যাংক এশিয়া ব্যাংকিং খাতে সেরা আর্থিক প্রতিবেদন ২০১০ প্রকাশের জন্য ICAB National Award এর ২য় স্থান এবং Certificate of Merit for Best Presented Accounts and Corporate Governance Disclosures Awards অর্জন করে।

#### ২০১২ সালের পরিকল্পনা

- ব্যাংকের সক্ষমতা বৃদ্ধি ও কর্মীদের দক্ষতা উন্নয়নের মাধ্যমে আমরা ব্যাংকের সার্বিক উন্নয়নয়ের ধারা অক্ষুন্ন রাখতে সক্ষম হব।
- গ্রাহকদের সস্তুষ্টির বিষয়টিকে সবসময়ই সর্বোচ্চ অগ্রাধীকার দেওয়া হবে ।
- শাখা সমূহ পর্যবেক্ষণের লক্ষ্যে শাখা উপদেষ্টা ধারণা ইতিমধ্যেই সফলভাবে প্রবর্তন করা হয়েছে এবং তা ব্যাংককে তার অভীষ্ট লক্ষে পৌঁছানোর ক্ষেত্রে মূখ্য ভূমিকা রাখবে।
- এসএমই ব্যবসায় অর্থায়ন ও মোবাইল ব্যাংকিং জোরদার করণের মাধ্যমে অর্থনৈতিক সমৃদ্ধি অর্জন করা ।
- বর্তমান বিশ্ব ও দেশীয় অর্থনীতির প্রেক্ষাপটে রপ্তানীমুখী ব্যবসা ও সিন্ডিকেশন অর্থায়ন জোরদার করা ।

মোঃ মেহমুদ হুসাইন প্রেসিডেন্ট ও ব্যবস্থাপনা পরিচালক

## Directors' Report



Board of Directors given standing ovation to honor National Anthem at the start of 12<sup>th</sup> AGM

Directors' report briefly states the underlying scenario of world and domestic economy covering the period under review to get an overview on the challenging macro environment appeared in our business operation. We review our business operation in terms of operating and financial performance indicators. We also outlined the key operational areas and the activities of the Bank during that period.

#### **World Economy**

The year just ended was challenging for the world economy - the US economy suffered a significant slowdown, Japan was struck by the devastating earthquake and tsunami, unrest swelled in some oilproducing countries and Europe's sovereign debt crisis deepened. The euro area encountered major financial turbulence, global markets suffered a major sell-off of risky assets, and there are growing signs of spillovers to the real economy. Despite these shocks, a strong growth performance in emerging markets enabled the global economy to expand by 2.7% in 2011, which was backed by the growth rate of 6% in the developing countries and 1.6% in high income countries. A pace we expect to continue in 2012, as a rebound in China's growth and a continued recovery in the US economy offset a likely recession in Europe. The world economy suffers two adversities. The first is a much slower recovery in advanced economies. The second is a large increase in fiscal and financial uncertainty.

Japan as a developed country in Asia experienced a negative growth of (-0.9%) because of earthquake and tsunami shocks. Among the developing economies, China achieved the highest growth of 9.1%. South Asian region (India, Pakistan and Bangladesh) recorded a growth of 6.6%, where Bangladesh was the highest contributor with a growth of 6.7%. In 2011 the GDP growth in Latin America and the Caribbean countries was 4.2% which was 5.7% in 2010, whereas the growth in Sub-Saharan Africa was 4.9% in 2011 against 4.7% in 2010. Middle East and North Africa has been strongly affected by the political turmoil associated with the —Arab Spring. The global slowdown has also been taking its toll on South Asia by slowing merchandise export volumes. <sup>1</sup>

The emerging Asia has a slowdown in growth. In 2011 unemployment was a major problem for many advanced countries like the United States and Euro zone countries. Unemployment rates in the United States was 9.1% where in Spain and Serbia were above 20% and in Greece, Latvia and Lithuania were above 15%.  $^{\rm 2}$ 

Regional inflationary pressures are projected to come down over the forecast horizon, assuming continued expansion of crop production (India, Pakistan, Sri Lanka) and a decline in international fuel prices (reflecting weaker global activity in 2012). Remittances inflows to South Asia are projected to rise 7.4% in 2012 in US dollar terms and continue to represent significant support to regional current account positions.

Global trade volumes declined at an annualized pace of 8% during the three months ending October 2011, mainly reflecting a 17% annualized decline in European imports. The exports of other high-income countries grew rapidly but developing countries' exports declined in 2011. Capital flows to developing countries have weakened sharply as investors withdrew substantial sums from developingcountries' markets in the second half of the year. Foreign direct investment (FDI) inflows to developing countries rose by an estimated 10.6% reaching \$555 billion (2.5% of GDP) in 2011 compared to 16% growth in 2010.

#### Outlook 2012

Overall, global economic conditions are fragile, and there remains great uncertainty as to how markets will evolve over the medium term. The pronounced weakness of growth and the cut-back capital flows to developing countries will doubtless on the way of prospects and could potentially undermine the expected recovery in growth among middle-income countries. GDP growth in South Asia is projected 5.8% in 2012 additionally; programmed large investment and reconstruction projects in Afghanistan, Bangladesh, Bhutan, India and Sri Lanka should contribute to stronger growth outturns in 2013, boosting productivity and potential output. Though the conditions in Europe have created uncertainty towards the recovery, the expected global GDP growth for 2012 is 2.5%.

1 Global Economic Prospect January 2012, The World Bank





Board Meeting

#### **Bangladesh Economy**

The Bangladesh economy continued its growth trend in circumstance of slow recovery of global recession and achieved a growth rate of 6.6% in FY 2010-11. The overall growth was underpinned on the supply side, where the industry and services sectors secured strongest growth, but agriculture sector showed a modest growth. Gross National Savings decreased from 30% in FY 2009-10 to 28.4% in FY 2010-11, resulting from lower inflow of net factor income and net current transfer. Gross domestic investment was around 24.7% of GDP, which is slightly higher than previous year's 24.4%.

#### **Agriculture sector**

The agriculture sector's output growth eased down from 5.2% in FY 2009-10 to 5% in FY 2010-11 but still strong. This sector contributed 19.9% to the GDP which is slightly down from previous fiscal years. Agriculture sector is vital elements in the country's challenge to ensure food security, reduce rural poverty and foster sustainable economic development.

Total outstanding loan in this sector in FY 2010-11 increased to Tk. 254.92 billion an increase of Tk. 29.05 billion or 12.86% over the previous fiscal.

#### **Industry sector**

In employment generation and GDP growth, our Industrial sector has played a noteworthy role. This sector contributed 30.4% to total GDP in FY 2010-11 which is higher than the previous year's 29.9%. Growth of industrial sector was 8.2% in FY 2010-11 up from 6.5% in FY 2009-10. The acceleration of growth of the sector was mainly due to huge investment in large and medium scale industry.

In FY 2010-11, banks and financial institutions disbursed Tk. 321.6 billion as industrial term loans which was 24.3% higher than that of previous fiscal also the recoveries increased by 31.8% to Tk. 250.2 billion.

#### Service sector

The services sector contributed almost half of (49.7%) total GDP in FY 20100-11. Overall activities in this sector registered 6.6% growth in FY 2010-11 compared to 6.5% in FY 2009-10. Wholesale and retail trade, which accounted about 29% of the sector, grew by 6.1% in FY 2010-11against 5.9 % in FY10. Financial intermediation contributed 2% of total GDP which remained same as previous fiscal year. Monetary intermediation (banks) achieved lower growth of 8.8% in FY2010-11 compared to 10.5% in FY 2009-10.

#### **Fiscal sectors**

#### Expenditure

The total public expenditure in the revised FY 2010-11 budget amounted to Tk. 1300.1 billion, which was 28% higher than the actual FY 2009-10 expenditure of Tk. 1016.1 billion. The revised current expenditure was Tk. 771.0 billion and revised ADP was Tk. 358.8 billion in FY 2010-11.

#### Revenue

The nominal GDP growth reflected in tax revenue gains and better implementation of administrative reforms in the areas of automation, registration, and enforcement. Revenue collection in the FY 2010-11 reached to Tk. 951.9 billion which grew by 25.4% in FY 2010-11 against 9.7% growth in FY 2009-10. Tax Revenue considered as the highest contributory component of revenue collection which is 83% of total revenue. In FY 2010-11, non-tax revenue collection increased 20.3% compared to 1.7% decreases in FY 2009-10. An inspiring feature of FY2010-11 revenue growth is the robust 36.2% increase in income tax receipts.

#### **External sector**

The FY 2010-11 was very exigent for our external sector of the economy. Foreign exchange market remained turbulent due to sharp decline in net foreign aid and high import growth of 41.8% in FY 2010-11. Foreign reserves stood at USD 10,912.00 million at the end of FY 2010-11 which is 1.5% higher than USD 10,750.00 million of the same period of FY 2009-10. Despite hefty growth in exports 41.5% and a moderate growth in wage earners remittances 6%, higher import caused devaluation of Taka 6.34% against US dollar in FY 2010-11.

#### Export

In FY 2010-11 total export showed a significant growth over the same period of FY 2009-10. Aggregate export increased by 41.5% in FY 2010-11 against 4.2% in FY 2009-10 and reached to USD 22,924.4 million from USD 16,204.7 million in FY 2009-10. Woven and knitwear products registered a high increase in receipts, from USD 12,496.7 million of FY 2009-10 to USD 17,914.5 million in FY 2010-11, which fetch about 78.1% of total export earnings. Export earnings from Raw Jute showed a robust growth of 81.2%.

#### Import

Import payment registered a robust growth of 41.8% in FY2010-11 and stood at USD 30,336 million consumer and intermediate goods import increased substantially by 54.6%. Imports of capital machinery recorded significant growth of 45.7%. Food grains import increased

substantially by 128.6% to USD 1,911.0 million in FY 2010-11 from USD 836.0 million in FY 2009-10 mainly due to 1,006.7% rise in rice import.

#### Remittances

The Inward workers' remittances recorded lower growth in FY 2010-11 because of slower recovery of the manpower exporting centers and political unrest in Middle East. Receipts on this sector was increased by 6.0 % compared to 13.4% in FY 2009-10 and reached to USD 11,650.3 million in FY 2010-11 from USD 10,987.4 million in FY 2009-10.

#### **Balance of payment**

The nominal current account surplus and the higher financial outflows led the Balance of Payments to a record deficit of USD 925.0 million in FY 2010-11 against surplus of USD 2,865 million. A higher increase in import than export widened the trade deficit by 42.2% from USD 5,155.0 million in FY 2009-10 to USD 7,328.0 million in FY 2010-11. The current account surplus narrowed down substantially from USD 3,724.0 million in FY 2009-10 to USD 995.0 million in FY 2010-11.

#### **Inflation** rate

Due to Continuous rise in international commodity prices, higher money supply growth and Taka depreciation, the Inflation rate rose to 8.8 % in FY 2010-11 from 7.3 % in FY 2009-10. Food inflation rose to 11.3% at the end of FY 2010-11 from 8.5% at the end of FY 2009-10 whereas non-food inflation declined to 4.2% at the end of FY 2010-11 from 5.5% at the end of FY 2009-10. Rural food and urban food inflation were 12.03% and 9.76% respectively in FY 2010-11.

#### **Exchange rate**

Exchange rate of Taka against USD was depreciated in FY 2010-11. Despite immense growth in exports 41.5% and a moderate growth in wage earners remittances 6.0%, Bangladesh Taka witnessed 6.34% depreciation against US dollar in FY 2010-11 mainly because of higher import payment. The weighted average interbank rate stood at Tk.74.15 per USD as of 30 June 2011 against Tk. 69.45 as on 30 June 2010.

#### **Monetary policy**

Monetary policy FY 2010-11 was a restrained stance for encouraging credit for productive investment by taking recent economic development into account to restrain inflationary and external sector pressure and stem foreign reserve depletion. To minimize speculative risk, Bangladesh Bank introduced some policy stance, like increasing CRR for the scheduled banks with the Bangladesh Bank from 5.5% to 6% and also raised SLR at 19%.

#### **Money supply**

Reserve money growth and broad money growth (M2), were 15.4% and 17.7% respectively in November 2011. Broad Money (M2) growth decreased to 21.4% in FY 2010-2011 compared to 22.4% in FY2009-10. Reserve money growth grew to 21% in FY 2010-11, while in FY 2009-10 it was 18.1%. Credit to Private sector grew by 25.8% in FY 2010-2011, which is higher than the 24.2% growth in FY 2009-10.Credit to Public sector grew by 39.9% in FY 2010-2011 compared to negative 5.2% growth in FY 2009-10.

#### **Sources of loan in Bangladesh**

The result from Household Income & Expenditure Survey revealed that formal lending is around 10% of total loans and MFIs (including Grameen Bank) are the dominant source of Finance.

| Source of Loan                         | In Percentage |
|--|---------------|
| Private commercial bank                | 1.52          |
| Public Commercial bank and public org. | 2.1           |
| Specialized bank                       | 7.01          |
| Cooperative bank and society           | 2.02          |
| Autonomous organization                | 1.92          |
| Micro finance organizations and NGOs   | 72.38         |
| Leasing organizations                  | 0.08          |
| Informal sector                        | 9.75          |
| Others                                 | 3.13          |
| Total                                  | 100           |

Source: 2010 Household Income & Expenditure Survey

#### **Interest Rate**

Interest rate on advance and deposit remained going up in FY 2010-11 from previous fiscal. Weighted average interest rate on deposits reached to 7.27 % in FY 2010-11 compared to 6.01 % in FY 2009-10. However, rate of advance reached to 12.42 % in FY 2010-11 compared to 11.31 % in FY 2009-10. The spread between advance and deposit reached to 5.15% in FY 2010-11 compared to 5.3% in FY 2009-10 due to higher increase in deposit rate as compared to advance rate. During end of the year 2011, interest rate on deposit started to rise rapidly due to liquidity inadequacy in the money market.

#### **Call money rate**

The banking sector remained slow-moving with liquidity crisis throughout the FY 2010-11. The weighted average interest rate in the call money market moved within the range of 3.3% to 33.5% during FY 2010-11 which was ranged from 0.7% to 6.6% during FY 2009-10. During FY 2010-11 the average volume of trade in the call money

market increased to Tk. 698.7 billion which was 2.8% higher than that of FY 2009-10. Call rate was as high as 20% in January 2011. Then market liquidity brought it down to a lower range of 5% – 12% in first two quarters. The second half of the year 2011 has been marked by the incremental trend of liquidity pressure in the money market. In the last two months, call rate reached up to 20% (capped).

#### Foreign exchange reserve

The gross foreign exchange reserves of Bangladesh Bank had reached to USD10, 912 million as of June, 2011 which is 1.5% higher than USD 10,750 Million at June, 2010. Due to huge import pressure foreign exchange reserves declined to USD 9,634.9 million as of December.

#### **Sovereign ratings of Bangladesh**

Global rating agency Standard and Poor did the sovereign rating of Bangladesh for the year 2011and assigned a [BB-] rating with stable outlook on both its foreign and local currency bond rating; Moody's Investors Service assigned Ba3 foreign and local currency sovereign bond ratings to Bangladesh. Moody's assessment signify reasonable degree of financial and balance-of-payments robustness which, coupled with prospects for continued macroeconomic stability, reduces the likelihood of severe stress on the country's creditworthiness.

#### Outlook 2012

The Government of Bangladesh has targeted a growth rate of 7% in GDP for FY 2011-12 but attainment of this growth is very challenging under the prevailing economic condition. Both export and import are projected to ease down to around 15% in FY 2011-12. Growth in workers' remittance inflows is likely to increase double digit in FY 2011-12. Exchange rate of Taka is likely to continue to be under some pressure in FY 2011-12, reserves are projected to decline slightly by close of FY 2011-12.

Source: Bangladesh Bank



1st Board Meeting after relocation of Corporate Office at Rangs Tower, 68 Purana Paltan, Dhaka

### **Review of Operations of Bank Asia in 2011**

Bank Asia overcame the recent economic privation and held its operation and service standard up to the mark. Bank Asia managed to hold a sound capital structure while improved the service offerings and stretch its network reach which is a testament of the Bank's strong financial core, prudent management strategy and overall its loyalty to its people.

In 2011, the Bank earned profit before tax and provision of Tk.4,042 million and a net profit of Tk. 1,916 million, which was achieved in a very competitive and dwindling international trading scenario. In the areas of deposit accumulation, loans and advances, export business, inward remittance section Bank Asia performed well through sound decisions taken by Bank's Board of Directors & proficient management body.

Through a diverse array of deposit schemes offered to a wide pool of clients, Bank Asia accumulated total Tk. 95,131 million by end of 2011 which is 10.15% greater than previous year.

Through varied financial package, each tailored according to the specific needs of specific client group Bank Asia's loan and advance portfolio stood at Tk.82,820 million which was 4.17% higher than that of previous year.

Keeping in focus the ever changing customer desires and the technological advancement in course of time, Bank Asia has always evolved and grown itself. Over the years, the Bank has introduced many customer facilitating services and as of year 2011 it has a network base consisting 63 branches, 7 SME service centers, 5 Islamic windows, 62 own ATMs, 1 brokerage company with 5 brokerage branches in Bangladesh and 1 exchange house in UK and all of their operations are interconnected and integrated through state of the art networking technology.

#### **Corporate financing**

Corporate loan portfolio of Bank Asia is well diversified having balanced mix covering a wide range of business and industries including readymade garments, textile & spinning, steel & engineering, ship breaking, cement, edible oil, real estate, trading of food grain etc. It aims at facilitating new and existing industries through financing in the form of term loan, working capital and other facilities in order to give a complete package for faster development of our economy. Sector wise distribution of corporate financing was Tk. 29,631 million in manufacturing, Tk. 23,300 million in trading, Tk. 9,376 million in export oriented readymade garments, textile & spinning.

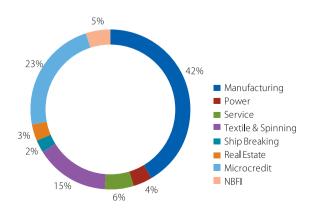
#### **Structured & Syndication financing**

Syndication financing in Bangladesh market emerged in 1990s and found momentum during 2000s. Syndicated loans allow arranging funds for large projects spreading the risk amongst the partner banks. Clients also enjoy the benefits of having access to larger pool of funds from multiple financial institutions but have to deal with one Agent bank and one set of documentation. We are proud to be one of pioneer banks in syndication and structured financing. As a lead arranger Bank Asia successfully completed 13 large deals raising around Tk. 9,000 million, which include manufacturing, power, cement, steel, and telecom.

Empowered by its rich experience and high quality service delivery Bank Asia also acts as an investment advisor for raising syndicated funds and business acquisition in financial sector, telecom, manufacturing, agro based industries, etc. The total portfolio size of syndicated financing was Tk. 8,216 million which grew by 43.19% over last year.

In the year 2011 Bank Asia has successfully completed 2 major syndicated finance deals. We raised Tk. 2,100 million for Bashundhara Industrial Complex Ltd. for setting up a cement plant in Narayangonj using VRM technology, which conserves around 50% energy compared to traditional Ball Mill project. We as lead arranger raised another Tk. 622 million for Nina Holdings Ltd. for constructing an intelligent office complex namely "Nina Kabbo" using advanced technology and environment friendly design. We have also extended support to Nina Holdings Ltd. by providing Bridge Loan of Tk. 120 million.

#### Sectoral Exposure in 2011



#### **Small and Medium Enterprise (SME)**



SMEs are important to almost all economies of the world, but especially to those in developing countries like Bangladesh. SME financing have been able to draw attention of the policy makers and researchers due to its significant role in employment generation and balanced income distribution. Besides, SMEs are playing a highly effective role in poverty eradication and economic growth for the country. SMEs have been functioning as the nursing ground for the larger firms for decades. But the contribution of the SMEs has been segmented or identified only a few years back in our country. Quite reasonably, Bangladesh Bank as well as different government organizations have been emphasizing on the importance of SME financing through initiating different policies and programs.

In line with the Banks' greater objective to contribute to the poverty eradication and economic development, Bank Asia has been sincerely putting its efforts to increase its SME related activities. At the end of year 2011 the SME portfolio stood at Tk. 2,404.88 million as compared to Tk. 2,142 million at the end of year 2010 marking a growth of 12.26%. Besides, SME loan disbursement in the year 2011 was Tk. 2,257 million as compared to Tk. 2,199.96 million in the year 2010 which experienced a growth of 2.6%.

Apart from the quantifiable attributes Bank Asia has also been eager to initiate programs towards bringing in qualitative developments in SME financing. As a part of such effort, the Bank has financed Tk. 2.60 million at Rajanagar thana of Munshiganj in the bamboo & cane cluster which generated direct and indirect employment of around 450 people in the vicinity. With a view to encourage the SME loan entrepreneurs, Bank Asia arranged an SME loan distribution program on November 24, 2011 in the said cluster. Besides, 3 numbers of training programs were arranged by the Bank in the year 2011 on SME related issues aiming to increase knowledge and awareness of the employees on SME financing.

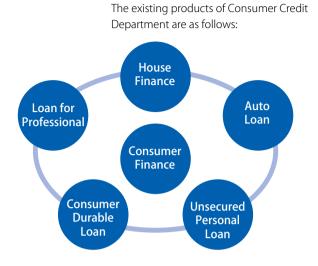
In addition to the above, Bank Asia has actively participated in different SME fairs in the FYCCI SME Fair 2011 at Bangabandhu International Conference Center, Dhaka on December 20-24, 2011, this exalted occasion was graced by the Honorable Prime Minister, Government of Bangladesh. The Bank played a part in "SME Shaikot Utshob 2011" at Coxs' Bazar on November 12-14, 2011 was jointly organized by NASCIB and Bangladesh Bank. The SME Department has also participated in "SME Technology Fair" held on October 08-16, 2011 at Handball Federation Stadium, Dhaka jointly organized by Industrial and Infrastructure Development Finance Company Ltd (IIDFC) & National Small Industries Corporation, India (NSIC).

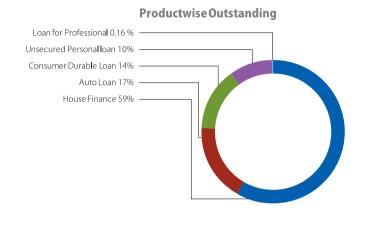
Like in the year 2011 which is an indication of our dedication towards SME sector development. Bank Asia would like to foster its growth in SME financing in the coming days and would like to continue with its SME related activities in a dedicated and focused manner.

#### **Consumer Finance**

In modern world banking is no more all about corporate financing. As the theory of banking evolved, it seamlessly attached itself with consumer financing. Bank Asia, with a strong commitment to financial inclusion, has prioritized consumer financing to ensure not just the corporate community but the broad-spectrum is within reach of our banking service. From its inception, Bank Asia Limited introduced "Personal Loan Scheme" for providing loan to individuals. Later on in the year 2006, the idea of consumer loan has been extended by formation of a separate department namely "Consumer Credit Department ". Under this department, Bank Asia sanctioned loan to individuals for purchasing of consumer items including motor car, residential apartment etc.

| Product name            | Outstanding<br>(Million Taka) |  |
|-------------------------|-------------------------------|--|
| House Finance           | 1,506.93                      |  |
| Auto Loan               | 449.60                        |  |
| Consumer durable loan   | 365.17                        |  |
| Unsecured Personal loan | 247.69                        |  |
| Loan for Professional   | 4.10                          |  |
| Total                   | 2,573.49                      |  |





#### **Agriculture/Rural Credit**

The overall economic development of our country is dependent on Agriculture. Agriculture contributes 23.5% to the national GDP and provides employment for 62% of the population. It is inevitable that in order to build a dynamic and growing agricultural sector it requires adequate finance through banks. Recognizing the importance of the sustainable growth and development of Agricultural & Rural sector, Bank Asia has been playing active role in disbursing Agricultural/ Rural credit through its rural branches as well as NGO networks.

For the year 2011-2012 Bank Asia has a target to disburse Tk. 1,510.00 million as Agricultural/ Rural credit. Out of which we have already achieved 62.88% of the target. We have also set a target of Tk. 10.00 million for the fiscal year 2011-2012 regarding disbursement of Agricultural Credit towards cultivating Pulse, Oilseed, Spice and Maize at 4% concessional rate. Out of which we have achieved 4% of the target. With 18 rural branches and 5 SME/Agri branches, Bank Asia has been working diligently to boost up this sector.

> Mr. Aminuzzaman, a successful farmer statnding at his mustered filed financed by Bank Asia at 4% consessional rate

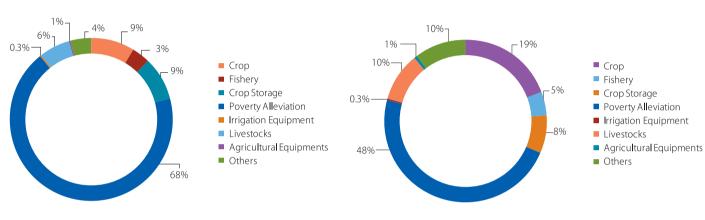
### Financing in specialized sector

Bangladesh has to spend a lot of foreign currency for importing pulse, oilseed, spice and maize due insufficient cultivation of these crops. Bank Asia has taken some initiatives to encourage farmers for cultivating the above crops. During the last year we have disbursed Tk. 0.40 million at 4% concessional rate for cultivating pulse, oilseed, spice.



As on 31-12-2011 the status of the Agricultural/ Rural Credit is as under:

|  |             |             | Million Taka |
|--|-------------|-------------|--------------|
| Particulars                                  | Own Network | NGO Network | Total        |
| Disbursement (from 01-01-2011 to 31-12-2011) | 180.49      | 907.19      | 1,087.68     |
| Outstanding (as on 31-12-2011)               | 250.40      | 759.93      | 1,010.32     |
| No. of beneficiary                           | 256         | 114,604     | 114,860      |



#### Disbursement from Jan '11 to December '11

### 1,600 houses under solar electricity

#### Solar Home Systems (SHS)

Electricity is crucial for the economic growth of the country. At present, only about 30% of the rural households in Bangladesh have access to grid electricity. For the rest of the areas are not connected to the national grid, life comes to almost a standstill thereafter sun-set. Giving priority in this sector, Bank Asia has been supporting to import and install Solar Home Systems in the off grid area. During the year 2011 we have provided Tk. 54 million for importing and installation of Solar Home Systems in different rural off grid areas through an NGO. This electrification program has benefitted around 1,600 houses. Bank Asia is committed to enlighten every rural home with green electricity

Outstanding as on 30.12.2011



#### Sectoral distribution of credit

The Bank's loans and advances portfolio increased to Tk 82,819.97 million achieving a growth of 4.17%. sector wise distribution of loans and advances are as follows:

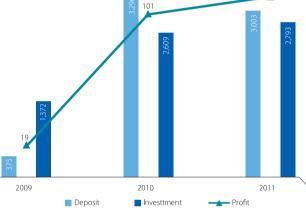
| No | Sectors/Sub-Sectors                |                     | 11               | 2010                |                  |  |
|----|------------------------------------|---------------------|------------------|---------------------|------------------|--|
| 1  |                                    | <b>Million Taka</b> | % of Funded Loan | <b>Million Taka</b> | % of Funded Loan |  |
| 1  | Industries                         |                     |                  |                     |                  |  |
|    | Agriculture and Jute               | 1,227.96            | 1.48%            | 1,075.18            | 1.35%            |  |
|    | Cement                             | 683.88              | 0.83%            | 4,113.98            | 5.17%            |  |
|    | Chemicals                          | 272.58              | 0.33%            | 5,829.14            | 7.33%            |  |
|    | Electronics                        | 215.10              | 0.26%            | 2,326.25            | 2.93%            |  |
|    | Food and Allied                    | 1,735.57            | 2.10%            | 348.73              | 0.44%            |  |
|    | Paper                              | 2,514.05            | 3.04%            | 498.29              | 0.63%            |  |
|    | Readymade Garments                 | 3,548.05            | 4.28%            | 205.54              | 0.26%            |  |
|    | Real Estate                        | 2,936.98            | 3.55%            | 3,864.93            | 4.86%            |  |
|    | Steel                              | 3,712.46            | 4.48%            | 1,762.97            | 2.21%            |  |
|    | Textile                            | 5,827.71            | 7.04%            | 2,330.65            | 2.93%            |  |
|    | Others                             | 25,614.39           | 30.93%           | 11,492.87           | 14.46%           |  |
|    | Sub-total                          | 48,288.74           | 58.31%           | 33,848.52           | 42.57%           |  |
| 2  | Infrastructural                    |                     |                  |                     |                  |  |
|    | Power                              | 411.71              | 0.50%            | 354.81              | 0.44%            |  |
|    | Telecom                            | 325.25              | 0.39%            | 73.46               | 0.09%            |  |
|    | Construction                       | 941.91              | 1.14%            | 1,311.6             | 1.65%            |  |
|    | Transport                          | 2,088.59            | 2.52%            | 2,037.37            | 2.56%            |  |
|    | Sub-total                          | 3,767.46            | 4.55%            | 3,777.24            | 4.75%            |  |
| 3  | Commercial Lending                 | 23,300.50           | 28.13%           | 34,092.87           | 42.88%           |  |
| 4  | Export Financing                   | 259.11              | 0.31%            | 832.19              | 1.05%            |  |
| 5  | House Building Loan                | 566.58              | 0.68%            | 485.72              | 0.61%            |  |
| 6  | Consumer Credit Scheme             | 2,573.50            | 3.11%            | 2,763.85            | 3.47%            |  |
| 7  | Small and Medium Enterprise        | 2,404.88            | 2.90%            | 2,142.22            | 2.69%            |  |
| 8  | Staff Loan                         | 474.79              | 0.57%            | 499.87              | 0.63%            |  |
| 9  | Credit Card                        | 676.06              | 0.82%            | 513.88              | 0.65%            |  |
| 10 | Non-Banking Financial Institutions | 508.35              | 0.61%            | 547.86              | 0.69%            |  |
|    | Total                              | 82,819.97           | 100.00%          | 79,504.23           | 100%             |  |



Opening of Bank Asia's Shyamoli Branch

#### **Islamic Banking**

# Tk3,003 million islamic deposits



Bank Asia commenced Islamic banking services in 2008 and the Bank has 5 Islamic banking windows in Dhaka, Chittagong and Sylhet divisions. It has Islamic banking information desk in all its branches and SME service centers. Islamic banking services of Bank Asia gained superior reputation in the country due to its strict shariah based products (list given in product & services section) and unique profit distribution module for Mudaraba deposit based on income sharing ratio(ISR). To ensure high quality service delivery and better customer satisfaction it has trained-up 400 employees of the Bank on Islamic banking principles, products and services.

As on the Balance Sheet date our Islamic deposit reached Tk. 3,003 million, investments/assets Tk. 2,793 million with a profit growth of 8.91%. With Bank Asia's firm commitment to promoting financial inclusion we introduced a school banking product-Smart Junior Saver in 2011 under Islamic banking to bring the children/ students of tender age under the umbrella of banking services.

#### **Treasury operations**

Treasury is involved in interconnected money market and foreign exchange market for management of overall fund position of the bank complying with regulatory obligations and for addressing money market risks. Treasury functions are money market activities, asset liability management (ALM) and foreign exchange dealings.

#### **Money market activities**

As you understand from Bangladesh economy section of this report there were many twists and turns in the money market. Your Bank could successfully tide over all the difficulties and played leading role from the forefront. In the first 2 quarters when call rate was lower to 5%-12%. Your Bank took the advantage by funding balance sheet gap at comparatively lower rate. On the other hand when call rate reached 20% (capped) your Bank was in net lending only to earn higher interest earning.

#### Asset liability management

Asset-Liability Management (ALM) is an integral part of Bank Management that manages the Bank's on-and Off-Balance sheet position to offer competitively priced products and services to customers. The Bank thus has a committee called Asset Liability Committee -ALCO comprising of the senior management to take strategic decisions on fixation of asset liability pricing responding to market scenarios. In monthly ALCO meetings relevant issues like economic forecast, market status, peer group analysis, projections on interest rate and exchange rate and spreads; balance sheet gap in liquidity structure & interest rate sensitivity of gap, pertinent ratio analysis, internal transfer pricing, regulatory & other audit compliance have been discussed on continuous basis. When needed special ALCO meetings are held to respond to the unusual or seasonal market behavior or other volatile market scenarios.

#### **Foreign exchange**

Treasury Department of Bank Asia actively monitors and manages market risks of its foreign exchange business, like 16% devaluation of local currency during 2011 and direct selling of foreign currency (FC) to commercial banks by Bangladesh Bank. Some functions includes buy/sale from AD branches and interbank market managing net open position and liquidity position using currency swap, spot, forward sale/buy and placement etc.



Bank Asia became the member of Central Shariah Board for Islamic Banks of Bangladesh

#### **International Trade**

International Division of Bank Asia always strives to enhance and extends foreign correspondence relationship to facilitate foreign trade business of the Bank. Bank Asia has a very strong, deep, versatile and mutually beneficial relationship with 775 foreign banks in over 165 countries. The Bank is maintaining a robust confirmation lines with 26 foreign reputed banks with a credit facility of over USD 202.10 million which is growing. In 2011, Bank's export reached to Tk.74, 794.50 million and import to Tk. 99,414.20 million. Total inward and the outward remittances volume was Tk. 21, 776 million and Tk.681.00 million respectively.

Under the International Division Central Trade Service Unit (CTSU) is the platform for facilitating foreign trade operations of non-AD branches CTSU has a separate AD license of Bangladesh Bank. CTSU is not only processing the foreign trade operations of all Non-AD branches but also tries to protect the Bank from operational risk, regulatory risk and reputational risk through its centralized expertise, control and monitoring.

#### **Off-shore Banking**

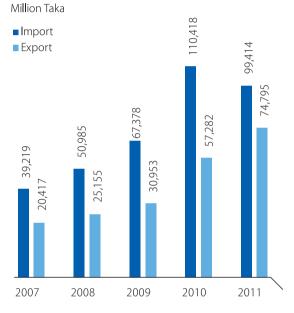
To meet the special and unique demand of foreign currency banking of the EPZ customers under category A, off shore banking unit has been established five years ago. Since inception the operation of Off-shore Banking unit has been doing business quite well. The deposit of the Bank's OBU was USD 5.59 Million and advance was USD 9.67 Million in 2011. Similarly, import rose to USD 12.96 Million in 2011 from USD 9.13 Million in 2010 and export rose to USD 29.20 Million in 2011 from USD 23.54 Million in 2010. Profit earned in 2011 was USD 0.56 Million. Bill discounting of on shore clients through OBU was USD 9.40 million in 2011.

#### **Foreign Remittance**

The term Remittance generally means "Inward Wage Earners' Foreign Remittance" in Bangladesh. The significant role of remittance in strengthening national economy has made it inseparable from banking service now-a-days. Relentless service, maximum dedication, continuous communication and client satisfaction contributed in upholding Bank Asia's name and fame home and abroad. The total inflow of Inward Remittance in 2011 was Tk. 21,777 million with a18.08% growth over the previous year.

# Tk.99,414<sub>million</sub> import

#### Import and Export



# Tk.21,777 million inward remittance

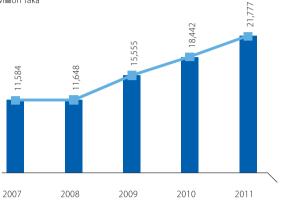
Bank Asia has 30 global partners of 8 countries among them mentionable are Western Union and Xpress Money. 6 new partners from 3 countries added to its collection network during last year. Bangladesh Bank approved to include 3 local NGOs to distribution network recently.

To increase distribution channel, Bank Asia has entered in a 10-Bank web-based remittance processing system named El-Dorado. Bank Asia can ensure credit of foreign remittance proceeds in the accounts of any branch of these banks within the same day. This has added great value to our service strength. Bank Asia is using its electronic fund transfer network (BEFTN) to directly credit Bank Asia's customers of different branches for remittance received from other banks.

Bank Asia will soon add its contribution to national economy through drawing the rural unbanked

commoners into banking transaction. Together with our technology partner I-Pay Limited, our Domestic Remittance model is almost finalized, and this year this product "Express Cash" will come with full flourishing.

Inward Remittance



Bangladesh Bank has recently encouraged the commercial banks to assist Service Export **Related Payments** through Online Payment Gateway Service Providers (OPGSP), and Bank Asia is the first bank to rotate the propeller. The small value nonphysical

exporters of software and data-entry sector will definitely welcome our tie-up with AlertPay Inc. which will facilitate to receive intellectually earned money in Bangladesh easy and hassle free.

#### Cards

The cards department of Bank Asia started its journey in 2007 as a separate branch and currently holds 8% of market share. Last year total revenue of cards department was Tk.220 million having a 37% growth. Your Bank has wide range of MasterCard and Visa cards both local and international brand. Your Bank has introduced a brand new Visa tuntuni card for small group which is 1st time in Bangladesh. We have been offering very attractive valued added service like dual currency card, card cheque, instabuy/easy buy facility, e-statement, free sms alert service, softpay, softturn, 24 hours call center service from a short code 16205, ATM facility etc.

The Bank has taken many remarkable ventures in this year. The Bank has obtained regulatory approval for issuing Lankabangla card cheque through our Bank and this service is now live and running in full swing. We have singed special agreements with different companies/ brands like Nokia, Lenovo, Panasonic, Toshiba, Citycell etc. to offer "Easy Buy" to cardholders to buy products and service now and pay through interest free 3 to 12 installments.

In year 2011 Bank Asia has launched two card products namely virtual and SME card. The Virtual card will facilitate students and professionals alike for making payments of membership and academic fees to foreign educational and professional institutions. On the other hand SME card is designed to facilitate customers with urgent cash facility to run his/her business or need to buy production materials from the merchants. The Bank is committed to introduce even better products and valued added services in days to come to satisfy insta cash demand of its valued cardholders. It has made an extensive product diversification plan and makes it available for the all ranges of plastics money users in the year 2012.

#### Information and Communication Technology

ICT is a strategic medium which has enabled the banking sector to go beyond its traditional role. Bank Asia has established its modern technology driven banking infrastructure to give its state of the art services to the clients. The Bank is using real time online centralized robust Core Banking System (CBS) which has been developed by its own associate software company ERA InfoTech Limited. The Bank has enriched its on-line platform with diversified delivery channels; Internet, SMS, ATM, KIOSK etc.

#### **Software Management**

This year your Bank has taken initiative for development of Online Credit Approval System (OCAS), Centralized Document Management System, Help Desk Management System and SWIFT interfacing with CBS.

STELAR for conventional banking & HIKMAH for Islamic banking are two Core Banking system used by Bank Asia having unique features like highly parameterized, menu level security and easy interface with any other software like BEFTN and SWIFT. Orbit is comprehensive software used by the Bank for complete online human resources management, including payroll, end service benefits and leave management etc.

#### BEFTN

Electronic payments systems are the most sophisticated and advanced part of the modern payment system. Bank Asia has successfully established electronic fund transfer network to transfer foreign and local remittance centrally from Corporate Office and successfully connected to Bangladesh Electronic Fund Transfer Network (BEFTN) which will facilitate online payment settlement with other participating banks.

#### **Online CIB Project**

IT Department of Bank Asia customized and interfaced the CIB module of your Banks Core Banking System with Bangladesh Bank's Online CIB reporting system. As a result Credit Admin of Bank Asia can now collect CIB report online without visiting Bangladesh Bank.

#### **Network & Hardware Management**

In 2011, 11 new branches were added making total 63 branches and 7 SME Service Centers. All of the branches and the departments are centrally connected to Data Center through Radio Link, Fiber Optics cables and VSAT with redundant connectivity to facilitate state of the art online banking. This year, dark fiber connectivity has been established to connect Corporate Office with Data Center to support more than 200(two hundreds) Corporate Office users with high bandwidth.

#### **Disaster Recovery Site (DRS)**

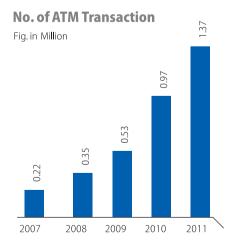
Bank Asia has a well equipped Disaster Recovery Site (DRS) to ensure business continuity of your Bank in the event of natural or human induced disaster and resultant disruption / destruction of primary Data Center. Data Centre is truly synchronized with its DRS for keeping all the records for any future disaster of primary site.

#### **Alternative Delivery Channels**

The main function of Alternative Delivery Channel (ADC) department of Bank Asia is to free customers from standing at the bank counter by providing them alternate high-tech banking services. Customers are now able to make payments and transfers, pay utility & Credit Card bills, School/ University fees, contact the bank online and also to use other bank's channels.

#### ATM

48% of cash transactions of Bank Asia are done through its 62 own ATMs and more than 2400 share ATMs all over Bangladesh. Your Bank is planning to invest continuously in a bid to increase and widen its ATM network significantly.



Mobile Banking (M-Banking)

Customers of Bank Asia can have instant access to their account using M-banking from all mobile phone operators by sending a simple SMS to "6969" and get their account

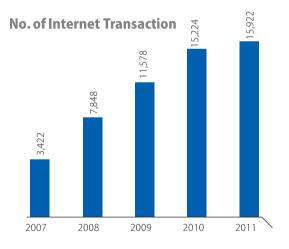
information, make fund transfer and pay bills. Bank Asia is also providing alert messages on certain debit transactions to make customers aware and prevent fraudulent transactions. Our 2nd generation mobile banking facility (with the help of I-pay) will enable domestic remittance to the doorstep of all clients at minimum cost.

#### **Tele Banking**

Tele banking is the newest addition to our E-product value mix. Though still under development, this system will enable the clients have access to many of our banking facilities simply by dialing 16205 from their telephone. At present, services available through this medium include account balance inquiry, transaction information, pin code change etc.

#### **Internet Banking**

Bank Asia's Internet Banking (My Banking) is easy, convenient & secure transaction process. Bank Asia's Internet banking module allows clients to get a clear state of their financial position and transfer fund to any account within the bank anytime from anywhere in the world. Internet banking security shields the system from any unauthorized users and hackers from all around the globe. Internet banking employs encryption and firewall to protect transactions and queries through internet.



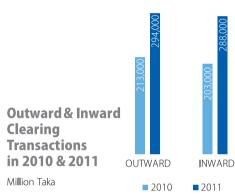
#### **Call Center**

Centralized call center solution through short code 16205 is now piloted through Credit Cards department will be launched vigorously soon to address your business need and queries. Customers may avail product information, accounts related information, Interest rate and exchange rates, nearest branch and ATM locations, Retail and SME services, personal loan and their queries from any PSTN or mobile phones.

#### **Debit Cards**

Bank Asia has issued Visa enabled Debit Cards to its savings and current account customers to avail ATM network and to have access more than 18,000 POS machine all over Bangladesh.

# 52,616<sub>EFT</sub> Transactions



#### **Central Clearing**

Central Clearing Department of Bank Asia has started operation in June 2009. This department successfully implemented BACH (Bangladesh Automated Clearing House) on October 07, 2010 and BEFTN (Bangladesh Electronic Fund Transfer Network) on February 27, 2011 under Bangladesh Bank initially in Dhaka and other zones gradually. Now the department is centrally operating the BACH operations covering all inwards and outwards clearing transactions of all branches with high performance record.

This department is divided into 3 functional units BACH, MICR and EFT. BACH deals with Central Clearing operation, MICR for distribution of MICR instruments (cheque, Pay Order, Demand Draft etc) and EFT (Electronic Fund Transfer) open the door of faster fund transfer facility between interbank on due date.

During the year 2011 the Bank executed around 1 million transactions under BACH for amounting Tk. 582 billion and processed 52,616 EFT credit instructions to different banks instead of issuing PO/DD/TT thus we directly contributed to Green Banking.

For Human Resource Development we conducted 6 training programs for Branch officials on operational approval procedures of BACH and BEFTN. In addition to that 3 awareness programs arranged on operational risks of MICR cheque.

#### **Credit Administration**

The role of Credit Administration Department (CAD) of Bank Asia is very critical to ensure asset quality of your Bank as it centrally loads credit limits, duration, interest rate, securities and other terms and conditions into Core Banking System on the day. Total numbers of entries in this respect posted in the system in 2011 were 56,487. CAD reviews asset quality of the Bank on fortnightly basis. If there is any down gradation in the asset portfolio of the Bank the higher management is immediately appraised for taking corrective measure. CAD also maintains consistent correspondence and pay regular visits to branches to ensure overdue accounts become regular. As a result SMA accounts were only 1.46% as on last balance sheet date. CAD has started physical verification of branch loan documentation to reduce credit risk.

#### **Online CIB**

Bank Asia has successfully started extending online CIB report facility to its customer since September, 2011. During 2011 your Bank has collected 13,837 CIB reports from Offline system of Bangladesh Bank and generated 5,510 CIB reports online pulling directly from Bangladesh Bank server. Now we can instantly get the CIB report of any customer whereas it has to take couple of days before introduction of this online system.

#### Legal & Recovery

Tk.1,188million recovery

Legal & Recovery Department is one of the vital departments of the Bank entrusted to deal with Non – Performing assets of the Bank, providing in-house legal services, and monitoring of pending cases. The law officers are engaged in providing in-house legal opinion, drafting of various deeds & agreements on various matters in discharging Bank's day to day dealings. They also closely monitor and follow-up the court cases and maintain liaison with the Bank's panel lawyers for speedy disposal of suits filed by the Bank and/or filed against Bank.

In the year 2011, LRD with the help of respective branches has recovered Tk. 1,188.21 Million from classified accounts. Moreover, 88 accounts have been rescheduled/ settled and total of Tk. 1909.12 million has been regularized/ rescheduled by the effort of the department.

During the year 2011, out of total 79 Artha Rin Suits valuing Tk. 1165.08 million, a total number of 22 Artha Rin

Suits valuing Tk. 258.53 million have so far been decreed in favor of the Bank. Another two suits valuing Tk.51.28 million have been settled amicably through execution of 'Solenama'/ amicable settlement. On the other hand, eight suits. of accounts have been finally disposed off (withdrawal) upon receipt of the compromised amount of Tk. 111.59 million (including Tk. 87.80 million from two written-off accounts).

#### **Internal Control & Compliance**

Banking is a diversified and complex financial activity. Its activity involves high risk; the issue of effective internal control system, corporate governance, transparency, accountability has become significant issues to ensure smooth performance of the operations of the Bank.

Internal Control is the process, affected by a company's Board of Directors, Management and other personnel, designed to provide reasonable assurance regarding the achievement of objectives in the effectiveness and efficiency of operations, the reliability of financial reporting and compliance with applicable laws, regulations and internal policies. Internal Controls are the policies and procedures established and implemented alone, or in concert with other policies or procedure, to manage and control a particular risk or business activity or combination of risks and business activities to which the company is exposed or in which it is engaged.

Bank Asia Ltd. has established an appropriate and effective internal control environment through the Board of Directors, Management, organizational and procedural controls and an independent audit mechanism in order to ensure that the Bank is managed and controlled in a sound and prudent manner. The Bank identifies its weakness through internal control system and takes appropriate measures to overcome the weaknesses. The Board of Directors of the Bank has established an Audit Committee to monitor the effectiveness of internal control system of the Bank. The Audit Committee meets the senior management periodically to discuss the effectiveness of the internal control system of the Bank and ensure that the management has taken appropriate actions as per the recommendations of the auditors and the Internal Control and Compliance Department (ICCD).

As per the approved audit plan, 63 numbers of branches, agricultural branches and SME centers, and 10 numbers of corporate office departments was brought under the audit & inspection tasks in 2011. The ICCD could afford to complete the audit and inspection tasks of all 73 branches and corporate office departments in 2011.

The MANCOM of the Bank reviews on a yearly basis the overall effectiveness of the control system of the organization and provide a certificate on a yearly basis to the Board of Directors on the effectiveness of internal control policy, practice and procedure. Internal Control team conducts comprehensive internal audit of the internal control system of the Bank. The significant deficiencies identified by the Internal Control team are reported to the Audit Committee of the Board.

#### Branding

There is a need to brand all products, so that they create an image and feeling that occupies the mind of the customers. Bank Asia Limited has moved forward with the visionary image of conveying the message of excellent service in the heart of the people. The birth of Corporate Affairs and Branding department is mainly to serve this purpose. Corporate Affairs and Branding department started off on September 2011. Ever since the beginning, it has been involved in numerous successful projects that helped to create a new image of positive perception among our valued clients and the potentials. The objective is to create a more consistent visual presentation, defining the aspiring message that will truly represent the product or service.

#### **Logistic support**

Logistic support is the vital functional area of the Bank which builds necessary infrastructure and provides essential establishment to effectively operate the Bank in order to achieve the goal. The key functions of Logistic support is concerned with branch expansion, Procurement of all office equipment as required; hiring support staff, maintain insurance policy, repair and maintenance & proper correspondence etc.

#### **Human resource development**

We strive to make Bank Asia a great place to work by creating a performance driven culture that rewards success and encourages employees to take control of their personal development. Through the process of learning & rewarding we intend to enable individuals to think, behave, take actions and make decision in autonomous ways.

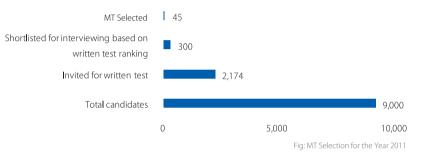
During the year 2011 Bank Asia pursued quite a number of human resource development activities.

- The Organogram of the Bank has been restructured following Novation Strategic Alignment Model where focous were given on business alignment, operations alignment, Risk management and enabler functions.
- Service Rules has been amended to make it more motivational for employees and to keep pace with changing demands of the market.
- KPIs (Key Performance Indicators) performance management program has been developed to align, manage and reward employee performance.

- Bank Asia has conducted a structured compensation and benefits survey among the peer banks to reestablish its market leadership in near future.
- Your Bank boarded 193 new employees in 2011 and 45 Management Trainees in February 2012 following a rigorous recruitment process.

#### Learning & development

#### **Talent Management**



Bank Asia HR as a part of its goal to build its Human Capital through learning interventions organized following programs in the year 2011, utilizing our own learning infrastructure as well as resources / facilities of Bangladesh Bank, BIBM and other learning service providers:

|  | Year 2011              |                   |  |
|--|------------------------|-------------------|--|
| Particulars                            | No. of<br>Participants | Total Man<br>Hour |  |
| In House Training                      | 1,186                  | 29,752            |  |
| Bangladesh Bank                        | 24                     | 216               |  |
| BIBM                                   | 22                     | 614               |  |
| Training provided by learning partners | 76                     | 1,408             |  |
| Overseas Training                      | 08                     | 160               |  |
| Total                                  | 1,316                  | 32,150            |  |

Table: Number of participants and man-hours of training provided in 2011

Your Bank has organized 6 Foundation Training sessions, all 3 weeks long, for entry level employees to improve their knowledge base and proficiency in Banking. To ensure strategic skill sets in Credit Risk Management, Anti Money Laundering, Foreign Exchange, Asset Liability Management etc your Bank has introduced rigorous training program.

HR as a strategic partner of the Bank facilitated the formation and rolling out of Green Banking activities of the Bank and as a knowledge partner provided agent training on the technology, tools & procedures in relation to the MFS (Mobile Financial Services).

Learning value chain

LVC (Learning Value Chain) is a value creation framework using learning and knowledge enhancement as strategic levers. LVC framework helps focus L&D initiatives of an organization to contribute to the value chain of the same. LVC process has the following six stages:

A pilot program on World Class Customer Service Excellence has been initiated to systematically learn,



test and adopt advanced customer service techniques & methods.

#### **Online learning**

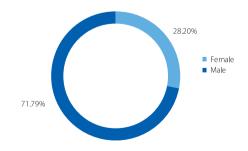
An agreement has been signed with Core Knowledge (a sister concern of Rahimafrooz) in order to provide an online learning delivery platform to ensure that various generic & advanced soft skills and leadership courses are available to our employees 24/7. In addition to this, under our proprietary online courseware development program, your Bank has signed up a MoU with MCC (Multimedia Content & Communications Ltd.) to create proprietary banking knowledge portal or courseware.

#### **Gender positioning**

Bank Asia has an enabling environment and culture where equal employment opportunity and advancement pathway have been created for members of both gender. Our commitment to this is reflected in our employment policy and service rules. The current gender mix is female 28.2% and male 71.79%.

Out of the total 193 employees joined in the service of the

**Gender Positioning** 



Bank in 2011, the gender mix was female 28.57% and male 71.42%.

#### **HR future plan**

To achieve optimum business goal and to develop our Human Capital, your Bank aims to concentrate in the following areas in future:

- Restructure & strengthen corporate learning center;
- Establish a communication laboratory;
- Set up a six sigma incubator to run pilot programs and replicate/showcase best practices throughout the organization;
- · Launching business process improvement model;
- Introduce a three tiers HR manual system

#### **Triple bottom line**

The triple bottom line is a framework that incorporates three dimensions of performance in terms of social, environmental and financial parameters exhibited through people, planet and profit.

#### People

As a good corporate citizen Bank Asia always tries to contribute to the society through its CSR program, which are depicted in detailed in CSR section. With the help of its Value Creation Model for its employees your Bank takes pride in pronouncing that

- Human investment ratio stands at 4.7 which is much higher than 25th percentile of the banking industry (2.15).
- Economic value added per employee is Tk.6,25,302.
- 32,150 man-hours training have been provided to our employees in 2011.

#### **Planet**

One of the strategic focuses of Bank Asia is going green which includes efficient energy consumption, paperless office, financing renewable energy etc. Bank Asia's achievements in green initiatives are detailed out in Green Banking section.

#### Profit

Economic profit of Bank Asia was Tk. 869 million for the year 2011.

#### **Risk based capital adequacy**

Your Banks has formed a strong capital base by way of various capital enhancement initiatives with a view to promote more integrated management of market and counterparty credit risk and also operational risks. As per revised RBCA (Risk Based Capital Adequacy) guidelines of Bangladesh Bank, all scheduled banks have to publish their capital adequacy disclosure framework for market participants i.e. stakeholders as a key information about the bank's Minimum Capital Requirement (MCR) under pillar-I of Basel-II and exposure to various risks related to capital adequacy to meet probable loss of assets under pillar-II. Bank Asia has also set the market disclosure for the year end of 2011. Details of required disclosures both in qualitative and quantitative form are laid out in a separate segment.

#### **Corporate governance**

Corporate Governance is a system that points out how the rights and responsibilities are distributed among different company personnel and outlines the direction and control measure for the company. Since its founding, Bank Asia remained candid to its principles of corporate governance where the board of directors plays the key role by defining company's mission and vision while carrying out the activities of drawing the strategic direction of the company, managing the senior company personnel etc. The corporate governance structure set out by Bank Asia functions as a topnotch mechanism of ensuring accountability, transparency and Team work. The details of corporate governance practice of Bank Asia are discussed in a separate segment.

#### **Corporate social responsibilities**

Bank Asia does not take its surroundings only as a mean of making profit, rather it places its presence to the society as a responsible corporate citizen whose core focus is to add value to the society. Besides providing quality banking solution, we act upon this focus by taking part in various social development activities. Some of our flagship development campaigns are our involvement in free eye camp and ophthalmological operation facility, free computer learning center facility and scholarship program for poor meritorious students. Details of our CSR programs are portrayed in a separate segment.

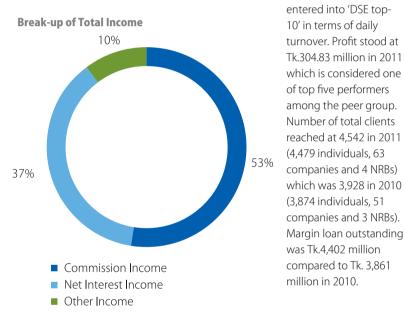
#### **Green banking**

At present the concept of green banking operation has garnered so much attention in both local and the international financial community. As a prudential and time befitting initiative, your Bank has incorporated a number of green banking projects in its business operation which are highly benefiting for the environment and the health of the society as well. Some of the projects initiated under green banking approach are the Bank's investment in CNG conversion plant, environment friendly brick plant based on HHK (Hybrid Hoffman Kiln) technology etc. Details of our green banking initiatives are laid out in a separate segment.

#### Bank Asia Securities Limited (BASL)

Bank Asia Capital Market Division (CMD) started its journey from August 05, 2009 to perform the operation of stock broker & stock dealer in the capital market. To cope with business as well as regulatory demand CMD was subsequently turned to a majority owned subsidiary company of the Bank being registered by the Securities & Exchange Commission on 16th March, 2011 under the name and fashion "Bank Asia Securities Limited". The company started its independent commercial operation from April 17, 2011.

Despite the bearish trend in the capital market, BASL showed better performance in terms of daily turnover, profit and client base during its short journey. BASL has



#### **BA Exchange Company (UK) Limited**

Bank Asia stretched its business in U.K through its fully owned subsidiary named Bank Asia Exchange Co. (UK) Ltd. to facilitate speedy and dependable medium for remitting the hard-earned money of expatriates to home. BAEC (UK) started its operation in London on May 16, 2011. The formal inauguration ceremony was graced by the Honorable Governor of Bangladesh Bank on June 24, 2011. The exchange house attaches a fresh width to the Bank's remittance operation and expands its global presence for remittance services. We believe that the opening of the subsidiary will continue to boost up the stream of inward foreign remittance in Bangladesh through banking channel. We are proud to announce that Bank Asia received USD 3.35 million from this exchange house. Your Bank is in the process of establishing "BA Express USA Inc" in New York in 2012. Establishing of exchange houses in Malaysia and Australia is also under active consideration.

#### Our gratitude and thanks

We want to ensure sustainable development in all respects and our past track record of operational performance and activities truly reflect our position in banking industry. These achievements are accredited to energetic leadership and guidance of Board of Directors, Management efficiency, staffs endeavor and valuable trust of our clients. We are gratified to all our clients for their continued trust in our ability to offer best possible services. We express our sincere gratitude to the Bangladesh Bank, Ministry of Finance, Securities and Exchange Commission (SEC), Government and other concerned authorities for their guidance framework, valuable suggestion and continuous support. The Board of Directors, Management and the staffs of the Bank are committed to attain excellence in operation and maximizing shareholders value through consolidating the strength.

On behalf of the Board of Directors,

Ma. Mohd. Safwan Choudhurv Vice Chairman & Director



Bangladesh Bank Governor Dr. Atiur Rahman seen inside Bank Asia Stall at SME technology fair



Bangladesh Bank Governor Dr. Atiur Rahman inaugurating BA Exchange Company (UK) Ltd.

# পরিচালকমন্ডলীর প্রতিবেদন

পরিচালকমন্ডলীর প্রতিবেদনে বৈশ্বিক এবং স্থানীয় অর্থনীতির সার্বিক পরিস্থিতির সংক্ষিপ্ত বর্ননা করা হয়েছে যার সামষ্টিক প্রতিকূল পরিবেশের মধ্য দিয়ে আমাদের ব্যবসা পরিচালনা করতে হয়েছে । পরিচালনা এবং আর্থিক মানদণ্ডে আমরা আমাদের ফলাফল মূল্যায়ন করেছি । এছাড়াও আমরা আমাদের মূল পরিচালনার ক্ষেত্রগুলো ও কার্যাবলি তুলে ধরেছি ।

#### বিশ্ব অৰ্থনীতি

সদ্য সমাপ্ত বছরটি ছিল বিশ্ব অর্থনীতির জন্য একটি প্রতিকলতাপূর্ণ বছর। মার্কিন অর্থনীতির মন্থর গতি ভূমিকম্প/ সুনামি আক্রান্ত জাপানের মন্দা. তেল উৎপাদনকারী দেশ সমূহের অভ্যন্তরীণ রাজনৈতিক অস্থিরতা এবং ইউরোপের জাতীয় ঋণ সংকট এই প্রতিকূলতারই প্রতিফলন। ইউরোপীয় অঞ্চলসমূহ এই বছরে বড় ধরনের আর্থিক অস্থিতিশীলতার সম্মুখীন হয়, বিশ্ব বাজারে ঝুঁকিপূর্ণ সম্পদের বিক্রয় প্রবণতা ব্যাপক ভাবে বদ্ধি পায় এবং প্রকৃত অর্থনীতিতে এর প্রতিক্রিয়া ক্রমশই বৃদ্ধি পাচ্ছে। এই সকল প্রতিকলতা স্বত্তেও, উদীয়মান বাজার সমহের প্রবন্ধির প্রভাবে সামগ্রীক বিশ্ব অর্থনীতি ২০১১ সালে ২.৭% প্রবৃদ্ধি অর্জনে সক্ষম হয়। যেখানে উন্নয়নশীল দেশগুলোর প্রবন্ধি ৬% এবং উন্নত দেশসমূহের প্রবন্ধি ছিল ১.৬% । চীনের অর্থনৈতিক প্রবদ্ধি এবং মার্কিন অর্থনীতির পুনরুত্থান থেকে আশা করা যায় যে বিশ্ব অর্থনীতির বর্তমান উন্নয়নের ধারা ভবিষ্যতেও অব্যাহত থাকবে। বর্তমানে বিশ্ব অর্থনীতি মূলত দুইটি সমস্যার সম্মুখীন। প্রথমত উন্নত দেশগুলোর আর্থিক কর্মকান্ডের ধীর গতি এবং আর্থিক নীতিতে ক্রমবর্ধমান অনিশ্চিয়তা।

২০১১ সালে ভূমিকম্প ও সুনামি আক্রান্ড জাপানের বার্ষিক জাতীয় প্রবৃদ্ধি ০.০৯% হ্রাস পায়। উন্নয়নশীল দেশগুলোর মধ্যে চীনের প্রবৃদ্ধি ছিল সবচেয়ে বেশী ৯.১%। দক্ষিণ এশিয় অঞ্চলের (ভারত,পাকিস্তান ও বাংলাদেশ) প্রবৃদ্ধি ছিল ৬.৬% ও বাংলাদেশের প্রবৃদ্ধি ছিল ৬.৭% যা দক্ষিন এশিয় অঞ্চলের অন্যান্য দেশগুলির মধ্যে সবচেয়ে বেশী। ২০১১ সালে ল্যাটিন আমেরিকা এবং ক্যারিবীয় দেশ সমুহের জিডিপি ছিল ৪.২% যেখানে ২০১০ সালে এ হার ছিল ৫.৭%; যেখানে আফ্রিকার (সাব-সাহারা) জিডিপি ছিল ৪.৯% যা ২০১০ সালে ছিল ৪.৭%। মধ্যপ্রাচ্য এবং উত্তর আফ্রিকার অর্থনীতি রাজনৈতিক অস্থিরতার কারণে ক্ষতিগ্রস্ত হয়েছে। পণ্য রপ্তানি হ্রাসের কারণে বিশ্ব অর্থনীতির মন্দা দক্ষিণ এশিয় অঞ্চলেও প্রতিকূল প্রভাব ফেলে।

উদীয়মান এশিয় বাজারের প্রবৃদ্ধিহ্রাস পায়। ক্রমবর্ধমান বেকারত্ত্ব মার্কিন ও ইউরোপীয় দেশ সমূহের জন্য একটি বড় সমস্যা হয়ে দেখা দিয়েছে। আমেরিকায় বেকারত্বের হার ৯.১% যেখানে স্পেন এবং সার্বিয়ায় ২০% এর উপরে, গ্রিস, লাটভিয়া এবং লিথুনিয়ায় ১৫% এর উপরে।

শস্য উৎপাদনের প্রত্যাশিত বৃদ্ধির হার আন্তর্জাতিক বাজারে তেলের দামের নিন্মগতি আঞ্চলিক মুদ্রানীতি নিয়ন্ত্রণে সাহায্য করবে আশা করা যায় । দক্ষিণ এশিয় অঞ্চলে রেমিট্যাঙ্গ প্রবাহ ২০১২ সালে ৭.৪% হারে বৃদ্ধি পাবে, এবং যা থেকে আঞ্চলিক চলতি হিসাবে গুরুত্বপুর্ণ সহায়তা পাওয়া যাবে বলে আশা করা যায় ।

অক্টোবর,২০১১ পর্যন্ত বিশ্ব বাণিজ্যের আকার ৮% হ্রাস পায়। যার মূলকারণ ইউরোপীয় দেশ সমূহের আমদানি বানিজ্যে ১৭% হ্রাস। ২০১১ সালে উচ্চ আয়ের দেশগুলোর রগ্তানী আয় বৃদ্ধি পাওয়ার পাশাপাশি উন্নয়নশীল দেশগুলোর রপ্তানী আয় কমে যায়। ২০১১ সালের দ্বিতীয়ার্ধে উন্নয়নশীল দেশগুলোর বাজার থেকে বৈদেশিক বিনিয়োগের একটা বড় অংশ উঠিয়ে নেয়া হয়। যার ফলে এ অঞ্চলে মূলধন প্রবাহ দূর্বল হয়ে পড়ে। ২০১১ সালে বৈদেশিক প্রত্যক্ষ বিনিয়োগ বৃদ্ধি পেয়েছিল ১০.৬% যার পরিমান ৫৫৫ বিলিয়ন মার্কিন ডলার (যা মোট জিডিপির ২.৫%) যেখানে ২০১০ সালে বৃদ্ধি পেয়েছিল ১৬%।

#### ২০১২ সালের পূর্বাভাস ও সম্ভাবনা

সবকিছু মিলিয়ে অর্থনৈতিক কাঠামো অনেকটাই ভঙ্গুর এবং ভবিষ্যৎ বাজার পরিস্থিতি বিষয়ে বড় ধরনের অনিশ্চয়তা বিরাজ করছে। মূলধন প্রবাহের প্রতিবন্ধকতা এবং দূর্বল প্রবৃদ্ধির হার নিশ্চিত ভাবেই মধ্যআয়ের দেশগুলোর আর্থিক পুর্ণঃউন্নয়ন প্রক্রিয়া বাধাগ্রস্ত করবে। দক্ষিণ এশিয়ার জিডিপি প্রবৃদ্ধি ২০১২ সালে ৫.৮% অর্জন সম্ভব হবে বলে ধারনা করা হচেছ।

এছাড়া ২০১৩ সালে আফগানিস্তান, বাংলাদেশ, ভুটান, ভারত ও শ্রীলংকা উল্লেখযোগ্য পুর্ণঃগঠন এবং বিনিয়োগ কর্মকান্ডের মাধ্যমে ব্যাপক উৎপাদনশীলতা ও অগ্রগতি অর্জন সম্ভব হবে। ইউরোপীয় দেশসমূহে অনিশ্চিত অর্থনৈতিক পরিস্থিতি সত্ত্বেও ২০১২ সালে প্রবৃদ্ধি ২.৫% অর্জন করবে বলে আশা করা হচ্ছে।

#### বাংলাদেশ অৰ্থনীতি

বিশ্ব অর্থনীতির মন্দা পরিস্থিতি সত্ত্বেও এই বছর বাংলাদেশ তার অর্থনৈতিক প্রবৃদ্ধির ধারা অব্যাহত রাখতে সক্ষম হয়েছে। গত অর্থ বছরে জাতীয় প্রবৃদ্ধির হার ছিল ৬.৬৬%। শিল্প ও সেবা খাতে উল্লেখ্যযোগ্য প্রবৃদ্ধি অর্জিত হয়েছে। অপর দিকে কৃষিখাতের অগ্রগতি ছিল কিছুটা মন্থর। সার্বিক জাতীয় সঞ্চয়ের হার ২০১১ অর্থবছরে ছিল ২৮.৪% যা ২০১০ অর্থবছরে ছিল ৩০%। সার্বিক দেশীয় বিনিয়োগ ছিল জিডিপি এর ২৪.৭% যা গত বছরের ২৪.৪% থেকে সামান্য বেশী।

#### কৃষিখাত

২০১০-২০১১ অর্থবছরে কৃষিখাতের প্রবৃদ্ধি কমে গিয়ে ৫% এ এসে দাঁড়ায় যেখানে গত বছর ছিল ৫.২% । সামগ্রিক জিডিপিতে এই খাত ১৯.৯% অবদান রাখে, যা গত অর্থবছরের তুলনায় কিছুটা কম । দেশের খাদ্য নিরাপত্তা নিশ্চিত করা, গ্রামীণ দারিদ্র বিমোচন এবং স্থিতিশীল অর্থনৈতিক উন্নয়ন উৎসাহিত করার জন্য কৃষিখাতের অবদান অতি গুরুত্বপূর্ণ । ২০১০-২০১১ অর্থবছরে কৃষিখাতের সমগ্র বকেয়া ঋণ ২৯.০৫ বিলিয়ন টাকা বৃদ্ধি পেয়ে হয়েছে ২৫৪.৯২ বিলিয়ন টাকা যা গত অর্থবছরের তুলনায় ১২.৮৬% বেশি ।

#### শিল্পখাত

কর্মসংস্থান এবং জিডিপির প্রবৃদ্ধিতে শিল্পখাত গুরুত্বপূর্ণ অবদান রাখে । ২০১০-২০১১ অর্থবছরে সামগ্রীক জিডিপিতে এই খাতের অবদান ৩০.৪% যা গত অর্থবছরের চেয়ে বেশি । ২০১০-২০১১ অর্থবছরে শিল্পখাতের প্রবৃদ্ধি ছিল ৮.২% যা ২০০৯-২০১০ অর্থবছরে ছিল ৬.৫% । বৃহৎ ও মাঝারি শিল্প প্রতিষ্ঠানে বিশাল বিনিয়োগই এ প্রবৃদ্ধির অন্যতম কারণ । ২০১০-২০১১ অর্থবছরে ব্যাংক ও অন্যান্য আর্থিক প্রতিষ্ঠান এই খাতে ৩২১.৬ বিলিয়ন টাকা প্রদান করে যা গত অর্থবিছরের তুলনায় ২৪.৩% বেশি এবং রিকভারী ও ৩১.৮% বৃদ্ধি পেয়েছে যার পরিমান ২৫০.২ বিলিয়ন টাকা ।

#### সেবাখাত

সেবাখাত ২০১০-২০১১ অর্থবছরে সামগ্রীক জিডিপির প্রায় অর্ধেক (৪৯.৭%) অবদান রাখে। এই খাতের প্রবৃদ্ধি ৬.৬% যা গত অর্থবছরের ছিল ৬.৫%। পাইকারী ও খুচরা বাণিজ্য এ দুটো উপখাত যার মোট পরিমান ২৯% এবং এ খাতের প্রবৃদ্ধি ৬.১% যা মোট জিডিপির ২% যা বিগত বছরেও একই ছিল। ব্যাংকিং খাতের প্রবৃদ্ধি ছিল ৮.৮% যেখানে গত বছর ছিল ১০.৫%।

#### আর্থিক খাত

#### রাজস্ব ব্যয়

২০১০-২০১১ অর্থবছরে সরকারী ব্যায়ের পরিমান গিয়ে দাঁড়ায় ১,৩০০.১ বিলিয়ন টাকা, ২০০৯-২০১০ অর্থবছরে এর পরিমান ছিল ১,০১৬.১ বিলিয়ন টাকা যা গত বছরের তুলনায় ২৮% বেশি একই সময়ে সংশোধিত চলতি ব্যয়ের পরিমান ছিল ৭৭১ বিলিয়ন টাকা এবং বার্ষিক উন্নয়ন কর্মসূচি ব্যয় ছিল ৩৫৮.৮ বিলিয়ন টাকা।

#### রাজস্ব আয়

আলোচ্য বছরে সরকারের কর আয় বৃদ্ধি এবং অটোমেশন রেজিস্ট্রেশন এবং এনফোসিস্টেম ইত্যাদি ক্ষেত্রের প্রশাসনিক পুণর্গগঠন দেশের জিডিপি প্রবৃদ্ধিতে গুরুত্বপুর্ন ভূমিকা রাখে। ২০১০-২০১১ অর্থবছরে রাজস্ব সংগ্রহের পরিমান ছিল ৯৫১.৯ বিলিয়ন টাকা এবং প্রবৃদ্ধির পরিমান ২৫.৪% যেখানে গত বছর ছিল ৯.৭%। রাজস্ব আয়ের সর্বোচ্চ খাত ছিল কর আদায়, যা সমগ্র রাজস্ব খাতের প্রায় ৮৩%। ২০১০-২০১১ অর্থবছরেও কর বর্হিভূত রাজস্ব আদায় ছিল ২০.৩% যেখানে পূর্ববর্তী অর্থবছরে ১.৭% হ্রাস পেয়েছিল। এটা অত্যন্ত আশাব্যাঞ্জক যে ২০১০-২০১১ অর্থবছরে রাজস্ব আয় ৩৬.২% বৃদ্ধি পেয়েছে আয় কর সংগ্রহের মাধ্যমে।

#### বৈদেশিক বাণিজ্য

২০১০-২০১১ অর্থবছরে আমাদের অর্থনীতি বৈদেশিক বানিজ্যের জন্য অত্যন্ত গুরুত্বপূর্ণ ছিল। এই সময়ের নীট বৈদেশিক সাহায্য ব্যাপকভাবে হ্রাস পায় এবং আমদানী ব্যয় ৪১.৮% বেড়ে যায় যা দেশের বৈদেশিক মুদ্রাবাজারকে অস্থিতিশীল করে তোলে। ২০১০-২০১১ অর্থবছর শেষ নাগাদ বৈদেশিক মুদ্রার মজুদ ১০,৯১২ মিলিয়ন মার্কিন ডলারে এসে দাঁড়ায় যা গত অর্থবছরের ১০,৭৫০ মিলিয়ন ডলারের তুলনায় ১.৫% বেশি। আলোচ্য বছরে রপ্তানি খাতের বিশাল প্রবৃদ্ধি ৪১.৫%, রেমিট্যান্স খাতে ৬% প্রবৃদ্ধি সত্বেও বিপুল আমদানীর কারণে ডলারের তুলনায় টাকার অবমূল্যায়ন হয় ৬.৩৪%।

#### রপ্তানি

২০১০-২০১১ অর্থবছরে সামগ্রীক রপ্তানিতে গত অর্থবছরের তুলনায় উল্লেখযোগ্য প্রবৃদ্ধি পরিলক্ষিত হয়। রপ্তানি খাতের প্রবৃদ্দি ৪১.৫% বেড়ে গিয়ে দাঁড়ায় ২২,৯২৪.৪ মিলিয়ন ডলারে যা বিগত বছরে ছিল ১৬,২০৪.৭ মিলিয়ন মার্কিন ডলার এবং এই বৃদ্ধির হার ছিল ৪.২%। ২০১০-২০১১ অর্থবছরে ওভেন ও নিটওয়ার পণ্যে সর্বোচ্চ প্রবৃদ্ধি এবং এর পরিমান ১২,৪৯৬.৭ মিলিয়ন ডলার যেখানে ২০০৯-২০১০ অর্থবছরে ছিল ১৭,৯১৪.৫ মিলিয়ন ডলার এবং এটি মোট রপ্তানি আয়ের ৭৮.১%। পাট রপ্তানি খাতে মোট প্রবৃদ্ধি ছিল ১২%।

#### আমদানি

২০০৯-২০১০ অর্থবছরে আমদানি ব্যয় ৪১.৮% বেড়ে দাঁড়ায় ৩০,৩৩৬ মিলিয়ন ডলারে। ভোগ্যপণ্য ও মধ্যবর্তী পণ্যের আমদানী বৃদ্ধি পায় ৫৪.৬%। বৃহৎ মেশিনারী আমদানি খাতে ৪৫.৭% এবং খাদ্যপণ্য আমদানি খাতে ১২৮.৬% ব্যয় বৃদ্ধি পায় এবং এর পরিমান ১,৯১১ মিলিয়ন ডলার যা গত অর্থবছরে ছিল ৮৩৬ মিলিয়ন ডলার। যার অন্যতম কারণ ছিল চাউল আমদানী খাতে ১,০০৬.৭% বৃদ্ধি।

#### রেমিট্যান্স

মানবসম্পদ রপ্তানির ক্ষেত্রে ধীর গতি এবং মধ্যপ্রাচ্যর রাজনৈতিক অস্থিরতার কারণে ২০১০-২০১১ অর্থবছরে রেমিটেন্সের প্রবৃদ্ধি কমে যায়। এ খাতে প্রবৃদ্ধি হয় মাত্র ৬%, যা গত অর্থবছরে ছিল ১৩.৪% এবং এর পরিমাণ গত অর্থবছরের ১০,৯৮৭.৪ মিলিয়ন ডলার থেকে বেড়ে গিয়ে দাঁড়ায় ১১,৬৫০.৩ মিলিয়ন ডলার।

#### ব্যালেন্স অব পেমেন্ট

২০১০-২০১১ অর্থবছরে উচ্চ মাত্রার চলতি হিসাব উদ্বৃত্ত এবং অপেক্ষাকৃত বেশি আর্থিক বহিঃপ্রবাহের কারণে ব্যলেস অব পেমেন্ট এর ঘাটতি দাঁড়ায় ৯২৫ মিলিয়ন মার্কিন ডলার যেখানে গত অর্থবছরে উদ্বৃত্ত ছিল ২,৮৬৫ মিলিয়ন ডলার । রপ্তানি থেকে আমদানি খাতের প্রবৃদ্ধি বাণিজ্য ঘাটতিকে ৪২.২% হারে বিস্তৃত করেছে এবং এর পরিমান ছিল ৭,৩২৮ মিলিয়ন ডলার এবং যা গত অর্থবছরে ছিল ৫,১৫৫ মিলিয়ন ডলার ।

#### মৃল্যস্ফীতির হার

আর্স্তজাতিক ভাবে খাদ্য ও পণ্য সামগ্রীর অবিরাম দাম বেড়ে যাওয়ায় মূদ্রাপ্রবাহের উচ্চ বৃদ্ধি এবং টাকার অবমূল্যায়নের কারণে মূল্যক্ষীতি ২০০৯-২০১০ অর্থবছরের ৭.৩% থেকে বেড়ে গিয়ে ২০১০-২০১১ অর্থবছরে ৮.৮% এ এসে দাঁড়ায় । খাদ্য মূল্যক্ষীতি এ বছরের শেষে এসে দাঁড়ায় ১১.৩% যা গত বছরে ছিল ৮.৫% । খাদ্য ব্যতীত অন্যান্য ক্ষেত্রে মূদ্রাক্ষীতি কমে দাড়ায় ৪.২% যা গত অর্থবছরে ছিল ৫.৫% । ২০১০-২০১১ অর্থবছরে পল্লী ও শহর এলাকায় খাদ্য দ্রব্যের ক্ষেত্রে মূদ্রাক্ষীতির পরিমান ছিল যথাক্রমে ১২.০৩% এবং ৯.৭৬% ।

#### বিনিময় হার

২০১০-২০১১ অর্থবছরে মার্কিন ডলারের বিপরীতে টাকার বিনিময় হার কমে যায় । রপ্তানী খাতে প্রবৃদ্ধি ৪১.৫% এবং রেমিটেস খাতে প্রবৃদ্ধি ৬% থাকা স্বত্বেও বাংলাদেশী টাকার ৬.৩৪% হারে অবমূল্যায়ন হয় মার্কিন ডলারের বিপরীতে যার প্রধান কারণ আমদানি খাতের ব্যয় বৃদ্ধি । প্রতি মার্কিন ডলারে আন্তঃব্যাংক গড় হার ২০১১ এর ৩০শে জুন এর শেষে এসে দাঁড়ায় ৭৪.১৫ টাকা যা গত বছরের এই সময়ে ছিল ৬৯.৪৫ টাকা ।

#### মুদ্রানীতি

২০১০-২০১১ অর্থবছরে সংকুচিত মুদ্রানীতি গ্রহণ করা হয়। এর উদ্দেশ্য ছিল মুদ্রাক্ষীতিকে নিয়ন্ত্রনে আনা, বৈদেশিক মুদ্রা তহবিলের হ্রাস প্রাপ্তি ব্যাহত করা এবং সর্বোপরি উৎপাদনশীল বিনিয়োগ খাতে ঋণ প্রবাহ নিশ্চিত করা। ঝুঁকি কমানোর লক্ষ্যে বাংলাদেশ ব্যাংক বেশ কিছু গুরুত্বপূর্ণ নীতি গ্রহন করেছে যার মধ্যে তালিকাভূক্ত ব্যাংকগুলোর CRR ৫.৫% থেকে ৬% এ বৃদ্ধি এবং SLR হার ১৯% এ বৃদ্ধি উল্লেখযোগ্য।

#### মুদ্রা সরবরাহ

নভেম্বর ২০১১ তে রির্জাভ মানি ও ব্রড মানি (এম ২) বৃদ্ধি ছিল যথাক্রমে ১৫.৪% এবং ১৭.৭% । মুদ্রাতহবিল প্রবৃদ্ধি পায় ২১%, যা বিগত বছরে ছিল ১৮.১% । ২০১০-২০১১ অর্থবছরে বেসরকারি খাতে ঋণ প্রদান ছিল ২৫.৮% যেখানে গত বছরে ছিল ২৪.২% । ২০১০-২০১১ অর্থবছরে সরকারি খাতে ঋণ প্রদান ছিল ৩৯.৯% যেখানে বিগত বছর এ হার ৫.২% হ্রাস পেয়েছিল ।

#### বাংলাদেশের ঋণের উৎস

পারিবারিক আয়-ব্যয় জরিপ থেকে প্রকাশ পায় যে সার্বিক ঋণের মধ্যে আনুষ্ঠানিক ঋণের পরিমান ছিল ১০% এবং ক্ষুদ্র অর্থায়ন সংস্থা গুলো

| ছিল এই অর্থায়নের মূল উৎস (গ্রামীন ব্যাংক সহ)। |              |
|--|--------------|
| ঋণের উৎস                                       | শতকরা হার    |
| বেসরকারি বানিজ্যিক ব্যাংক                      | ১.৫২         |
| সরকারি বানিজ্যিক ব্যাংক এবং সরকারি প্রতিষ্ঠান  | <b>২.১</b> ০ |
| বিশেষায়িত ব্যাংক                              | ۹.0۵         |
| সমবায় ব্যাংক এবং আর্থিক সংস্থা                | ২.০২         |
| স্বায়ত্বশাসিত প্ৰতিষ্ঠান                      | ১.৯২         |
| ক্ষুদ্র বিনিয়োগ সংস্থা এবং এনজিও              | ৭২.৩৮        |
| ইজারা প্রতিষ্ঠান                               | 0.05         |
| অনানুষ্ঠানিক খাত                               | ৯.৭৫         |
| অন্যান্য                                       | ٥.১৩         |
| মোট  | 200          |
| উৎসং ২০১০ পরিবার আয় ও রয়ে জ্বরিপ ।           |              |

উৎসঃ ২০১০ পরিবার আয় ও ব্যয় জরিপ।

#### সুদের হার

বিগত অর্থবছরের তুলনায় চলতি বছরে ঋণ ও আমানতের বিপরীতে সুদের হার ছিল বেশি। আমানতের উপর সুদের হার ২০১০-২০১১ অর্থবছরে ছিল ৭.২৭% যা গত বছরে ছিল ৬.০১%। ঋণের সুদের হার ২০১০-২০১১ অর্থবছরে ছিল ১২.৪২% যা গত বছর ছিল ১১.৩১%। আমানত ও ঋণের সুদের হারের ব্যাবধান দাঁড়ায় ৫.১৫% যেখানে গত বছর ছিল ৫.৩% যার প্রধান কারণ ঋণের সুদের হারের বিপরীতে উচ্চ আমানত হার। ২০১১ সাল শেষে মুদ্রাবাজারের তারল্য সংকটের কারণে আমানতের সুদের হার দ্রুতগতিতে বৃদ্ধি পেয়েছে।

#### কলমানি রেট

তারল্য সংকটের কারণে ২০১০-২০১১ অর্থবছরে ব্যাংকিং খাতে ধীরগতি লক্ষ্য করা যায় । এই সময় কলমানি রেট ৩.৩% থেকে ৩৩.৫% এ উঠানামা করে যেখানে বিগত অর্থবছরে এই রেট ছিল ০.৭% থেকে ৬.৬% এর মধ্যে সীমাবদ্ধ ছিল । ২০১০-১১ অর্থবছরে মানি মার্কেটে লেনদেনের পরিমান ছিল গড়ে ৬৯৮.৭ বিলিয়ন টাকা যা ২০০৯-১০ অর্থবছরের তুলনায় ২.৮% বেশি । ২০১১ সালের জানুয়ারিতে সর্বোচ্চ কলমানি রেট ছিল ২০% । এরপর বাজারে উচ্চ তারল্য সরবরাহ এই হারকে নামিয়ে এনে বছরের প্রথম চতুর্থাংশ পর্যস্ত ৫%-১২% এ সীমাবদ্ধ রাখে । কিন্তু উক্ত বছরেরর দ্বিতীয়ার্দ্ধে তারল্য সংকট আবার বৃদ্ধি পায় । বছরের শেষ দুই মাসে পূনরায় কলরেট ২০% এ উন্নীত হয় ।

#### বৈদেশিক মুদ্রা তহবিল

২০১১ সালের জুন মাসে বাংলাদেশ ব্যাংকের সার্বিক মুদ্রা তহবিলের পরিমান ছিল ১০,৯১২ মিলিয়ন ডলার, যা গত বছরের একই সময়ে ছিল ১০,৭৫০ মিলিয়ন ডলার। ব্যাপক আমদানী ব্যায়ের কারনে ২০১১ সালের ডিসেম্বরে এই তহবিলের পরিমান গিয়ে দাঁড়ায় ৯,৬৩৪.৯ মিলিয়ন ডলার।

#### সোভারেইন রেটিং

আর্গ্তজাতিক রেটিং সংস্থা স্ট্যান্ডার্ড এন্ড পোর ২০১১ সালের জন্য বাংলাদেশের সোভারিন রেটিং BB- নির্ধারন করেছে এবং দেশীয় ও আন্তর্জাতিক মুদ্রার বন্ড রেটিং এর স্থিতিশীল পুর্বাভাস দিয়েছে। মুডিস ইনভেস্টরস সার্ভিস এই দেশের আঞ্চলিক ও আন্তর্জাতিক মুদ্রায় বন্ডকে Ba3 রেট প্রদান করেছে। মুডির এই রেটিং দেশের আর্থিক ও সামষ্টিক অর্থনৈতিক স্থিতিশীলতা নিশ্চিত করে এবং দেশের ঋণ প্রাপ্তির যোগ্যতা প্রমাণ করে।

#### ২০১২ সালের পূর্বাভাস

বাংলাদেশ সরকারের ২০১১-২০১২ অর্থবছরের জন্য জিডিপিতে ৭% প্রবৃদ্ধির লক্ষ্যমাত্রা স্থিরকরে কিন্তু ধারনা করা হচ্ছে বর্তমান আর্থিক পরিস্থিতিতে এই লক্ষ্যমাত্রা অর্জন বেশ কঠিন হবে। ২০১১-২০১২ অর্থবছরে আমদানি এবং রগ্তানি প্রবৃদ্ধি উভয় ক্ষেত্রে ১৫% এর কাছাকাছি নেমে আসতে পারে। বৈদেশিক মুদ্রার প্রবাহ উক্ত অর্থবছরে দুই অংকে পৌছতে পারে। ২০১২ সালে টাকার বিনিময় হার চাপের মধ্যে থাকবে এবং এই অর্থ বছরের শেষ দিকে বৈদেশিক মুদ্রার রিজার্জ কিছুটা.হ্রাস পেতে পারে।

#### ২০১১ সালের ব্যাংকের কার্যক্রমের পর্যালোচনা

ব্যাংক এশিয়া বর্তমান অর্থনৈতিক মন্দা অতিক্রম করছে তথাপি তার কার্যপরিচালনা ও সেবার মান একটি আর্দশ পর্যায়ে ধরে রেখেছে। ব্যাংকের কার্যক্রম পরিচালিত হয়েছে একটি শক্তিশালী মূলধন কাঠামোকে সমুন্নত রাখতে, যেখানে উন্নত সেবা প্রদান এবং ব্যাংকের নেটওর্য়াক বিস্তৃত করা সম্ভব হয়েছে ব্যাংকের শক্তিশালী আর্থিক সামর্থ ও বিচক্ষণ পরিচালনা পর্ষদ ও ব্যবস্থাপনা কর্তৃপক্ষের মাধ্যমে । ২০১১ সালে ব্যাংকের কর পূর্ববর্তী মুনাফা ছিল ৪,০৪২ মিলিয়ন টাকা এবং নিট মুনাফা ছিল ১,৯১৬ মিলিয়ন টাকা, যা অর্জিত হয়েছে অত্যন্ত প্রতিযোগীতামুলক ও দোদুল্যমান আর্দ্তজাতিক বাণিজ্যের দৃশ্যপটে। আমানত সংগ্রহ, ঋণ ও অগ্রিম প্রদান, রপ্তানী বাণিজ্য, অভ্যন্তরীন রেমিটেন্স ইত্যাদি ক্ষেত্রে ব্যাংক এশিয়া সাফল্যের স্বাক্ষর রেখেছে যা ব্যাংকের পরিচালনা পর্ষদের সঠিক দিকনির্দেশনা এবং ব্যবস্থাপনা কর্তৃপক্ষের সময়োপযোগী সিদ্ধান্তের কারনেই সম্ভব হয়েছে । গ্রাহকদের নিত্য নতুন প্রোডাক্ট ও আমানত স্কীম প্রদানের মাধ্যমে বছর শেষে ব্যাংকের আমানতের পরিমান এসে দাঁড়ায় ৯৫,১৩১ মিলিয়ন টাকা যা পূর্ববর্তী বছরের তুলনায় ১০.১৫% বেশি। মোট ঋণ ও অগ্রীম প্রদানের পরিমান দাঁড়ায় ৮২,৮২০ মিলিয়ন টাকা যা গত বছরের তুলনায় ৪.১৭% বেশি।

গ্রাহকদের চাহিদা এবং প্রযুক্তিগত উন্নয়নের দিকে লক্ষ্য রেখে ব্যাংক এশিয়া তার কর্মকান্ড অব্যাহত রেখেছে এবং বছর জুড়ে ব্যাংক গ্রাহকদের উন্নত সেবা দিয়ে আসছে। ২০১১ সালে ব্যাংকের নেটওর্য়াকের আওতায় ছিল ৬৩ টি শাখা, ৭ টি এসএমই কেন্দ্র, ৫টি ইসলামিক উইন্ডো, ৬২টি নিজস্ব এটিএম বুথ, ১ টি ব্রোকারেজ হাউস, ৫টি ব্রোকারেজ শাখা এবং ইউ.কে তে একটি এক্সচেঞ্জ হাউস। এগুলির সকল কার্যক্রম পরস্পরের সাথে অত্যাধুনিক নেটওর্য়াক প্রযুক্তির মাধ্যমে পরিচালিত হয়।

#### কর্পোরেট অর্থায়ন

ব্যাংক এশিয়া বহুবিধ খাতে ঋণ প্রদান করে থাকে যার আওতাভূক্ত রয়েছে বস্ত্রশিল্প, স্টিল এবং ইঞ্জিনিয়ারিং, জাহাজ নির্মাণ, সিমেন্ট, ভোজ্যতেল, রিয়েল এস্টেট, খাদ্য শস্য বাণিজ্য ইত্যাদি । এর মূল লক্ষ্য দীর্ঘমেয়াদী অর্থায়নের মাধ্যমে বিদ্যমান এবং নতুন শিল্পখাত গুলোকে সাহায্য করা যাতে দেশের অর্থনীতি স্বয়ংসম্পূর্ন হয় । শিল্প খাতে অর্থায়ন ছিল ২৯,৬৩১ মিলিয়ন টাকা, বাণিজ্য খাতে ২৩,৩০০ মিলিয়ন টাকা, রপ্তানী মুখী তৈরি পোশাক শিল্পে অর্থায়ন ছিল ৯,৩৭৬ মিলিয়ন টাকা ।

#### স্ট্রাকচারড এবং সিন্ডিকেশন অর্থায়ন

বাংলাদেশের ব্যাংকিং খাতে সিন্ডিকেশন অর্থায়ন প্রথম প্রবর্তন হয় ১৯৯০ সালে কিম্তু এর জনপ্রিয়তা পায় ২০০০ সালে। সিন্ডিকেশনের মাধ্যমে বড় আকারের ঋণ অর্থায়ন করা হয় এবং ঋণের ঝুঁকি একাধিক ব্যাংকের মধ্যে ছড়িয়ে দেওয়া হয়। এর মাধ্যমে ঋণ গ্রাহকগন সহজেই বড় আকারের ঋণ সংগ্রহের সুযোগ পায় ফলে এর জন্য ঋণ গ্রহীতাকে একাধিক প্রতিষ্ঠানের দ্বারস্থ হতে হয় না। ব্যাংক এশিয়া প্রধান সংগঠকের অবস্থানে থেকে ১৩ টি বড় আকারের ঋণ প্রকল্প সিন্ডিকেশনের মাধ্যমে অর্থায়ন করে যার মোট পরিমান ছিল ৯,০০০ মিলিয়ন টাকা। সিমেন্ট, স্টিল, টেলিকম, বৈদ্যুতিক খাত ইত্যাদি এর অর্স্তভূক্ত।

ব্যাংক এশিয়া সিন্ডিকেটেড তহবিল সংগ্রহ এবং ব্যবসায় অধিগ্রহন সংক্রান্ত বিভিন্ন কর্মকান্ডে বিনিয়োগ উপদেষ্টা হিসেবে গুরুত্বপুর্ণ ভূমিকা পালন করে। মোট ঋণ পোর্টফলিওতে সিন্ডিকেটেড অর্থায়ন ছিল ৮,২১৬ মিলিয়ন টাকা যা এ বছরে ৪৩.১৯% বৃদ্ধি পেয়েছে।

২০১১ সালে ব্যাংক এশিয়া সাফল্যের সাথে ২টি অত্যন্ত গুরুত্বপূর্ণ সিন্ডিকেটেড অর্থায়ন সম্পন্ন করে। এর একটি প্রকল্প ছিল বসুন্ধরা ইন্ডাসট্রিয়াল কমপেক্স লিমিটেড এর অধীনে একটি সিমেন্ট প্ল্যান্ট যার জন্য ব্যাংক ২,১০০ মিলিয়ন টাকা অর্থায়নের ব্যবস্থা করে। এ ছাড়া প্রধান সংগঠক হিসাবে ব্যাংক এশিয়া ৬২২ মিলিয়ন টাকার মধ্যে নিনা হোন্ডিংস লিমিটেডের জন্য একটি চমৎকার অফিস কমপেক্স নিনা কাব্য নির্মাণের জন্য ১২০ মিলিয়ন টাকা অর্থায়ন করে।

#### ক্ষুদ্র ও মাঝারি শিল্প

সব ধরনের অর্থনীতিতে বিশেষ ভাবে উন্নয়নশীল দেশের অর্থনীতিতে SME খুবই গুরুত্বপুর্ণ ও উল্লেখযোগ্য অবদান রাখে । বেকারত্ব দূরীকরণ এবং আয়ের সুষ্ঠ বিতরন বা বিভাজন নিশ্চিতকরনের মাধ্যমে SME বর্তমান সময়ে নীতিনির্ধারকগনের কাছে ব্যাপক গুরুত্ব পেয়েছে । এছাড়া SME দারিদ্র দূরীকরণ এবং অর্থনৈতিক প্রবৃদ্ধিতে কার্যকর ভূমিকা রাখে । প্রায় এক দশক ধরে SME বৃহদাকার শিল্প সমূহের জন্য নার্সিং গ্রাউন্ড হিসেবে কাজ করে আসছে । গুরুত্বের কথা মাথায় রেখে বাংলাদেশ ব্যাংক এবং অন্যান্য সরকারি সংস্থাসমুহ এই ক্ষেত্রে বিভিন্ন পদক্ষেপ ও বিশেষ নীতিমালা গ্রহন করছে ।

ব্যাংকের মূল উদ্দেশ্য হচ্ছে দারিদ্র দূরীকরণ এবং অর্থনৈতিক উন্নয়নে অংশ গ্রহন করা। ব্যাংক এশিয়া SME সংক্রান্ত কার্যক্রম বৃদ্ধিতে আন্তরিকতার সাথে প্রচেষ্ঠা চালিয়ে যাচ্ছে । ২০১১ এর শেষে SME পোর্টফোলিও দাঁড়ায় ২,৪০৪.৮৮ মিলিয়ন টাকা যা ২০১০ সালে ছিল ২,১৪২ মিলিয়ন টাকা এবং এ খাতে প্রবৃদ্ধি ১২.২৬% । অধিকন্তু ২০১১ সালে SME ঋণ বিতরন ছিল ২,২৫৭ মিলিয়ন টাকা যা ২০১০ সালে ছিল ২,১৯৯ মিলিয়ন টাকা এবং প্রবৃদ্ধি দাঁড়ায় ২.৬%। মানগত বৈশিষ্ঠ্য ছাড়াও ব্যাংক এশিয়া SME অর্থায়নের গুনগত কর্মসূচী প্রনয়ণে আগ্রহী। এ ধরনের প্রচেষ্ঠার অংশ হিসেবে, ব্যাংক মুন্সীগঞ্জের রাজানগর থানায় বাঁশ ও নল চাষাবাদে ২.৬০ মিলিয়ন টাকা অর্থায়ন করে, যা ঐ এলাকায় প্রত্যক্ষ ও পরোক্ষভাবে ৪৫০ জন লোকের কর্মসংস্থান সৃষ্টি করে । SME উদ্যোক্তাদের উৎসাহিত করতে ব্যাংক এশিয়া ২০১১ সালের ২৪শে নভেম্বর শাখা সমুহে একটি SME ঋণ বিতরন কর্মসূচীর আয়োজন করে। অধিকন্তু ২০১১ সালে ৩টি প্রশিক্ষণ কর্মশালার আয়োজন করা হয় যার উদ্দেশ্য ছিল কর্মীদের SME অর্থায়নের বিষয়ে জ্ঞান ও সচেতনতা বৃদ্ধি করা। ২০১১ সালে ব্যাংক এশিয়া সক্রিয়ভাবে বিভিন্ন মেলায় অংশ গ্রহন করে, যেমন ২০১১ সালের ২০-২৪ নভেম্বর ঢাকার বঙ্গবন্ধু আন্তর্জাতিক সম্মেলন কেন্দ্রে অনুষ্ঠিত FBCCI এর মেলা ২০১১ উল্লেখযোগ্য । বাংলাদেশ সরকারের মাননীয় প্রধানমন্ত্রী এ আয়েজনটিকে সাফল্যমন্ডিত করেন । NASCIB এবং বাংলাদেশ ব্যাংকের যৌথ আয়োজনে ২০১১ সালের ১২-১৪ নভেম্বর কক্সবাজারে অনুষ্ঠিত SME সৈকত উৎসব ২০১১, যাতে ব্যাংক সক্রিয় ভূমিকা পালন করে। IIDFC এবং NSIC এর যৌথ আয়োজনে ২০১১ সালের ৮-১৬ অক্টোবর ঢাকায় হ্যান্ডবল ফেডারেশন স্টেডিয়ামে অনুষ্ঠিত SME প্রযুক্তি মেলায় আমাদের SME বিভাগ অংশগ্রহণ করে। ব্যাংক এশিয়া আগামী দিনগুলোতে SME অর্থায়নের ক্রমবিকাশে অঙ্গিকারাবদ্ধ।

#### ভোক্তাখাতে অৰ্থায়ন

বর্তমান যুগে ব্যাংকিং বলতে এখন আর শুধু কর্পোরেট বিনিয়োগ বোঝায় না । দিন দিন ব্যাংক যতই পরিবর্তিত হচ্ছে এটি ক্রমেই ভোজা শ্রেণীর দিকে তাদের কার্যক্রম সম্প্রসারিত করছে । ব্যাংক এশিয়াও কর্পোরেট বিনিয়োগের বাইরে ভোজা শ্রেণীর প্রতি তাদের সেবা ছড়িয়ে দিতে অঙ্গীকারাবদ্ধ । শুরু থেকেই ব্যাংক এশিয়া লিমিটেড ব্যাক্তি শ্রেণীর গ্রাহকদের জন্য Personal Loan Scheme নামক ঋণ সুবিধা চালু করছে । পরবর্তীতে ২০০৬ সালে ভোজা খাতে অধিক সেবা প্রদানের লক্ষ্যে "কনজ্যুমার ক্রেডিট ডিপার্টমেন্ট" নামে আলাদা একটি বিভাগ গঠন করে । এই বিভাগের মাধ্যমে ব্যাংক এশিয়া ব্যাজিশ্রেণীর গ্রাহকদের ভোগ্যপণ্য যেমন- গাড়ি, ফ্র্যাট কেনার জন্য অর্থায়ন করে থাকে ।

কনজ্যুমার ক্রেডিট ডিপার্টমেন্টের বর্তমান সেবা সমুহ হচেছঃ

| সেবাসমূহের নাম          | ঋণের পরিমাণ (মিলিয়ন টাকা) |  |
|-------------------------|----------------------------|--|
| গৃহ অর্থায়ন            | ১,৫০৬.৯৩                   |  |
| অটো লোন                 | 88৯.৬০                     |  |
| কনজ্যুমার ডিউরেবল লোন   | ৩৬৫.১৭                     |  |
| জামানতবিহীন ব্যাক্তি ঋণ | ২৪৬.৬৭                     |  |
| পেশাজীবিদের জন্য ঋণ     | 8.30                       |  |
| মোট                     | ২,৫৭৩.৪৯                   |  |

#### কৃষি / পল্লী ঋণ

কৃষি আমাদের সমগ্র অর্থনৈতিক উন্নতির মূল চাবিকাঠি। কৃষি খাত জিডিপিতে ২৩.৫% এবং মূল জনসংখ্যার ৬২% কর্মসংস্থান প্রদানে অবদান রাখে। এটি অনস্বীকার্য যে, কৃষিখাতকে উন্নত ও গতিশীল করার জন্য ব্যাংকের পর্যাপ্ত অর্থ সরবরাহ অপরিহার্য। কৃষি ও পল্লী ঋণের উন্নয়ন এবং সম্প্রসারনের গুরুত্ব বিবেচনা করে ব্যাংক এশিয়া পল্লী শাখা ও এনজিওর মাধ্যমে পল্লী ও কৃষি ঋণ প্রদানের ক্ষেত্রে মুখ্য ভূমিকা পালন করে আসছে।

২০১১-২০১২ অর্থবছরের জন্য ব্যাংক এশিয়া কৃষি/ পল্লী ঋণ বাবদ ১,৫১০ মিলিয়ন টাকা বরাদ্দ করে। এ লক্ষ্যমাত্রার ৬২.৮৮% অর্জন করা সম্ভব হয়। ২০১১-২০১২ অর্থবছরে ১০ মিলিয়ন টাকার শস্য, তৈলবীজ, মশলা এবং ভুট্টা চাষ প্রকল্পে ঋণ প্রদানের লক্ষ্যমাত্রা স্থির করা হয়েছে। উক্ত ঋণ ৪% স্বল্প সুদে বিতরণ করা হবে। ইতিমধ্যেই আমরা লক্ষমাত্রার ৪% অর্জন করতে সক্ষম হয়েছি। ব্যাংক এশিয়া তার ১৮ টি পল্লী শাখা এবং ৫টি এসএমই/ কৃষি শাখার মাধ্যমে এ খাতের সম্প্রসারণে সর্বোচ্চ চেষ্টা চালিয়ে যাচ্ছে।

৩১-১২-২০১১ অনুযায়ী কৃষি ও পল্লী খাতে ঋণের বিবিরণঃ (মিলিয়ন টাকা)

| বিবরণ সমুহ                            | নিজস্ব<br>নেটওয়র্কি | এনজিও<br>নেটওর্য্নাক | মোট      |
|---------------------------------------|----------------------|----------------------|----------|
| বিতরন<br>০১-০১-২০১১ হতে<br>৩১-১২-২০১১ | ১৮০.৪৯               | ৯০৭.১৯               | ১,০৮৭.৬৮ |
| বকেয়া<br>৩১-১২-২০১১                  | ২৫০.৪০               | ৭৫৯.৯৩               | ১,০১০.৩২ |
| ঋণ গ্রহীতার সংখ্যা                    | ২৫৬                  | ১,১৪,৬০৪             | ১,১৪,৮৬০ |

#### বিশেষায়িত খাতে অৰ্থায়ন

ডাল, তৈলবীজ, মশলা এবং ভুটার অপর্যাপ্ত উৎপাদনের কারনে বাংলাদেশকে এসব শস্য আমদানী করতে প্রচুর পরিমানে বৈদেশিক মুদ্রা ব্যয় করতে হয়। ব্যাংক এশিয়া এসব শস্য উৎপাদনে কৃষকদের উৎসাহিত করতে বেশ কিছু পদক্ষেপ গ্রহন করেছে। গত বছর আমরা ডাল, তেলবীজ এবং মশলা উৎপাদনের জন্য ৪% স্বল্প সুদে ০.৪০ মিলিয়ন টাকা ঋণ বিতরণ করেছি।

#### সোলার হোম সিষ্টেম

ব্যাংক এশিয়া গ্রামের প্রতিটি বাড়িকে সৌর বিদ্যুতের মাধ্যমে আলোকিত করতে অঙ্গীকারাবদ্ধ।

বলা হয়ে থাকে একটি দেশের অর্থনৈতিক উন্নয়নের জন্য বিদ্যুৎ অত্যাবশক, বর্তমানে বাংলাদেশের মাত্র ৩০% জনগণ/এলাকা বিদ্যুতের আওতায়। অবশিষ্ট এলাকা জাতীয় গ্রীডের আওতায় নেই, সেখানে সূর্যান্তের সাথে সাথে জীবনযাত্রাও থমকে যায়। ঐ সমস্ত এলাকায় অগ্রাধিকার ভিত্তিতে ব্যাংক এশিয়া সৌর বিদ্যুৎ সম্পন্ন গৃহ ব্যবস্থাপনা আমদানী ও প্রতিস্থাপনে অর্থায়ন করে যাচ্ছে। ব্যাংক একটি এনজিওর মাধ্যমে ২০১১ সালে দেশের প্রত্যন্ত এলাকায় সৌরবিদ্যুৎ সম্পন্ন গৃহ ব্যবস্থাপনা আমদানী ও প্রতিস্থাপনে ৫৪ মিলিয়ন টাকা প্রদান করে। এ বিদ্যুতায়ন কর্মসূচীর দ্বারা প্রায় ১,৬০০ বাড়ি উপকৃত হয়।

#### ঋণের খাতওয়ারী বিতরণ

ব্যাংকের ঋণ এবং অগ্রিম প্রদানের কার্যক্রমের পরিমান ৪.১৭% প্রবৃদ্ধির মধ্য দিয়ে দাড়ায় ৮২,৮১৯.৯৭ মিলিয়ন টাকায়। নিচে খাতওয়ারী ঋণ ও অগ্রীম প্রদানের পরিমান দেখানো হয়েছেঃ

| ক্রমিক | খাত ও উপখাত সমূহ                   | 2033         |                    | 2020              |                |
|--------|------------------------------------|--------------|--------------------|-------------------|----------------|
| নং     |                                    | মিলিয়ন টাকা | %                  | মিলিয়ন টাকা      | %              |
| 2      | শিল্প                              |              |                    |                   |                |
|        | পাট ও কৃষি                         | ১,২২৭.৯৬     | 3.86%              | <b>১</b> ,०१৫.১৮  | ১.৩৫%          |
|        | সিমেন্ট                            | ৬৮৩.৮৮       | 0.50%              | 8,220.26          | ¢.\$9%         |
|        | কেমিক্যাল                          | ২৭২.৫৮       | 0.00%              | ৫,৮২৯.১৪          | ৭.৩৩%          |
|        | ইলেকট্রনিক্স                       | ২১৫.১০       | ০.২৬%              | ২,৩২৬.২৫          | ২.৯৩%          |
|        | খাদ্য ও এর আনুষঙ্গিক               | ১,৭৩৫.৫৭     | <b>૨.১</b> ০%      | ૭૪૪.૧૭            | 0.88%          |
|        | কাগজ                               | २,৫১৪.০৫     | <b>0</b> .08%      | ৪৯৮.২৯            | ০.৬৩%          |
|        | তৈরী পোষাক শিল্প                   | ৩,৫৪৮.০৫     | 8.২৮%              | <b>૨૦૯.૯</b> 8    | ০.২৬%          |
|        | আবাসন                              | ২,৯৩৬.৯৮     | J.&&%              | ৩,৮৬৪.৯৩          | 8.৮৬%          |
|        | ইস্পাত ও প্রকৌশল                   | ૭,૧১২.৪৬     | 8.87%              | ১,৭৬২.৯৭          | ২.২১%          |
|        | টেক্সটাইল                          | ৫,৮২৭.৭১     | ۹.08%              | ২,৩৩০.৬৫          | ২.৯৩%          |
|        | অন্যান্য                           | ২৫,৬১৪.৩৯    | ৩০.৯৩%             | ১১,৪৯২.৮৭         | \$8.8%         |
|        | মোট                                | 8৮,২৮৮.৭৪    | <b>&amp;</b> b.03% | ৩৩৮৪৮.৫২          | <b>8</b> ૨.૯૧% |
| ২      | অবকাঠামো খাতে বিনিয়োগ             |              |                    |                   |                |
|        | বিদ্যুৎ শক্তি                      | 833.93       | 0.00%              | ৩৫৪.৮১            | 0.88%          |
|        | টেলিযোগাযোগ                        | ৩২৫.২৫       | ০.৩৯%              | ৭৩.৪৬             | ০.০৯%          |
|        | নির্মাণ শিল্প                      | ৯৪১.৯১       | ۵.38%              | ১,৩১১.৬           | ১.৬৫%          |
|        | পরিবহন                             | ২,০৮৮.৫৯     | ২.৫২%              | ২,০৩৭.৩৭          | ২.৫৬%          |
|        | মোট                                | ૭,૧৬૧.৪৬     | 8.00%              | ૭,૧૧૧.૨8          | 8.90%          |
| ৩      | বাণিজ্য অর্থায়ন                   | ২৩,৩০০.৫০    | ২৮.১৩%             | ৩৪,০৯২.৮৭         | <b>8</b> ২.৮৮% |
| 8      | রপ্তানী অর্থায়ন                   | ২৫৯.১১       | 0.03%              | ৮৩২.১৯            | 5.06%          |
| ¢      | গৃহ নির্মাণ                        | ৫৬৬.৫৮       | 0.58%              | ৪৮৫.৭২            | 0.53%          |
| ৬      | কনজুমার ক্রেডিট                    | ২,৫৭৩.৫০     | ৩.১১%              | ২,৭৬৩.৮৫          | ৩.৪৭%          |
| ٩      | এসএমই                              | २,808.৮৮     | ২.৯০%              | २, <b>১</b> 8२.२२ | ২.৬৯%          |
| ዮ      | কর্মচারী ঋণ                        | ৪৭৪.৭৯       | ०.৫৭%              | ৪৯৯.৮৭            | 0.5 <b>0%</b>  |
| ৯      | ক্রেডিট কার্ড                      | ৬৭৬.০৬       | ০.৮২%              | ৫১৩.৮৮            | 0.56%          |
| 20     | নন ব্যাংকিং আর্থিক প্রতিষ্ঠান সমূহ | ৫০৮.৩৫       | 0.৬১%              | ৫৪৭.৮৬            | ০.৬৯%          |
|        | সর্বমোট                            | ৮২,৮১৯.৯৭    | 300%               | ঀ৯,৫০৪.২৩         | \$00%          |
|        |                                    |              |                    |                   |                |

#### ইসলামিক ব্যাংকিং

২০০৮ সালে ব্যাংক এশিয়া ইসলামিক ব্যাংকিং সেবা কার্যক্রম শুরু করে। ঢাকা, চট্টগ্রাম ও সিলেট বিভাগে ব্যাংকের ৫টি ইসলামিক ব্যাংকিং উইন্ডো রয়েছে। এছাড়া ব্যাংকের প্রত্যেকটি শাখায় রয়েছে ইসলামিক ব্যাংকিং অনুসন্ধান ডেস্ক। ব্যাংক এশিয়ার ইসলামিক সেবা এর দৃঢ় শরীয়াহ ভিত্তিক পণ্যের (পণ্য ও সেবা অংশে সূচী দেওয়া হল) এবং মুদারাবা আমানতের মাসিক আয়ের অংশীদারিত্বের ভিত্তিতে মুনাফা বন্টনের জন্য দেশে বিশেষ খ্যাতি অর্জন করেছে। উচ্চ মান সম্পন্ন সেবা ও গ্রাহক সম্ভষ্টির জন্য আমরা ব্যাংকের ৪০০ জন কর্মীকে ইসলামিক ব্যাংকিং নীতি, পণ্য ও গ্রাহক সেবা সংক্রান্ত বিষয়ে প্রশিক্ষণ দিয়েছি।

উদ্বন্তপত্রের তারিখ অনুযায়ী আমাদের ইসলামিক আমানত দাঁড়ায় ৩,০০৩ মিলিয়ন টাকা, বিনিয়োগ/সম্পদ দাড়ায় ২,৭৯৩ মিলিয়ন টাকা এবং মুনাফার প্রবৃদ্ধি দাঁড়ায় ৮.৯১% । অর্থনৈতিক অর্গুভুক্তির সম্প্রসারণে ব্যাংক এশিয়ার দৃঢ় প্রতিজ্ঞার প্রতিফলন স্বরুপ ২০১১ সালে স্কুল ব্যাংকিং পণ্য "স্মার্ট জুনিয়র সেভার" প্রবর্তন করে যার উদ্দেশ্য অল্পবয়সী শিশু/ ছাত্র-ছাত্রীদের ইসলামী ব্যাংকিং সেবার আওতায় আনা ।

#### ট্রেজারি কার্যক্রম

ট্রেজারি আন্তঃসংযোগ করে মুদ্রাবাজার এবং বৈদেশিক মুদ্রা বিনিময় বাজার, সামগ্রিক ফান্ড পজিশনের সাথে নিয়ন্ত্রক সংস্থা এবং মুদ্রা বাজারের ঝুঁকির পরিপালন করে থাকে।

#### মুদ্রাবাজার কার্যক্রম

আপনারা অবগত আছেন যে বাংলাদেশের মুদ্রা বাজার অস্থিতিশীল। আপনাদের ব্যাংক সফলতার সাথে সব বাধা অতিক্রম করে নেতৃস্থানীয় পর্যায়ে এই কার্যক্রম সম্পন্ন করে আসছে। প্রথম দুই কোয়ার্টারে যখন কলরেট ৫% থেকে ১২% ছিল তখন আপনাদের ব্যাংক এর পুরো সুযোগ গ্রহণ করে এবং তুলনামূলক কম রেটে ফান্ডিং করে। অন্যদিকে কল রেট যখন ২০% এ পৌছায় তখন আপনাদের ব্যাংক বেশি সুদ অর্জনের জন্য ঋণ দেয়।

#### সম্পদ এবং দায় ব্যবস্থাপনা

সম্পদ এবং দায় ব্যবস্থাপনা হলো ব্যাংকে অন এবং অফ ব্যালেপসীট এমন ভাবে সম্পাদন করা যাতে গ্রাহকদের প্রতিযোগিতামূলক মূল্যে পণ্য ও সেবা প্রদান করা যায় । ব্যাংকের জেষ্ঠ্য এবং অভিজ্ঞ কর্মকর্তাদের সমস্বয়ে একটি সম্পদ ও দায় ব্যাবস্থাপনা কমিটি গঠন করা হয়েছে যেখানে কৌশলগত সিদ্ধান্ত গ্রহণ এবং সম্পদ ও দায়ের মূল্য নির্ধারণ করে থাকে । উক্ত কমিটিতে মাসিক ALCO মিটিং এর মাধ্যমে বাজার বিশেষন পূর্বক প্রাসঙ্গিক ইস্যু যেমন আর্থিক পূর্বাভাস, বাজার পরিস্থিতি, সুদের হার, বিনিময় হার এবং স্প্রেড, ব্যালেঙ্গশীট, গ্যাপ, পার্টিনেন্ট রেশিও বিশেষন, অভ্যন্তরীণ বিনিময় মূল্য, নিয়ন্ত্রক এবং অডিট সংক্রান্ত পরিপালন বিষয়ে নিয়মিত আলোচনা করা হয় ।

#### বৈদেশিক মুদ্রা

ব্যাংকের ট্রেজারী বিভাগ বৈদেশিক মুদ্রা ব্যবসার বাজারের ঝুঁকি সক্রিয় ভাবে পর্যবেক্ষণ এবং সমাধান করে থাকে। যেমন ২০১১ সালে স্থানীয় মুদ্রার ১৬% অবমূল্যায়ন হয়েছে এবং বাংলাদেশ ব্যাংক বানিজ্যিক ব্যাংক গুলোর নিকট সরাসরি বৈদেশিক মুদ্রা বিক্রয় করে। এ ছাড়াও অন্য কার্যক্রম গুলোর মধ্যে রয়েছে এডি শাখা হতে মুদ্রা ক্রয় বিক্রয় এবং আন্তঃ ব্যাংক বাজার ব্যবস্থাপনা, নেট ওপেন পজিশন এবং তারল্য পজিশন ব্যবহার করে মুদ্রাসোয়াপ, স্পট, ফরওয়ার্ড সেল/বাই এবং প্রেসমেন্ট ইত্যাদি।

#### আন্তর্জাতিক বাণিজ্য

ব্যাংক এশিয়ার আন্তর্জাতিক বিভাগ বৈদেশিক সম্পর্ক উন্নয়ন করে বৈদেশিক ব্যবসা বৃদ্ধি করার বিষয়ে সব সময়ই উদ্গ্রীব । ব্যাংক এশিয়ার ১৬৫টি দেশের ৭৭৫ টি বৈদেশিক ব্যাংকের সাথে খুবই ভাল, শক্তিশালী এবং পারস্পরিক সার্থসংশিষ্ট সম্পর্ক রয়েছে । ব্যাংক ২৬টি খ্যতিসম্পন্ন বৈদেশিক ব্যাংকের সাথে আমাদের ২০২.১০ মিলিয়ন ডলারের বেশি ঋণ সুবিধা রয়েছে যা ক্রমবর্ধমান । ২০১১ সালে ব্যাংকের মাধ্যমে রপ্তানি হয়েছে ৭৪,৭৯৪.৫০ মিলিয়ন টাকা এবং আমদানি হয়েছে ৯৯,৪১৪.২০ মিলিয়ন টাকা । মোট ইনওয়ার্ড এবং আউটওয়ার্ড রেমিটেন্স ছিল যথাক্রমে ২১,৭৭৬ এবং ৬৮১ মিলিয়ন টাকা । আন্তর্জাতিক বিভাগের অধীনে CTSU ব্যাংকের ননএডি শাখা সমুহের পক্ষে বৈদেশিক বানিজ্য পরিচালনা করে থাকে । CTSU শুধু নন এডি শাখার বৈদেশিক বানিজ্য পরিচালনা করে বান বরং তারা কেন্দ্রীয় নিয়ন্ত্রন কার্যক্রমের মাধ্যমে ব্যাংক পরিচালন ঝুঁকি, রেগুলেটরি ঝুঁকি এবং রেপুটেশন ঝুঁকি কমাতে সহায়তা করে ।

#### অফ-শোর ব্যাংকিং

ইপিজেডের এ ক্যাটাগরি গ্রাহকদের বৈদেশিক মুদ্রার বিশেষ চাহিদা পুরনের লক্ষ্যে ৫ বছর আগে অফশোর ব্যাংকিং ইউনিট প্রতিষ্ঠা করা হয়। প্রতিষ্ঠার শুরু থেকেই অফশোর ব্যাংকিং ইউনিট সাফল্যের সাথে ব্যবসা করে আসছে। ২০১১ সালে তাদের আমানতের পরিমান দাঁড়ায় ৫.৫৯ মিলিয়ন ইউএস ডলার এবং ঋণ ও অগ্রিমের পরিমান ৯.৬৭ মিলিয়ন ইউএস ডলার এর সাথে আমদানি ২০১১ সালে ৯.১৩ মিলিয়ন ডলার থেকে বৃদ্ধি পেয়ে ১২.৯৬ মিলিয়ন ডলারে উন্নীত হয় এবং রপ্তানি ২৯.২০ মিলিয়ন ডলার যা ২০১০ সালে ছিল ২৩.৫৪ মিলিয়ন ডলার। ২০১১ সালে মুনাফা অর্জিত হয় ০.৫৬ মিলিয়ন ইউএস ডলার। ২০১১ সালে বিল ডিসকাউনটিং বাবদ অনসোর গ্রাহক থেকে অর্জিত হয়েছে ৯.৪০ মিলিয়ন ইউএস ডলার।

#### বৈদেশিক রেমিটেন্স

সাধারণভাবে রেমিটেন্স বলতে আমরা বিদেশে কর্মরত বাংলাদেশী শ্রমিকদের উপার্জনকে বুঝি যা বিভিন্ন চ্যানেলের মাধ্যমে বাংলাদেশে আসে। বর্তমানে ব্যাংকিং সেবা ব্যবহারের মাধ্যমে রেমিটেন্স জাতীয় অর্থনীতিতে উল্লেখযোগ্য ভূমিকা পালন করে আসছে। উন্নত সেবা, সর্বোচ্চ কর্মপ্রেরণা এবং গ্রাহকদের সাথে সার্বক্ষনিক যোগাযোগ ও সম্পর্ক উন্নয়নের মাধ্যমে ব্যাংক এশিয়া দেশে ও বিদেশে বিপুল সুনাম অর্জন করেছে। ২০১১ সালে মোট অর্ন্তমুখী রেমিটেন্সের পরিমান হল ২১,৭৭৭ মিলিয়ন টাকা যা বিগত বছরের তুলনায় ১৮.০৮ % বেশী। বিশ্বব্যাপী ৮ টি দেশে ব্যাংক এশিয়ার ৩০ টি রেমিটেন্স পার্টনার রয়েছে যাদের মধ্যে ওয়ের্স্টান ইউনিয়ন ও এক্সপ্রেস মানি অন্যতম । বিগত বছরে ৩টি দেশে ৬টি নতুন রেমিটেন্স পার্টনার যোগ হয়েছে। সাম্প্রতিক কালে বাংলাদেশ ব্যাংক আমাদেরকে স্থানীয় ৩ টি NGO কে এই নেটওয়ার্কের আওতায় অন্তর্ভুক্ত করার অনুমতি দিয়েছে । ডিস্ট্রিবিউশন চ্যানেল বৃদ্ধির লক্ষ্যে ব্যাংক এশিয়া "এল-ডোরাডো" নামক একটি রেমিটেন্স বন্টন প্রক্রিয়ায় অন্তর্ভুক্ত হয়েছে যা ১০টি ব্যাংকের সমন্বয়ে গঠিত হয়েছে। এই প্রক্রিয়ার মাধ্যমে ব্যাংক এশিয়া একই দিনে নিজ ব্যাংক এবং সদস্য ব্যাংকগুলোর যে কোন শাখায় বিইএফটিএন-এর মাধ্যমে রেমিটেন্স গ্রাহকদের হিসাবে জমা করে যা ব্যাংকের সেবার মানকে আরও সমৃদ্ধ করেছে ।

ব্যাংকিং সেবা থেকে বঞ্চিত গ্রামীন সাধারণ মানুষকে ব্যাংকিং সেবার আওতায় আনার লক্ষ্যে ব্যাংক এশিয়া তার প্রযুক্তি অংশিদার I-Pay লিমিটেড এর সাথে যুক্ত হয়ে "এক্সপ্রেস ক্যাশ" নামক একটি সেবা অতিশিগ্রই বাজারে আনতে যাচ্ছে, যা প্রায় চূড়ান্ত পর্যায়ে রয়েছে। সাম্প্রতিক কালে বাংলাদেশ অনলাইন গেটওয়ে সার্ভিস প্রোভাইডার (OPGSP)এর মাধ্যমে সেবা রপ্তানী সংক্রান্ত লেনদেন করার জন্য সব বানিজ্যিক ব্যাংক গুলোকে উৎসাহিত করেছে যার মধ্যে ব্যাংক এশিয়াই প্রথম সাড়া দিয়েছে ।স্বল্প মৃল্যের সফটওয়ার রপ্তানীকারক এবং ডাটা এন্ট্রি প্রতিষ্ঠান ALERT PAY INC. এর সাথে আমাদের সংস্টিতা বাংলাদেশে সহজে ও ঝামেলাহীন ভাবে টাকা পেতে সাহায্য করবে ।

#### কাৰ্ড বিভাগ

ব্যাংক এশিয়ার কার্ডস ডিপার্টমেন্ট ২০০৭ সালের জানুয়ারী মাসে একটি আলাদা বিভাগ হিসেবে তার যাত্রা শুরু করে যা বর্তমানে মোট কার্ডস পোর্টফোলিওর ৮% ধারন করে। গত বছর কার্ডস ডিপার্টমেন্টের মোট আয় ছিল ২২০ মিলিয়ন টাকা যা পূর্ববর্তী বছর থেকে ৩৭% বেশী। আমাদের ব্যাংকে আন্তর্জাতিক ব্র্যান্ডের Master Card, Visa Card রয়েছে। বাংলাদেশে প্রথম বারের মত ব্যাংক এশিয়া নতুন ভিসা টুনটুনি কার্ড এর প্রচলন করেছে। এ ছাড়া ও আমরা ডুয়াল কারেঙ্গি কার্ড, কার্ড চেক, ইঙ্গট্যান্ট বাই/ ইজি বাই ফেসিলিটি, ই-স্টেটমেন্ট, ফ্রি এসএমএস সার্ভিস, সফট পে, সফট টার্ন, শর্ট কোড ১৬২০৫ এর মাধ্যমে ২৪ ঘন্টা গ্রাহক সেবা ইত্যাদির মাধ্যমে ভ্যলু এডেড সার্ভিস প্রদান করছি।

এই বছর ব্যাংক এশিয়া কার্ডস পোর্টফোলিওতে উল্লেখযোগ্য পদক্ষেপ গ্রহন করা হয়েছে। ব্যাংক এশিয়া থেকে লংকাবাংলার কার্ড চেক ইস্যু করার জন্য আমরা বাংলাদেশ ব্যাংক থেকে আইনগত অনুমতি পেয়েছি এবং এই সেবা প্রদান এখন পুরোদমে চলছে। এ ছাড়াও আমরা বিভিন্ন প্রতিষ্ঠান/ব্র্যান্ডের সাথে ইজি পে, চুক্তিতে আবদ্ধ হয়েছি যার মাধ্যমে কার্ড গ্রাহকরা নোকিয়া, লিনোভা, পেনাসনিক, তোসিবা, সিটিসেল ইত্যাদি কোম্পানী থেকে তাদের পছন্দের পণ্য ৩-১২ মাসের সহজ কিস্তিতে ক্রয় করতে পারবে।

২০১১ সালে ব্যাংক এশিয়া ভার্চুয়াল কার্ড এবং এসএমই কার্ড নামক দুটি কার্ড বাজারে প্রচলন করেছে । ভার্চুয়াল কার্ডের মাধ্যমে ছাত্র-ছাত্রী এবং পেশাদার ব্যাক্তিরা দেশে থেকেই বিদেশী শিক্ষা প্রতিষ্ঠানের মেম্বারশীপ ফি এবং পড়াশোনার খরচ পরিশোধ করতে পারবেন । অপর পক্ষে এসএমই কার্ড এর সাহায্যে গ্রাহক তার ব্যবসায়িক দৈনন্দিন কার্যকলাপ পরিচালনা এবং মার্চেন্ট প্রতিষ্ঠান হতে পণ্য ক্রয়ের জন্য তাৎক্ষনিক অর্থের সংকুলান করতে পারবেন । ভবিষ্যতে ব্যাংক এশিয়া গ্রাহকদের তাৎক্ষনিক অর্থের চাহিদা মেটাতে নতুন নতুন সেবার পরিধি বাড়াতে বদ্ধ পরিকর ।

#### তথ্য ও যোগাযোগ প্রযুক্তি

তথ্য প্রযুক্তি হল এমন একটি কৌশলগত মাধ্যম যা ব্যাংকিং খাতকে তার স্বাভাবিক কর্মকান্ডের বাইরে কর্ম পরিচালনা করতে সক্ষম করেছে ৷আধুনিক প্রযুক্তি ব্যবহার করে ব্যাংক এশিয়া তার গ্রাহকগনকে সর্বোচ্চ সেবা প্রদান করছে । বর্তমানে ব্যাংক এশিয়া রিয়েল টাইম অনলাইন সেন্ট্রালাইজ্ড কোর ব্যাংকিং সিস্টেম ব্যবহার করছে যা ব্যাংকের নিজস্ব সহযোগী সফটওয়ার কোম্পানী "ইরা ইনফোটেক" দ্বারা তৈরীকৃত । ব্যাংক তার অনলাইন সেবাকে বিভিন্ন ডেলিভারী চ্যানেলের মাধ্যমে উন্নীত করেছে । যেমন ইন্টারনেট ব্যাংকিং, এটিএম, কিয়স্ক ইত্যাদি ।

#### সফটওয়ার ব্যবস্থাপনা

এই বছর ব্যাংক এশিয়া এ খাতে কিছু গুরুত্বপূর্ণ পদক্ষেপ গ্রহন করেছে যেমন অনলাইন ক্রেডিট এপ্রুভাল সিস্টেম (OCAS), সেন্ট্রালাইজ্ড ডকুমেন্ট ম্যানেজমেন্ট সিস্টেম, হেল্প ডেক্স ম্যানেজমেন্ট সিস্টেম, সুইফট ইন্টারফেসিং, সিবিএস ইত্যাদি। ব্যাংক এশিয়া তার কনভেনশনাল ব্যাংকিং এর জন্য STELAR এবং ইসলামিক ব্যাংকিং এর জন্য HIKMAH নামে দুটি অত্যস্ত নিরাপদ ও স্বতন্ত্র বৈশিষ্ট মন্ডিত কোর ব্যাংকিং সিস্টেম গ্রহন করেছে যা BEFTN এবং SWIFT এর মত অন্যান্য সফটওয়ারের সাথে সহজেই সামঞ্জস্যপূর্ন। ব্যাংকের ব্যবহুত আরেকটি পূর্নমত্রার সফটওয়ার হল অরবিট যার মাধ্যমে ব্যাংক তার মানবসম্পদের সার্বিক ব্যবস্থাপনা করে থাকে।

#### বিইএফটিএন

ইলেক্ট্রনিক পেমেন্ট সিস্টেম হল পেমেন্ট ম্যানেজমেন্টের সবচেয়ে আধুনিক মাধ্যম । ব্যাংক এশিয়া সাফল্যের সাথে ইলেক্ট্রনিক ফান্ড ট্রাঙ্গফার নেটওয়ার্কের মাধ্যমে কেন্দ্রীয়ভাবে কর্পোরেট অফিস থেকে রেমিটেঙ্গ দেশে এবং দেশের বাইরে সরবরাহ করতে পারে এবং বাংলাদেশ ইলেক্ট্রনিক ফান্ড ট্রাঙ্গফার নেটওয়ার্কের মাধ্যমে অংশীদারী ব্যাংকগুলোর পেমেন্ট সেটেল করতে পারে ।

#### অনলাইন সিআইবি

ব্যাংক এশিয়া আইটি ডিপার্টমেন্ট ব্যাংকের নিজস্ব কোর ব্যাংকিং সিস্টেম এর সাথে বাংলাদেশ ব্যাংকের অনলাইন সিআইবি রিপোর্টিং সিস্টেম এর সংযোগ স্থাপন করেছে। ফলে ব্যাংকের ঋণ প্রশাসন বিভাগ বাংলাদেশ ব্যাংকে যাওয়া ছাড়াই অনলাইনের মাধ্যমে সিআইবি রিপোর্ট সংগ্রহ করতে পারে।

#### নেটওয়ার্ক ও হার্ডওয়ার ব্যবস্থাপনা

২০১১ সালে ১১ টি নতুন শাখা যুক্ত হয়েছে, ফলে মোট শাখার সংখ্যা ৬৩ টি এবং মোট এসএমই সার্ভিস সেন্টার ৭টি তে দাঁড়িয়েছে । সর্বাধুনিক অনলাইন ব্যাংকিং সুবিধা পাওয়ার জন্য ব্যাংক এশিয়া সবগুলো ব্রাঞ্চ ও ডিপার্টমেন্ট রেডিও লিংক, ফাইবার অপটিক্স কেবলস্ এবং ভিস্যাট এর মাধ্যমে আইটির ডাটা সেন্টার এর সাথে কেন্দ্রিয়ভাবে সংযুক্ত । এই বছর ডার্ক ফাইবার কানেকটিভিটি কর্পোরেট অফিসের ২০০ জনের ও অধিক অনলাইন ব্যবহারকারীকে সর্বোচ্চ ব্যান্ডউইথ সুবিধা দিচ্ছে ।

#### ডিজাস্টার রিকভারি সাইট

ব্যাংক এশিয়ার আছে নিজস্ব ডিজাস্টার রিকভারী সাইট যার মাধ্যমে ব্যাংক তার সফটওয়ারে সংঘটিত যে কোন ধরনের ভুল ভ্রান্তি ও দুঘর্টনা থেকে রক্ষা পেতে পারে।

#### বিকল্প বিতরণ চ্যানেল সমূহ

ব্যাংক এশিয়ার বিকল্প বিতরণ বিভাগের মূল কার্যক্রম হচ্ছে গ্রাহকদের বিনামূল্যে ব্যাংকের কাউন্টারে দাঁড়িয়ে সেবা প্রদানের পরিবর্তে অত্যাধুনিক ব্যাংকিং সেবা প্রদান করা। গ্রাহকরা এখন অনলাইন ব্যবস্থাপনার মাধ্যমে ইউলিটি বিল ও ক্রেডিট কার্ড বিল সমূহ স্কুল/ ইউনিভার্সিটি ফি পরিশোধ এবং ফাণ্ড ট্রান্সফার এবং অন্যান্য ব্যাংকের চ্যানেল ব্যবহার করতে সক্ষম।

#### এটিএম

গত বছর ব্যাংক এশিয়া নগদ লেদেনের ৪৮% সম্পন্ন করেছে নিজস্ব ৬২টি এটিএম বুথ এবং যৌথ আয়োজনে সমগ্র বাংলাদেশে ২,৪০০ টির বেশি এটিএম বুথের মাধ্যমে। সারাদেশে আপনাদের ব্যাংকের নিজস্ব এটিএম বুথের সংখ্যা বাড়ানোর পরিকল্পনা রয়েছে।

#### মোবাইল ব্যাংকিং (এম ব্যাংকিং)

ব্যাংক এশিয়ার গ্রাহকরা তাৎক্ষনিকভাবে তাদের একাউন্ট এর যাবতীয় তথ্য, ফান্ড ট্রাঙ্গফার এবং বিল পেমেন্ট এম-ব্যাংকিং এর মাধ্যমে যে কোন মোবাইল অপারেটর থেকে ৬৯৬৯ নম্বরে SMS (শর্ট টেক্সট ম্যাসেজ) সেন্ড করে জানতে পারে। ব্যাংক এশিয়া এলাট ম্যাসেজ এর মাধ্যমে গ্রাহকদের অবহিত করে ডেবিট লেনদেন এবং প্রতিরোধ করে ফেইক লেনদেন। আমাদের সেকেন্ড জেনারেশন মোবাইল ব্যাংকিং সুবিধা অভ্যন্তরীণ রেমিটেন্সসহ সকল গ্রাহকের দোরগোড়ায় ন্যুনতম খরচে পৌঁছে দিতে সক্ষম হবে।

#### টেলি ব্যাংকিং

টেলি ব্যাংকিং আমাদের ই-প্রডাক্ট গুলোর মধ্যে নতুন মাত্রা যোগ করেছে। যদিও এর কার্যক্রম এখন ও চলছে, এই পদ্ধতিতে গ্রাহকরা তাদের টেলিফোন থেকে ১৬২০৫ নম্বরে ডায়াল করে আমাদের ব্যাংকিং সুবিধাসমূহ পেতে সক্ষম হবে। বর্তমানে সেবাসমূহ মাঝামাঝি পর্যায়ে রয়েছে যার মধ্যে অন্তর্ভুক্ত একাউন্ট ব্যালেঙ্গ অনুসন্ধান, লেনদেনের তথ্য, পিন কোড পরিবর্তন ইত্যাদি।

#### ইন্টারনেট ব্যাংকিং

ব্যাংক এশিয়ার ইন্টরনেট ব্যাংকিং (আমার ব্যাংকিং) সহজ, সুবিধাজনক এবং নিরুদ্বেগ লেনদেন প্রক্রিয়া। ব্যাংক এশিয়ার ইন্টারনেট ব্যাংকিং মডিউল এর মাধ্যমে গ্রাহকরা তাদের ব্যালেঙ্গ ইনফরমেশন এবং ফান্ড ট্রাঙ্গফার, ব্যাংকের যে কোন একাউন্টে যে কোন সময় পৃথীবির যে কোন প্রান্ত থেকে স্পষ্টত দেখতে পাবে। ইন্টারনেট ব্যাংকিং সিকিউরিটি সিস্টেম যে কোন অজ্ঞাত ব্যাবহার এবং হ্যাকারদের থেকে বিশ্বজুড়ে রক্ষা করে। ইন্টারনেট ব্যাংকিং সুবিধা বিভিন্ন প্রযুক্তির মাধ্যমে ইন্টারনেট গ্রাহকেদের লেনদেন নিশ্চিত করছে।

#### কল সেন্টার

গ্রাহকদের চাহিদা পূরনের লক্ষ্যে একটি কল সেন্টার যার নম্বর ১৬২০৫ শীগ্রই আমারদের ক্রেডিট কার্ড এর মাধ্যমে চালু করা হবে। গ্রাহকরা প্রডাক্ট তথ্য, একাউন্ট সম্পর্কিত তথ্য, ইন্টারেস্ট রেট ও বিনিময় রেট, ব্রাঞ্চ, ও এটিএম লোকেশন, রিটেইল এবং এসএমই সেবা সমূহ ব্যান্ডিগত লোন এবং তাদের অনুসন্ধান যে কোন পিএসটিএন ও মোবাইল ফোন থেকে জানতে পারবে।

#### ডেবিট কাৰ্ড

ব্যাংক এশিয়ার সঞ্চয়ী এবং চলতি হিসাবের গ্রাহকরা ভিসা ডেবিট কার্ড ব্যবহার করে এটিএম নেটওয়ার্কের সুযোগ এবং সমগ্র বাংলাদেশে ১৮,০০০ পিওএস এর ও বেশি মেশিন থেকে টাকা উত্তোলন এর সুযোগ পাচ্ছে।

#### কেন্দ্রীয় নিকাশ

২০০৯ সালে জুন মাসে ব্যাংক এশিয়া কেন্দ্রীয় নিকাশ বিভাগের কার্যক্রম শুরু করেছে। অক্টোবর ০৭, ২০১০ তারিখে BACH এবং ফেব্রুয়ারী ২৭, ২০১১ তারিখে বিইএফটিএন (BEFTN) Bangladesh Electronic Fund Transfer Network নামে বাংলাদেশ ব্যাংক প্রাথমিক ভাবে ঢাকায় এবং পর্যায়ক্রমে অন্যান্য জোনে সফলতার সঙ্গে এর কার্যক্রম বাস্তবায়ন করেছে। বর্তমানে যাবতীয় অন্তঃমুখী এবং বহিঃমুখী নিকাশ লেনদেনসহ যাবতীয় BACH কার্যক্রম কেদ্রীয়ভাবে সকল ব্রাঞ্চ এর সাথে সম্পাদন করছে। এই বিভাগ ৩ টি উপবিভাগে বিভক্ত BACH, MICR, & EFT. BACH কেন্দ্রীয় নিকাশ কর্যক্রমের সঙ্গে জড়িত, MICR কাজ করে MICR ইন্স্টুমেন্টস (চেক, পে অর্ডার, ডিমান্ড ড্রাফ্ট ইত্যাদি) এবং EFT (ইলেক্ট্রনিক ফান্ড ট্রাঙ্গফার) দ্রুততার সঙ্গে তহবিল স্থানান্তর সুবিধার নতুন দ্বার উন্মোচনের পাশাপাশি যথা সময়ে আন্তঃব্যাংক মূলতবি লেনদেন সম্পন্ন করতে সহায়তা করে।

#### ঋণ প্ৰশাসন বিভাগ

ব্যাংক এশিয়ার ঋণ প্রশাসন বিভাগ সম্পদের গুনগত মান নিশ্চিত করার লক্ষ্যে একটি গুরুত্বপূর্ণ ভূমিকা পালন করে আসছে। কেন্দ্রীয়ভাবে অত্র বিভাগের সকল ধরনের ঋণসীমা, ঋণের মেয়াদ,বিস্ত ারিত জামানত এবং অন্যান্য শর্তাবলী একই দিনে ঋণ ব্যাংকিং সিস্টেমে সন্নিবেশ করা হয় । ২০১১ সালে ৫৬,৪১৮৭ টি এ ধরনের এন্ট্রি সিস্টেমে সন্নিবেশিত করা হয়েছে । ঋণ প্রশাসন সার্বিকভাবে ঋনের গুনগতমান পর্যবক্ষন ও পর্যালোচনা করে থাকে । যদি কোন ঋণের গুনগতমান নিন্নগামী হয় তাহলে তা প্রয়োজনীয় ব্যবস্থা গ্রহণের জন্য ব্যবস্থাপনা কর্তৃপক্ষের গোচরীভূত করা হয় । মেয়াদ উত্তীর্ণ ঋণ হিসাব সমূহ নিয়মিত করার লক্ষ্যে অত্র বিভাগ শাখা পরিদর্শন সহ নিয়মিতভাবে শাখাসমূহের সাথে যোগাযোগ করে থাকে । এর ফলশ্রুতিতে এ বছর এসএমএ ঋণ হিসাবের শতকরা হার ছিল মাত্র ১.৪৬% । নিয়ন্ত্রক সংস্থার নির্দেশনা পরিপালনের লক্ষ্যে ঋণ প্রশাসন বিভাগ শাখাসমূহের ঋণ সম্পর্কিত দলিলাদির পরীক্ষা কার্যক্রম শুরু করেছে ।

#### অনলাইন সিআইবি

ব্যাংক এশিয়া সাফল্যের সাথে সেপ্টেম্বর ২০১১ থেকে অনলাইন CIB প্রতিবেদন কার্যক্রম শুরু করেছে। ২০১১ সালে ব্যাংক ১৩,৮৩৭ টি CIB প্রতিবেদন প্রথাগত ভাবে এবং ৫,৫১০ টি অনলাইনের মাধ্যমে সংগ্রহ করেছে। এর ফলে তাৎক্ষনিকভাবে যে কোন গ্রাহকের CIB প্রতিবেদন সংগ্রহ করতে পারে, যেখান CIB প্রতিবেদন অনলাইনে সংগ্রহ করার পদ্ধতি চালু হওয়ার পূর্বে দীর্ঘ সময় লাগতো।

#### ঋণ আদায়

ব্যাংকের একটি অন্যতম গুরুত্বপূর্ণ বিভাগ যা ব্যাংকের স্থবির ঋণ/ সম্পদ, অভ্যন্তরীন আইনগত সেবা এবং আদালতে চলমান মামলাসমূহ পর্যবেক্ষণের দায়িত্বে নিয়োজিত। আইন কর্মকর্তাগন ব্যাংকের বিভিন্ন বিষয়ে আইনগত মতামত প্রদান, বিবিধ দলিল ও চুক্তি সমূহ প্রস্তুত করণের মাধ্যমে ব্যাংকের দৈনন্দিন কার্যক্রমে সহযোগিতা প্রদান করে আসছেন।

ব্যাংক কর্তৃক এবং ব্যাংকের বিরুদ্ধে দায়েরকৃত চলমান মামলা সমূহের নিবিড় পর্যবেক্ষণ, তদারকি এবং ব্যাংকের তালিকাভুক্ত আইনজীবিদের সাথে যোগাযোগের মাধ্যমে মামলা সমূহের নিস্পত্তি ত্বরাম্বিত করাই এই বিভাগের মূল কাজ।

২০১১ সালে ঋণ আদায় ও আইন বিভাগ সংশিষ্ট শাখা সমূহের সঙ্গে সমম্বিত প্রচেষ্ঠার মাধ্যমে ১,১৮৮.২১ মিলিয়ন টাকা শ্রেনীকৃত ঋণ আদায়ে সমর্থ হয়েছে। অধিকিম্ভ এ বছর ৮৮ টি ঋণ হিসাবের পূনঃতফশিলীকরণ ও নিস্পন্তির মাধ্যমে প্রায় ১,৯০৯.১২ মিলিয়ন টাকা নিয়মিত করা হয়েছে।

২০১১ সালে সর্বমোট ৭৯ টি অর্থখন মামলা যার মূল্যমান ১,১৬৫.০৮ মিলিয়ন টাকা এবং এর মধ্যে ২৫৮.৫৩ মিলিয়ন টাকা মূল্যমানের ২২ টি মামলায় ব্যাংকের অনুকূলে রায় হয়েছে। অপর দুটি মামলায় ৫১.২৮ মিলিয়ন টাকা সোলেনামা/আপোষ মীমাংসা সম্পাদনের মাধ্যমে নিম্পত্তি হয়েছে। অন্যদিকে ৮ টি মামলায় আপোষকৃত ১১১.৫৯ মিলিয়ন টাকা (অবলোপনকৃত ৮৭.৮ মিলিয়ন টাকা সহ) আদায়ের মাধ্যমে চূড়ান্ত নিস্পত্তি করা হয়েছে।

#### অভ্যন্তরীণ নিয়ন্ত্রন এবং নিয়ম পরিপালন

ব্যাংকিং হচ্ছে বহুমাত্রিক এবং জটিল আর্থিক কার্যক্রম। এর কার্যক্রমের সঙ্গে জড়িয়ে আছে বড় ধরনের ঝুঁকি। ব্যাংকের কার্যক্রম সুষ্ঠভাবে সম্পাদন করতে হলে কার্যকর অভ্যস্তরীণ নিয়ন্ত্রন পদ্ধতির প্রয়োগ, কর্পোরেট সুশাসন, স্বচ্ছতা, জবাবদিহিতা ইত্যাদি বিষয়গুলো সতর্কতার সাথে বিবেচনায় রাখতে হবে।

অভ্যন্তরীণ নিয়ন্ত্রণ হচ্ছে এমন এক প্রক্রিয়া যা দক্ষ ও কার্যকরভাবে লক্ষ্য অর্জন, আর্থিক প্রতিবেদনের বিশ্বস্ততা এবং বিরাজমান আইন, বিধিমালা, এবং অভ্যন্তরীন নীতিমালার সাথে এর সুসঙ্গতির নিশ্চয়তা প্রদান করে এবং কোম্পানীর পরিচালনা পর্ষদ, ব্যবস্থাপনা, এবং অন্যান্য ব্যক্তিবর্গের তত্ত্বাবধানে এটি পরিচালিত হয় । অভ্যন্তরীণ নিয়ন্ত্রন হল সেইসব নীতিমালা ও প্রক্রিয়া যা এককভাবে কিংবা অন্যান্য নীতিমালা ও প্রক্রিয়ার সাথে কোম্পানীর নিদিষ্ট কোন ঝুঁকি কিংবা ব্যবসায়িক কার্যক্রম পরিচালনা ও নিয়ন্ত্রন করে । ব্যাংক এশিয়া যাতে সুষ্ঠু ও বিচক্ষণভাবে তার ব্যাংকিং কার্যক্রম চালাতে সক্ষম হয় সে লক্ষ্যে ব্যাংক তার পরিচালনা পর্যদে কার্যক্রম চালাতে সক্ষম হয় সে লক্ষ্যে ব্যাংক তার পরিচালনা পর্যদ , ব্যবস্থাপনা, সাংগঠনিক এবং পদ্ধতিগত আভান্তরীণ নিয়ন্ত্রন পদ্ধতির মাধ্যমে দুর্বলতাসমূহকে চিহ্নিত করে এবং সেগুলো কাটিয়ে উঠতে কার্যকর সিদ্ধান্ত গ্রহণ করে । অন্যন্তরীণ নিয়ন্ত্রণ পদ্ধতির কার্যকারিতা যাচাইয়ের লক্ষ্যে ব্যাংক পরিচালনা পর্যদ একটি অভিট কমিটি গঠন করেছেন । এই অডিট কমিটি নির্দিষ্ট সময় অন্তর ব্যাংকের জ্যেষ্ঠ ব্যবস্থাপনার সাথে এ পদ্ধতির কার্যকারিতা বাস্তবায়নের লক্ষ্যে বৈঠক করেন । তারা এটাও নিশ্চিত করেন যে, অডিট কমিটি এবং ইন্টারনাল কন্ট্রোল এন্ড কমপায়েঙ্গ ডিপার্টমেন্ট (আইসিসিডি) এর সুপারিশ ব্যবস্থাপনা কর্ত্পক্ষ যথাযথভাবে পালন করছেন ।

অনুমোদিত নিরীক্ষা পরিকল্পনা অনুযায়ী, ২০১১ সালে ৬৩ টি শাখা, কৃষি শাখা ও এসএমই কেন্দ্র এবং ১০ টি কর্পোরেট অফিসের বিভাগ নিরীক্ষা ও পরিদর্শনের আওতায় আনা হয । আইসিসিডি, ২০১১ সালে সকল শাখা ও বিভাগসমূহের (৭৩ টি শাখা ও কর্পোরেট অফিসের বিভাগ) উপর নিরীক্ষা ও পরিদর্শন কার্যক্রম সম্পন্ন করতে সক্ষম হয় । ব্যাংকের MANCOM প্রতি বছর ব্যাংকের নিয়ন্ত্রণ পদ্ধতির কার্যকারিতা পর্যালোচনা করেন এবং অভ্যন্তরীণ নিয়ন্ত্রণ পদ্ধতি, এর চর্চা এবং কার্যপ্রণালীর কার্যকারিতা সম্পর্ক পরিচালনা পর্ষদের কাছে রির্পোট প্রদান করেন । অভ্যন্তরীন নিয়ন্ত্রক দল ব্যাংকের অভ্যন্তরীণ নিরীক্ষা পরিচালনা করেন । গুরত্বপূর্ণ কোন সমস্যা চিহ্নিত হলে সে বিষয়ে বোর্ডের অডিট কমিটিকে অবহিত করা হয় ।

#### ব্র্যান্ডিং

প্রতিটি পণ্যের ব্র্যান্ডিং প্রয়োজন যাতে তারা গ্রাহকের মনে একটি অনুভূতি জন্ম দিয়ে গ্রাহকের মন জয় করতে পারে। ব্যাংক এশিয়া লিঃ উদ্দ্যোগ নিয়েছে যে, তারা সর্বোন্তম সেবা দিয়ে ব্যাংক এশিয়ার প্রতি গ্রাহকের দারুন অনুভূতির জন্ম দিবে। এ লক্ষ্যকে সামনে রেখে কর্পোরেট এফ্যেয়ারস এবং ব্র্যান্ডিং বিভাগ খোলা হয়েছে। বিভাগটির যাত্রা গুরু হয়েছে সেপ্টেম্বর ২০১১ সালে। গুরু থেকে বিভাগটি অনেক সাফল্য মন্ডিত কার্যক্রমের মাধ্যমে সম্মানিত গ্রাহকের এবং সম্ভাব্য গ্রাহকের মনে ব্যাংক এশিয়ার প্রতি নতুন ধারনার জন্ম দিয়েছে। ব্যাংকে পণ্য ও সেবা সমুহের অন্তর্নিহিত উদ্দেশ্যগুলোকে গ্রাহকের কাছে আরও ধারাবাহিক ও দৃশ্যমান উপস্থাপনই এই বিভাগের মূল লক্ষ্য।

#### আনুসাঙ্গিক সহযোগী বিভাগ

আনুসাঙ্গিক সহযোগী বিভাগ একটি গুরুত্বপুর্ণ বিভাগ যেখানে তারা প্রয়োজনীয় অবকাঠামো এবং প্রয়োজনীয় স্থাপনা তৈরি করে ব্যাংকের পরিচালনা কার্যক্রম সুচারুভাবে সম্পন্ন করে এবং ব্যাংকের লক্ষ্য পূরনে সহযোগিতা করে। আনুসাঙ্গিক সহযোগী বিভাগের মূল কাজ হলো শাখা বৃদ্ধি করা, কর্মস্থলের যাবতীয় আনুসাঙ্গিক যন্ত্রপাতি, চাহিদামত সাপোর্ট কর্মী সরবরাহ, বীমা পলিসি এবং ব্যাংকের সম্পদের মেরামত সংরক্ষণ এবং যোগাযোগ রক্ষা করা।

#### মানব সম্পদ উনুয়ন

আমরা অনেক প্রচেষ্টার মাধ্যমে ব্যাংক এশিয়া জন্য একটি বৃহৎ পরিসর তৈরী করেছি যা পুরস্কৃত করে সফলতা এবং উৎসাহিত করে কর্মীদের নিজস্ব ব্যান্ডিগত উন্নয়ানের আমাদের উদ্দেশ্য প্রশিক্ষন এবং পুরস্কৃতকরণ প্রক্রিয়ার মধ্য দিয়ে কর্মীদের চিন্তা, ব্যবহার কর্ম সম্পাদন এবং স্বাধীনভাবে স্বিদ্ধান্ত গ্রহনে যোগ্য করে তোলা।

বিগত ২০১১ সালে ব্যাংক এশিয়া মানব সম্পদ উন্নয়নের লক্ষ্যে বেশ কিছু কার্যক্রম পরিচালনা করেছে:

- ব্যাংকের গঠন প্রণালী নভেশান স্ট্রাটেজিক এলাইনমেন্ট মডেল অনুসারে পুনর্গঠন করা হয়েছে, যা ব্যবসায়িক কার্যক্রম, পরিচালনা কার্যক্রম, রিস্ক ম্যানেজমেন্ট কার্যক্রম এবং কার্য সম্পাদনের উপর গুরুত্বারোপ করে।
- কর্মীদের আরও প্রেষনা এবং বর্তমানের পরিবর্তিত বাজারের চাহিদার সাথে গতিময় করার লক্ষ্যে চাকুরি বিধি পরিবর্তন করা হয়েছে।
- কর্মীদের কর্মদক্ষতা সারিবদ্ধ, পরিচালনা এবং পুরস্কৃত করার লক্ষ্যে KPI ভিত্তিতে কর্মদক্ষতা পরিচালনা কার্যক্রমের উন্নয়ন করা হয়েছে।
- ব্যাংক এশিয়া একটি গঠনমূলক প্রতিষ্ঠান এবং সুযোগ সন্ধানের লক্ষ্যে কার্যক্রম পচিলিনা করে যা সমসাময়িক ব্যাংক গুলোর মধ্যে বাজারে নেতৃত্ব দিতে অদূর ভবিষ্যতে সাহায্য করবে ।
- প্রতিভা ব্যবস্থাপনা একটি KPI যা উচ্চতর পরিচালনামন্ডলী এবং মানব সম্পদ বিভাগের জন্য প্রযোজ্য । ২০১১ সালে আমাদের ব্যাংক ১৯৩ জন নতুন কর্মী নিয়োগ করে এবং ৪৫ জন ব্যবস্থাপনা শিক্ষানবিশ নিয়োগ করে একটি বিচক্ষণ কর্মীনিয়োগ পদ্ধতির মাধ্যমে ।

#### শিক্ষা এবং উন্নয়ন

ব্যাংক এশিয়ার মানব সম্পদ বিভাগ তার উদ্দেশ্যকে সফল করার লক্ষ্যে বিগত ২০১১ সালে নিন্মলিখিত প্রশিক্ষণের মাধ্যমে মানব সম্পদ গড়ে তুলেছে।

|                         | ২০১১ সাল                |               |  |
|-------------------------|-------------------------|---------------|--|
| বৰ্ণনা                  | অংশগ্রহনকারীর<br>সংখ্যা | মোট কর্মঘন্টা |  |
| আভ্যন্তরীণ প্রশিক্ষণ    | ১,১৮৬                   | ર৯,૧૯૨        |  |
| বাংলাদেশ ব্যাংক         | <b>২</b> 8              | ২১৬           |  |
| বিআইবিএম                | ২২                      | ৬১৪           |  |
| শিক্ষক দ্বারা প্রশিক্ষণ | ৭৬                      | ১,৪০৮         |  |
| বৈদেশিক প্রশিক্ষণ       | Ъ                       | ১৬০           |  |
| সর্বমোট                 | ১,৩১৬                   | ৩২,১৫০        |  |

আমাদের ব্যাংক ৬টি মৌলিক প্রশিক্ষণ পরিচালনা করে, যা তিন সপ্তাহ ব্যপী হয়, প্রথম পর্যায়ের কর্মীদের জ্ঞান এবং ব্যাংকিং দক্ষতা বৃদ্ধির লক্ষ্যে, ক্রেডিট রিস্ক ম্যানেজমেন্ট, এন্টি মানি লন্ডারিং, ফরেন এক্সচেঞ্জ, এসেট লায়বিলিটি ম্যানেজমেন্ট বিবিধ বিভাগের পরিসংখানমূলক দক্ষতা বাস্তবায়নের লক্ষ্যে ব্যাংক বাস্তবভিত্তিক প্রশিক্ষণ কার্যক্রম চালু করে।

#### শিক্ষা মূল্যায়ন চেইন

LVC একটি মৃল্যায়ন গঠনপ্রনালী যা পরিসংখ্যান মাপকাঠি। শিক্ষকতা এবং জ্ঞানের উপর ভিত্তি করে LVC গঠনপ্রনালী সাহায্য করে একটি সংস্কার (L&D) উদ্যোক্তাদের তুলে ধরে মূল্যায়নের মাপকাঠিতে একইভাবে অংশ নিতে। LVC পদ্ধতিতে নিল্বর্নিত ৬ টি ধাপ আছে: ব্যবসার প্রয়োজন, শিক্ষার প্রয়োজনে, পদ্ধতি এবং উন্নয়নে, ডেলিভারী, নতুন শিক্ষার প্রবর্তন ও প্রতিস্থাপন এবং ফলাফল।

বিশ্বমানের সর্বোৎকৃষ্ট ক্রেতা সুবিধার উপর ভিত্তি করে একটি গতিময় কার্যক্রম চালু করেছে যা নিয়মমাফিক শেখা, পরীক্ষা এবং উন্নত ক্রেতা সেবার নিয়ম এবং নীতি প্রলুব্ধ করে।

#### অনলাইন শিক্ষা

অনলাইন প্রশিক্ষণ প্রদানের জন্য রহিম আফরোজের সহযোগী প্রতিষ্ঠান ফোর নলেজ এর সাথে একটি চুক্তি স্বাক্ষর করা হয়েছে। এই চুক্তির আওতায় আমাদের কর্মকর্তা ও কর্মচারীবৃন্দ সার্বক্ষনিক ভাবে অনলাইনে বিভিন্ন সহজাত ও উন্নত কৌশল শেখা এবং নের্ত্বত্ব দক্ষতার উপর কোর্স সম্পন্ন করতে পারবে। এ ছাড়া আমাদের নিজস্ব কিছু অনলাইন কোর্স তৈরির উদ্যোগ নেওয়া হয়েছে। এই উদ্যোগের অংশ হিসেবে

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#### জেন্ডার পজিশনিং

ব্যাংক এশিয়াতে নারী ও পুরুষ উভয়ের জন্য কাজের সমান সুযোগ ও অধিকার রয়েছে । নারী ও পুরুষ নির্বিশেষে চাকুরীতে অগ্রগতির জন্য অনুকূল পরিবেশ ও সংস্কৃতি বিরাজমান । নারী-পুরুষ সমতার প্রতি আমাদের দায়বদ্ধতা প্রতিষ্ঠানের সকল নীতি ও চাকুরী বিধিতে সরিবেশিত হয়েছে ।

বর্তমানে মোট কর্মীর ২৮.২% নারী এবং ৭১.৭৮% পুরুষ। ২০১১ সালে মোট ১৯৩ জন কর্মকর্তা কর্মচারী ব্যাংকে নিয়োগ করা হয় । তাদের মধ্যে ২৮.৫৭% নারী এবং ৭১.৪৩% পুরুষ।

#### মানব সম্পদ ও ভবিষ্যত পরিকল্পনা

আমাদের মানব সম্পদ উন্নয়ন তথা ব্যাংকের সার্বিক ব্যবসায়িক উন্নতির জন্য আপনাদের ব্যাংক ভবিষ্যতে নিন্ম লিখিত বিষয়গুলোর উপর গুরুত্ব প্রদান করবেঃ

- \* কর্পোরেট প্রশিক্ষণ কেন্দ্রকে পূর্ণগঠন এবং শক্তিশালীকরণ ।
- \* যোগাযোগ প্রশিক্ষণ কেন্দ্র স্থাপন।
- \* পাইলট প্রকল্প গুলো পরিচালনার জন্য Six Sigma Incubator স্থাপন।
- \* Business Process Improve Model চালু করা ।
- \* তিন স্তর বিশিষ্ট মানব সম্পদ নির্দেশিকা পদ্ধতির সূচনা করা।

#### ট্রিপল বটম লাইন

দ্বিপল বটম লাইন হচেছ একটি মানদন্ড যা কোন কর্মকান্ডের সাফল্যকে সামাজিক, পরিবেশ এবং আর্থিক এই তিনটি মাত্রার স্বাপেক্ষে বিচার করে। এই তিনটি মাত্রার সঙ্গে জড়িত হচ্ছে জনগন, গ্রহ এবং মুনাফা।

#### জনগণ

কর্পোরেট সুনাগরিক হিসেবে ব্যাংক এশিয়া সর্বদা CSR এর মাধ্যমে সমাজে সেবায় অংশগ্রহন করে, যা CSR বিভাগে বিস্তারিত বর্ণনা করা হয়েছে। কর্মীদের জন্য Value Creation মডেলের মাধ্যমে ব্যাংক গর্বের সঙ্গে নিম্নলিখিত অর্জনগুলো দাবী করেঃ

- মানব সম্পদ বিনিয়োগের অনুপাত 8.৭ যা ব্যাংকিং শ্রম ক্ষেত্রে অনুপাত (২.১৫) এর চাইতে অনেক বেশী।
- অর্থনৈতিক মূল্য সংযোজন কর্মী প্রতি ৬,২৫,৩০২ টাকা ।
- ২০১১ সালে কর্মীদের ৩২,১৫০ মানব ঘন্টা প্রশিক্ষন দেয়া হয়েছে।

#### পৃথিবী

ব্যাংক এশিয়ার একটি কৌশলগত প্রচেষ্টা হল সবুজ ব্যাংকিং কার্যক্রম পরিচালন করা। এই কার্যক্রমের অন্তর্ভুক্ত হয়েছে দক্ষতা সম্পন্ন কাগজ বিহীন কর্মক্ষেত্র, নবায়ন শক্তিতে অর্থায়ন ইত্যাদি। ব্যাংক এশিয়ার সবুজ ব্যাংকিং উদ্যোগের অর্জন গ্রীন ব্যাংকিং অংশে বিস্তারিত আলোচনা হয়েছে।

#### মুনাফা

২০১১ সালে ব্যাংক এশিয়ার অর্থনৈতিক লাভ ৮৬৯ মিলিয়ন টাকা ।

#### ঝুঁকি ভিত্তিক মূলধনের পর্যাপ্ততা

আপনার ব্যাংক বাজার ঝুঁকি, অপরপক্ষীয়/বিপরীত পক্ষীয় ঋণ ঝুঁকি এবং পরিচালন ঝুঁকির জন্য আরও সুসংহত ব্যবস্থাপনা প্রবর্তন/প্রসারের উদ্দেশ্যে মূলধন বৃদ্ধির বিভিন্ন পদক্ষেপের মাধ্যমে একটি দৃঢ় মূলধন ভিত্তি গড়ে তুলেছে।

বাংলাদেশ ব্যাংকের আরবিসিএ (ঝুঁকি ভিত্তিক মূলধনের পর্যাপ্ততা) নীতিমালা অনুসারে সকল নিবন্ধিত ব্যাংককে তাদের মূলধন পর্যাপ্ততার প্রতিবেদন বাজারে অংশগ্রহনকারীদের জন্য প্রকাশ করতে হয়। উদাহরণ স্বরূপ পিলার-২ এর অধীনে সম্পদের সম্ভাব্য ঝুঁকি মোকাবিলায় ব্যাসেল-২ এর পিলার -১ এর অধীনে ব্যাংকের নূন্যতম মূলধন আবশ্যকতায় এবং মূলধন পর্যাপ্ততার সাথে সংশিষ্ট বিভিন্ন ধরনের ঝুঁকি নিরুপণে স্বার্থসংশ্লিষ্ট পক্ষসমূহ একটি গুরুত্বপূর্ন তথ্য। ব্যাংক এশিয়া ২০১১ সালের জন্য বাজার প্রতিবেদন প্রস্তুত করেছে। এই সংক্রান্ত বিস্তারিত প্রতিবেদন গুনগত এবং মানগতভাবে পৃথক ভাগে বিন্যাস্ত করা হয়েছে।

#### কর্পোরেট সুশাসন

কর্পোরেট সুশাসন এমন একটি ব্যবস্থা যা প্রতিষ্ঠানের কর্মীবৃন্দের অধিকার ও কর্তব্য নিরুপন করে এবং প্রতিষ্ঠানের জন্য নিদের্শনা ও নিয়ন্ত্রনের রুপরেখা প্রদান করে । ব্যাংক এশিয়ার প্রতিষ্ঠালগ্ন থেকে কর্পোরেট সুশাসনের নীতির উপর অবিচল যেখানে পরিচালনা পর্যদ প্রতিষ্ঠানের কৌশলগত নির্দেশনা প্রনয়ন এবং প্রতিষ্ঠানের উদ্ধতন কর্মকর্তাদের ব্যবস্থাপনার সাথে প্রতিষ্ঠানের মিশন ও ভিশন সংজ্ঞায়িত করে গুরুত্বপূর্ন ভূমিকা পালন করে, ব্যাংক এশিয়া কর্পোরেট সুশাসন কার্যক্রম দ্বারা প্রতিষ্ঠিত একটি শ্রেষ্ঠ ব্যবস্থা যা জবাবদিহিতা, স্বচ্ছতা এবং দলগত কাজ নিশ্চিত করে । এই বিষয়ে কর্পোরেট সুশাসনের অনুশীলনে পৃথকভাগে আলোচনা করা হয়েছে ।

#### কর্পোরেট সামাজিক দায়বদ্ধতা

ব্যাংক এশিয়া এর প্রতিবেশকে কেবল মুনাফা অর্জনের উপায় হিসেবে বিবেচনা করে না বরং নিজেকে দায়িত্ববান কার্পোরেট নাগরিক হিসেবে সমাজে উপস্থাপন করে যার মূল উদ্দেশ্য সমাজের কল্যান করা/ মানউন্নয়ন করা । অধিকিন্তু গুনগত ব্যাংকিং সমাধান/সেবা প্রদানের উপর ভিত্তি করে অমরা বিভিন্ন সামাজিক উন্নয়ন কার্যক্রমে অংশগ্রহন করি । আমাদের প্রধান কয়েকটি সামাজিক কার্যক্রমের মধ্যে উল্লেখযোগ্য হল বিনামূল্যে চক্ষু শিবির কার্যক্রম এবং জন্মান্ধ শিশুদের চক্ষু অপারেশন কর্মসূচি, বিনামূল্য কম্পিউটার প্রশিক্ষন কেন্দ্র পরিচালনা এবং গরিব মেধাবী ছাত্র-ছাত্রীদের বৃত্তি প্রদান। সিএসআর কর্মসূচী অংশে এ বিষয়ে বিস্তারিত আলোচনা করা হয়েছে।

#### গ্রিন ব্যাংকিং

বর্তমানে গ্রিন ব্যাংকিং কার্যক্রমের ধারনা স্থানীয় এবং আন্তর্জাতিক অর্থনৈতিক সমাজে অনেক বেশি দৃষ্টি আকর্ষন করেছে । দুরদর্শিতাপ্রযুক্ত এবং সময়ের লাভজনক পদক্ষেপ হিসেবে আপনাদের ব্যাংক এর ব্যবসায়িক কার্যক্রমে সংযুক্ত করেছে বেশ কয়েকটি গ্রিন ব্যাংকিং প্রকল্প যা পরিবেশ এবং সমাজের জন্য খুবই লাভজনক । গ্রিন ব্যাংকিং বিনিয়োগের অধীনে নেয়া কয়েকটি প্রকল্প হল সিএজি রুপান্তর পান্ট, (হাইব্রিড হফম্যান ক্রিন) প্রযুক্তির উপর গঠিত পরিবেশ বান্ধব ইটভাটা ইত্যাদি । আমাদের গ্রিন ব্যাংকিং কার্যক্রম আলাদাভাবে বিস্তারিত আলোচনা করা হয়েছে ।

#### ব্যাংক এশিয়া সিকিউরিটিজ লিমিটেড

ব্যাংক এশিয়ার পঁজিবাজার বিভাগ পঁজিবাজারে স্টক বোকার এবং স্টক ডিলারের কার্যক্রম পরিচালনার উদ্দেশ্যে ২০০৯ সালে ৫ আগস্ট যাত্রা শুরু করে । পরবর্তিতে ব্যবসায়িক এবং নিয়ন্ত্রন কর্তৃপক্ষের চাহিদার সাথে খাপ খাওয়ানোর জন্য সিএমডি ব্যাংকের নিয়ন্ত্রানাধীন কোম্পানী হিসাবে "ব্যাংক এশিয়া সিকিউরিটিজ লিমিটেড" নামে ২০১১ সালের ১৬ মার্চ সিকিউরিটিজ এন্ড একচেঞ্জ কমিশিনে নিবদ্ধিত হয়। কোম্পানীটি ২০১১ সালের ১৭ এপ্রিল স্বতন্ত্রভাবে এর বানিজ্যিক কার্যক্রম শুরু করে। পুঁজি বাজারের দরপতনের প্রবণতা স্বত্তেও ব্যাংক এশিয়া সিকিউরিটিজ লিমিটেড এর স্বল্প যাত্রায় প্রাত্যহিক লেনদেন, মনাফা এবং গ্রাহক সংখ্যা বিবেচনায় প্রশংসনীয় কৃতিত্ব অর্জন করেছে । প্রাত্যহিক লেনদেনের ভিত্তিতে ব্যাংক এশিয়া সিকিউরিটিজ লিমিটেড ঢাকা স্টক এক্সচেঞ্জ লিমিটেড এর শীর্ষ ১০ কোম্পানীর মধ্যে অবস্থান করে। উক্ত প্রতিষ্ঠানের ২০১১ সালে মুনাফা দাঁড়ায় ৩০৪.৯২ মিলিয়ন টাকা যা এ খাতের প্রথম পাঁচটি প্রতিষ্ঠানের একটি। ২০১১ সালে মোট গ্রাহক সংখ্যা দাঁড়ায় ৪,৫৪২ জন যার মধ্যে ৪,৪৭৯ জন ব্যক্তি, ৬৩ টি প্রতিষ্ঠান এবং ৪ জন প্রবাসী বাংলাদেশী এবং ২০১০ সালে তা ছিল ৩,৯২৮ জন যার মধ্যে ৩,৮৭৪ জন ব্যক্তি ৫১ টি প্রতিষ্ঠান এবং ৩ জন প্রবাসী বাংলাদেশী । মার্জিন ঋনের পরিমান ৪,৪০২ মিলিয়ন টাকা যা ২০১০ সালে ছিল ৩,৮৬১ মিলিয়ন টাকা।

#### ব্যাংক এশিয়া এক্সচেঞ্জ কোম্পানী (ইউকে) লিমিটেড

ব্যাংক এশিয়া এর সম্পূর্ন মালিকানাধীন প্রতিষ্ঠান ব্যাংক এশিয়া এক্সচেঞ্জ কোম্পানী (ইউকে) লিমিটেড এর ব্যবসাকে ইউকেতে সম্প্রসারিত করে যার উদ্দেশ্য প্রবাসীদের কষ্টার্জিত আয়কে দ্রুত এবং ব্যাংক চ্যানেলের মাধ্যমে দেশে পাঠানোকে সহজতর করা। বিএ এক্সচেঞ্জ কোম্পানী (ইউকে) ২০১১ সালের ১৬ মে লন্ডনে এর কার্যক্রম শুরু করে। ২০১১ সালের ২৪ জুন বাংলাদেশ ব্যাংকের মাননীয় গন্ডর্নর এর আনুষ্ঠানিক উদ্ভোধন শোভিত করেন। এক্সচেঞ্জ হাউস বৈদেশিক মুদ্রা বিনিময় কার্যক্রমে একটি নতুন মাত্রা যোগ করে এবং বৈদেশিক মুদ্রা বিনিময় সোরায় এর বৈশ্বিক উপস্থিতিকে প্রসারিত করে। আমরা বিশ্বাস করি যে ব্যাংকের নিয়ন্ত্রনাধীন প্রতিষ্ঠানের চালুর ফলে ব্যাংকিং চ্যানেলের মাধ্যমে বাংলাদেশে অভ্যন্তরীন বৈদেশিক মুদ্রার সঞ্চালনকে প্রসারিত করবে।

আমরা গর্বিত যে ব্যাংক এশিয়া এক্সচেঞ্জ হাউসের মাধ্যমে ৩.৩৫ মিলিয়ন ইউএস ডলার গ্রহন করেছে। ২০১২ সালে নিউইয়র্ক এ "বিএ এক্সপ্রেস ইউএসএ ইনকর্পেরেশন" প্রতিষ্ঠা করা প্রক্রিয়াধীন রয়েছে। এছাড়া মালয়েশিয়ায় ও অস্ট্রেলিয়াতে এক্সচেঞ্জ হাউস প্রতিষ্ঠা করা সক্রিয় বিবেচনাধীন রয়েছে।

#### আমাদের কৃতজ্ঞতা এবং ধন্যবাদ

আমরা সকলক্ষেত্রে টেকসই উন্নয়ন নিশ্চিত করতে চাই এবং আমাদের অতীত পরিচালনা কৃতিত্ব ও কার্যক্রমের রেকর্ড ব্যাংকিং ইন্ডাস্ট্রিতে আমাদের যথার্থ অবস্থানের প্রতিফলন। এই অর্জনগুলোর নেপথ্যে রয়েছে শক্তিশালী নেতৃত্ব ও পরিচালনা পর্ষদের সঠিক দিক নির্দেশনা, ব্যবস্থাপনার দক্ষতা, কর্মীবৃন্দের প্রচেষ্টা এবং গ্রাহকদের বিশ্বাস। এ জন্য আমরা আন্তরিক ভাবে সকল গ্রাহককের কাছে কৃতজ্ঞ। আমরা আন্তরিক কৃতজ্ঞতা জানাচ্ছি বাংলাদেশ ব্যাংককে, অর্থমন্ত্রনালয়কে সিকিউরিটিজ এন্ড এক্সচেঞ্জ কমিশনকে, বাংলাদেশ সরকারকে এবং অন্যান্য নিয়ন্ত্রক সংস্থাকে তাদের দিক নির্দেশনা, মূল্যমান পরামর্শ এবং নিরবিচ্ছিন্ন সমর্থনের জন্য। আমরা ব্যাংকের পরিচালনা পর্ষদ, ব্যবস্থাপনা, কর্মকর্তাবৃন্দ শেয়ারহোন্ডারদের সম্পদ বৃদ্ধিতে এবং উৎকর্ষতা অর্জনে অঙ্গীকারাবন্ধ।

মোহাম্মদ সাফওয়ান চৌধরী

মোহাম্মদ সাফওয়ান চোধুরী <sup>©</sup> ভাইস চেয়ারম্যান ও পরিচালক



Opening of flagship Tejgaon Link Road Branch



Five day long Training on Islamic Banking

# Corporate Social Responsibility



Bank Asia donated BDT 480,000.00 to a victim Army family of BDR carnage as a part of regular support.

> Bank Asia continues its efforts to look beyond short-term quantitative gains, and to concentrate on issues that make the institution socially responsible. The Bank has given all out efforts towards sustainable balanced growth. In the year 2011, Bank Asia has performed various CSR activities alongside its three major programs – Higher Studies Scholarship, Ophthalmological Operation and Operating Computer Learning Centers (CLCs). The Bank's total CSR activities from the period of 1 January to 31 December, 2011 is presented below.

#### **Social Projects**

| Description of Initiatives        |                     | Amount of Expenditure | Number of Beneficiaries                |  |
|-----------------------------------|---------------------|-----------------------|--|--|
| i.                                | Education           | 15.95                 | 2,500 students (approx)                |  |
| i.                                | Health              | 1.43                  | 10,600 people mainly children (approx) |  |
| ii.                               | Disaster Management | 0.69                  | without limit                          |  |
| iv.                               | Environment         | 1.06                  | without limit                          |  |
| <i>.</i>                          | Sports              | 0.05                  | without limit                          |  |
| vi.                               | Art & Culture       | 0.51                  | without limit                          |  |
| vii.                              | Others              | 6.41                  | without limit                          |  |
| Total expenses in social projects |                     | 26.10                 |  |  |

#### Education

#### **Bank Asia Higher Studies Scholarship**

Providing higher studies scholarship to poor meritorious students, who are studying in public universities, is the major CSR activity of Bank Asia. The scholarship is given through the Bank's rural branches on the basis of SSC and HSC results. So far, 349 students have been provided the 5-year scholarship. Each of the students gets BDT 34,000.00 annually as scholarship. In the year 2011, Bank Asia. spent around BDT 11,730,000.00 for this purpose.

#### **Operating Computer Learning Centers**

Since 2006, Bank Asia has been operating Computer Learning Centers (CLCs) in collaboration with D.Net in different rural schools in order to impart IT literacy to the rural students. To educate and acquaint young generation with the state-of-the-art knowledge of ICT, Bangladesh needs its young generation. In line with this, around 4,000 students, including 2,000 afresh, have been imparted ICT training so far from these CLCs. They are using their ICT knowledge in their profession and got avenue of earning. Besides, 50 teachers have been trained up so that they can train up the young learners properly.

Million Taka

In 2011 (Jan-Dec), Bank Asia spent BDT 3,680,000.00 for operating 25 CLCs in different parts of the country.

#### Donation for computers and laptop to SFD

Bank Asia provided 10 desktop computers and one laptop to Salvation for the Deserving (SFD), a voluntary organization. A total of BDT 249,000.00 was spent for this purpose. About 100 students enjoys IT training from this support.

#### Scholarship to graduate nurses of the BSMMU

Bank Asia under its CSR program provides scholarship and food grant to 20 graduate nursing students of the Department of Graduate Nursing in Bangabandhu Sheikh Mujib Medial University (BSMMU) from the month of July, 2011 to help the nurses lead a healthy life and continue their studies peacefully. A total of BDT 293,400.00 was provided to them as scholarship during the year 2011.

#### Support for the education of autistic children

Bank Asia also donated BDT 1,000,000.00 to PROYASH, an institute run under the patronization of Bangladesh Army, for the education of autistic and disabled children in and outside Dhaka.

#### **Donation of car to NDC**

The Bank has donated a car to National Defence College which cost BDT 1,200,000.00

#### Health

## Ophthalmological operation of cataract-affected children

Ophthalmological operation of all recoverable born-blind children in Bangladesh is a major area of CSR-supported health program of Bank Asia. The Bank bears entire cost of cataract-related operation, whose parents cannot afford the high cost of operations and other healthrelated programs. From Jan-Dec 2011, the Bank spent BDT 576,680.00 for cataract operations of born-blind children.

#### School eye camps

Bank Asia under its CSR program organized a year-long eye camp program with the help of Nari Uddug Kendra (NUK), an NGO working on prevention of childhood blindness.

The NUK organized eye camps in 50 of Tarail, Karimgonj Sadar and Pakundia Upazilas of Kishorgonj district schools where eye sight of 10,467 students had been screened, which was more than the agreed figure of 10,000. Of them, 487 children were identified as defected. The most of the defected children were given treatment at the Kishoregonj Eye Hospital while critically affected ones were referred to Bangladesh Eye Hospital, Dhaka for operation.

Bank Asia spent BDT 500,000.00 for operating the year-long school eye camp.

#### Other health related donations

Bank Asia donated an ambulance worth of BDT 2,250,000.00 to Anjuman Mufidul Islam to carry out its humanitarian activities extensively.

Bank Asia also donated BDT 1,450,000.00 to different organizations and individuals including Protibondhi Foundation, Holy Family Hospital, treatment of Dhali Al Maun and others.

#### **Disaster management**

Bank Asia donated BDT 480,000.00 to a victim Army family of BDR carnage as a part of regular support. It also distributed warm cloths to cold-hit people in Jessore and Rajshahi areas during the year 2011 at a cost of BDT 206,500.00.

#### **Beautification**

Bank Asia is committed to protect the environment, and in the effort to do so it has undertaken beautification and maintenance activities of road islands in Pragati Sarani from Natun Bazar to Railway Crossing near Airport Road. For maintaining beautification program in the 1.5km road the Bank spent BDT 840,000.00 in the year 2011.

During the ICC Cricket Tournament, Bank Asia also painted different locations in Kuril and Kawran Bazar and arranged colorful lighting. It spent BDT 222,000.00 for beautifying Kawran Bazar office premises and Kuril Biswa Road during ICC Cricket Tournament.

#### Sports

During the first half of the year 2011 Bank Asia contributed BDT 50,000.00 for promoting sports organized by Rajshahi Banker's Club.

#### Art & Culture

Bank Asia always supports promotion of art and culture. The Bank sponsored BDT 500,000.00 (five lac) to 'Surer Dhara' that organized a 3-day cultural program, marking the 150 birth anniversary of Nobel laureate Rabindranath Tagore at Bangabandhu International Conference Centre where foreign devotees of Rabindra Sangit, including Nobel laureate Dr Amarta Sen attended.

Besides the Bank donated BDT 10,000.00 to Jatiya Kobita Parishad for holding its program.

#### Others

During the period Bank Asia donated to different individuals and organizations including Shahjalal University of Science and Technology (SUST) for arranging programs.

### CSR Activities



Donation of ambulance to Anjuman Mafidul Islam



Sight screening program for school sutdents at Kishoreganj



Distribution of warm cloths among cold-hit distressed people in Rajshahi



Higher study scholorship distribution programe at Munshigonj

Handing over car key to National Defence College



Scholarship distribution among students of Nurse Training Institute of BSMMU



Distribution of warm cloths among cold-hit distressed people in Bogra



Handing over of a cheque to the widow of former Tarail Branch Manager as the commitment to pay Tk. 2,40,000 per year for a period of 20 years.

## Disclosure on Risk Based Capital under Pillar- 3 of Basel- II (for the year ended as on 31st December 2011)

#### 1. Background

To cope with the international best practices and to make the bank's capital more risk sensitive, Bangladesh Bank issued Basel-II guidelines for all scheduled banks on "Risk Based Capital Adequacy (RBCA)" to report their capital requirements which came fully into effect since January 01, 2010 with its subsequent supplements/revisions replacing the previous rules under Basel-I.

Basel-II framework consists of the following three pillars which are designed to be mutually reinforcing and are meant to ensure adequate capital base which corresponds to the overall risk profile of the bank:

- Pillar 1: Minimum Capital Requirement (MCR) -covering credit, market and operational risk.
- Pillar 2: Supervisory Review Process Identifying risk factors not captured in Pillar-1- monitoring and assessment of bank's internal capital adequacy.
- Pillar 3: Market Discipline public disclosure of bank's risk information.

To implement best practice of Basel-II accord, Bangladesh Bank has initiated several regulatory and supervisory measures by issuing a set of risk management guidelines for the banks to improve the overall banking sector's financial health and to implement the risk management in banks. Formation of Risk Management Unit, introducing Stress Testing, Duration Gap Analysis, developing internal capital assessment through ICAAP (Internal Capital Adequacy Assessment Process) Documentation are the major directives and measures by the Bangladesh Bank since the year 2010.

The Bank Asia management has effectively implemented Basel-II framework through establishing Basel-II Implementation Committee and submitted system generated quarterly report to Bangladesh Bank since its implementation.

The disclosure is intended for market participants to assess key information about the bank's exposure to various risks and to provide a consistent and understandable disclosure framework for easy comparison among banks operating in the market.

#### 2. Scope of Application

The Risk Based Capital Adequacy framework applies to all schedule banks on 'Solo' and 'Consolidated' basis where –'Solo Basis' refers to all position of the bank and its local & overseas branches/offices, and 'Consolidated Basis' refers to all position of the bank including its local, overseas branches/offices & its subsidiary company(s) (if any). Bank Asia Limited applies on "Consolidated Basis" as there are 2 (two) subsidiaries namely "Bank Asia Securities Limited" & "Bank Asia Exchange Company (UK) Limited". Bank Asia acquired shares 99.98% & 100% respectively. The bank has an approved disclosure policy to observe the disclosure requirements set out by the Bangladesh Bank and International Financial Reporting Standard (IFRS) and International Accounting Standards (IAS) as adopted by the Institute of Chartered Accounts of Bangladesh (ICAB) into Bangladesh Financial Reporting Standards (BFRS) and Bangladesh Accounting Standards (BAS) where relevant to the bank.

#### 3. Capital Structure

Core Capital (Tire-1) of Bank Asia comprising of paid up capital, Statutory Reserve and Retained Earnings. Supplementary capital (Tire-2) comprising of General Provision (Unclassified Loans + Off Balance Sheet Exposure), Assets Revaluation Reserves up to 50%.The Bank does not have any Tier 3 capital.

| Total Eligible Capital Consolidated                       | Million<br>Taka |
|---|-----------------|
| The amount of Tier 1 capital, with separate disclosure of |                 |
| Tire-1 Capital  |                 |
| Paid up capital   | 5,254.79        |
| Non-repayable share premium account                       |                 |
| Statutory reserve   | 2,959.36        |
| General reserve   |                 |
| Retained earnings   | 1,449.22        |
| Minority interest in subsidiaries                         |                 |
| Non-cumulative irredeemable preference<br>shares          |                 |
| Dividend equalization account                             |                 |
| Total Tier-1 capital                                      | 9,663.38        |
| Tier-2 capital  |                 |
| General Provision   | 1,435.61        |
| Asset Revaluation Reserves up to 50%                      | 1,467.22        |
| Other reserve   | 8.17            |
| Total Tier-2 capital                                      | 2,910.99        |
| Tier 3 capital  | -               |
|   | -               |
| Total eligible capital                                    | 12,574.37       |

The calculation of Tier 1 capital, Tier 2 capital, and Tier 3 capital shall be subject to the following conditions:

a) The amount of Tier 2 capital will be limited to 100% of the amount of Tier 1 capital.

b) 50% of revaluation reserves for fixed assets and securities eligible for Tier 2 capital.

c) 10% of revaluation reserves for equity instruments eligible for Tier 2 capital.

d) Subordinated debt shall be limited to a maximum of 30% of the amount of Tier 1 capital.

e) Limitation of Tier 3: A minimum of about 28.5% of market risk needs to be supported by Tier 1 capital. Supporting of Market Risk from Tier 3 capital shall be limited up to maximum of 250% of a bank's Tier 1 capital that is available after meeting credit risk capital requirement.

#### 4. Capital Adequacy

2011

Dec,

Sept, 2011

lune, 201

Dec, 2010

#### 4.1 Capital calculation approach

Assessment of Capital adequacy is carried out in conjunction with the capital Adequacy reporting to the Bangladesh Bank and following approaches were pursued to calculate Minimum Capital Requirement:

- 1. Credit Risk Standardized Approach (SA)
- 2. Market Risk Standardized Approach (SA) and
- 3. Operational Risk Basic indicator Approach (BIA)

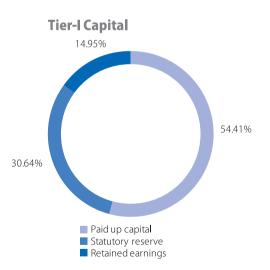
#### 4.2 Capital of the Bank

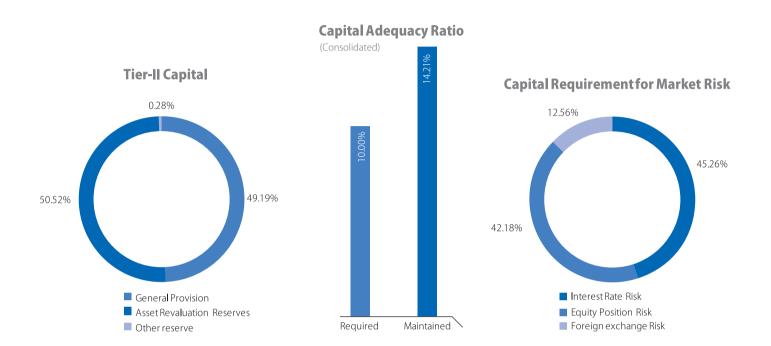
As per Basel-II report for the year ended 2011, our Capital Adequacy Ratio (CAR) reached at 14.21% which was only 8.11% in the year end 2010. Risk Weighted Assets (RWA) registered to Tk.88,492.00 million which was Tk.100,545.90 million in the same period of 2010. Our total capital stood at Tk.12,574.37 million against Minimum Capital Requirement (MCR) of Tk.8,849.20 million i.e. Tk.3,725.17 million capital is surplus to meet Stress Test and ICAAP requirement. Tier I capital adequacy ratio is 10.92% against the minimum regulatory requirement of 6.0%. The Bank policy is to manage and maintain its capital with the objective of maintaining strong capital ratio and high rating.

Injection of fresh capital through issuing of right share, assets re-valuation, reducing credit growth and improvement of corporate borrower's rating were the key initiatives in the year 2011 for better capital management.

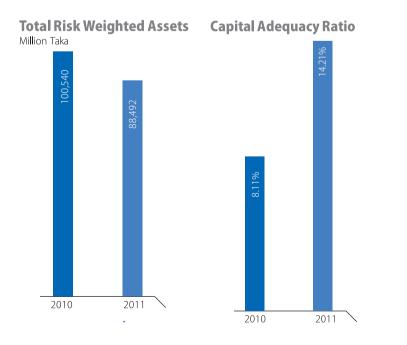
| Capital Adequacy                         | Million<br>Taka |
|--|-----------------|
| Capital requirement for Credit Risk      | 7,569.66        |
| Capital requirement for Market Risk      | 370.05          |
| Capital requirement for Operational Risk | 909.50          |
| Total and Tier 1 capital ratio:          |                 |
| For the consolidated group               | 14.21%          |
| For stand-alone                          | 10.92%          |

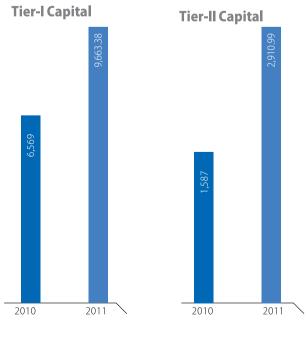
#### **Components of Tier-I and Tier-II Capital**





#### Comparative status of RWA, CAR, Tier-I and Tier-II Capital





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#### 5. Credit Risk

Risk is inherent in all aspects of a commercial operation; however for Banks and financial institutions, credit risk is an essential factor that needs to be managed. Credit risk is the possibility that a borrower or counterparty will fail to meet its obligations in accordance with agreed terms.

Past due and impaired exposure may be define as the unsecured portion of any claim or exposure (other than claims secured by residential property) that is past due for 90 days or more, net of specific provisions (including partial write-off) will be risk weighted as per prescribed format of Basel II. For the purpose of defining the net exposure of the past due loan, eligible financial collateral (if any) may be considered for Credit Risk Mitigation. General provision maintained against Special Mention Account (SMA) loan will not be eligible for such net off.

#### 5.1 Credit Risk Management

Considering the key elements of credit risk, the bank has segregated duties of the officers / executives involved in credit related activities. Separate unit for Corporate, Retail, SME, Credit Cards have been formed in order to diversify the credit risk. For transparency in the operation, the bank has established separate units within the credit division. These are i) Credit Risk Management Department ii) Credit Administration Department iii) Legal and Recovery Department. Towards mitigating the risks, Bank Asia has developed a robust credit approval system. Under the ongoing system, the approval and disbursement of all business loans are centralized at Corporate Office. The credit proposals recommended by branches are scrutinized by CRM Department. Sanctions are conveyed to the Branches after getting approval from Credit Committee of Corporate Office or Board of Directors. Limits are loaded into the system by Credit Administration Department but it is not operative until the branch complies all the terms and conditions incorporated in the sanction advice. The above arrangement ensures the segregation of duties & responsibilities and thus minimizes the credit risk.

The standardized approach is applied for risk weighting of exposure as per directive of Bangladesh Bank. It requires banks to use risk assessment prepared by external credit assessment institutions to determine the risk weighting applied to rated counterparties.

It is Bank Asia Limited policy to establish that loans are within the customer's capacity to repay, rather than to rely excessively on security. Depending on the customer standing and the type of product, facilities may be unsecured. Collateral can be an important mitigate of credit risk.

The bank has guidelines on the acceptability of specific classes of collateral or credit risk mitigation, and determines stable valuation parameter. Such parameters are expected to be conservative reviewed regularly and supported by empirical evidence. Security structures and legal convents are required to be subject to regular review to ensure that they continue to fulfill their intended purpose and remain in line with local market practice.

Special attention is paid to problem loans and appropriate action is initiated to protect the bank's position on a timely basis and to ensure that loan impairment methodologies result in losses being recognized when they are incurred. The objective of credit risk management is to minimize the probable losses and maintain credit risk exposure within acceptable parameters.

The Bank is following Credit Risk Grading (CRG) manual for assessing a borrower and making decisions of disbursing loans and advances/ investments while nominating the External Credit Assessment Institutions (ECAIs) duly recognized by Bangladesh Bank to derive risk-weights of exposures under the portfolio of claims. Maximum counterparty/group exposure are limited to 15% (funded) of the banks capital base as stipulated by Bangladesh Bank where a higher limit is required for projects of national importance subject to prior approval of Bangladesh Bank. The single borrower exposure limit has been increasing day by day of the bank with the increase of the total capital of the bank. But the management of the bank is exercising the prudential limit to a single borrower in order to minimize concentration risk of the bank considering the security coverage, satisfactory performance, credit risk grading status, earning potentials, capital requirement, etc. against the limit.

| Credit Risk                                 | Million Taka |
|---|--------------|
| a) Total gross credit risk exposures broken |              |
| down by major types of credit exposure      | 82,819.97    |
| i) Chief Executive & Others Senior          |              |
| Executives                                  | 78.14        |
| ii) Consumers                               | 30,685.64    |
| iii) Industries                             | 48,288.73    |
| iv) Infrastructural                         | 3,767.46     |
| b) Geographical distribution of exposures,  |              |
| broken down in significant areas by         |              |
| major types of credit exposure              | 82,819.97    |
| Dhaka Division                              | 49,632.16    |
| Chittagong Division                         | 24,739.36    |
| Khulna Division                             | 818.14       |
| Raishahi Division                           | 1,257.42     |
| Sylhet Division                             | 614.62       |
| Rural Division                              | 5,758.27     |
| c) Industry or counterparty type            |              |
| distribution of exposures, broken down      |              |
| by major types of credit exposure           | 82,819.97    |
| Agricultural and Jute                       | 1,227.96     |
| Readymade Garments                          | 3,548.05     |
| Textile                                     | 5,827.71     |
| Food and allied                             | 1,735.57     |
| Chemical                                    | 272.58       |
| Cement                                      | 683.88       |
| Electronics                                 | 215.10       |
| Steel                                       | 3,712.46     |
| Paper                                       | 2,514.05     |
| Real Estate                                 | 2,936.98     |
| Other                                       | 60,145.63    |
| d) Residual contractual maturity            |              |
| breakdown of the whole portfolio,           |              |
| broken down by major types of credit        |              |
| exposure                                    | -            |

## e) By major industry or counterparty type Sector wise pastdue loan

|   | Sector Name   | Million Taka |
|---|---------------|--------------|
|   | Agriculture   | 4.26         |
| - | RMG           | 179.86       |
|   | Textile       | 134.11       |
|   | Ship Building | -            |
|   | Ship Breaking | -            |
|   |               |              |

| Other Manufacturing Industry   | 445.83   |
|--|----------|
| SME loans  | 137.95   |
| Construction   | 19.12    |
| Power, Gas   | 54.06    |
| Transport, Storage and Communication   | 350.84   |
| Trade Service  | 1,501.24 |
| Commercial real estate financing   | 71.81    |
| Residential real estate financing  | 33.05    |
| Consumer Credit  | 207.51   |
| Capital Market (loan provided for<br>brokerage or merchant banking, to<br>stock dealer or any kind of cap. Mkt.<br>activities) | _        |
| Non-bank financial institutions  | -        |
| Others   | 314.86   |
| Total  | 3,454.50 |
|  |          |

#### 5.2 Non Performing Assets

The Bank follows Bangladesh Bank guidelines regarding loan classifications, provisioning and any other issues related to Non Performing Loan (NPL). Bank's internal credit guidelines also directs on managing of NPAs (Non performing Assets) loan provisioning review procedure, loan write-off, facility grading, reporting requirements, interest recognitions. However, Bank's guidelines are not supersede central bank's regulations. Thus dealing with NPAs, the Bank's decision is always complied by regulator's rules.

Throughout the year the Bank reviews loans and advances to assess whether objective evidence that impairment of a loan or portfolio of loans has arisen supporting a change in the classification of loans and advance which may result in a change in the provision required in accordance with BRPD Circular No.5 (5 June 2006). Round the year 2011, the Legal & Recovery Department of the Bank has given all-out efforts for monitoring, recovering, rescheduling and/or regularizing the NPLs with the co-operation of respective branches resultantly the percentage of NPAs came to 4.17% at the end of the December 2011.

|  | Million Taka |
|--|--------------|
| f) Gross Non Performing Assets ( NPAs)       | 3,454.51     |
| Non Performing Assets ( NPAs) to             |              |
| Outstanding Loans and Advances               | 4.17%        |
| Movement of Non Performing Assets (<br>NPAs) |              |
| Opening balance                              | 2,559.73     |

| Additions                                | 4,051.93 |
|--|----------|
| Reductions                               | 3,157.12 |
| Closing balance                          | 3,454.51 |
| Movement of specific provisions for NPAs |          |
| Opening balance                          | 354.63   |
| Interest waiver during the year          | 37.97    |
| Provisions made during the period        | 402.34   |
| Write-off                                | -        |
| Write-back of excess provisions          | 53.42    |
| Closing balance                          | 772.42   |
|  |          |

#### 6. Equities: Disclosures for Banking Book Positions

The equity markets are traditionally volatile with a highrisk, high-returns profile. As such investors in the equity market have to plan and strategize to reduce their risks and increase their returns. Equity investments must therefore go hand in hand with a good risk management plan in place. In an uncertain marketplace like the present, investors cannot afford to place all hope in only one thing. Therefore, it is very important to protect the total investment value by means of diversification.

Bank Asia has been operating in the capital market of Bangladesh since 2009. The Bank invested in shares both in primary as well as secondary market. Bank Asia has been started its own portfolio operation from May 04, 2010. Since then the Bank was mainly involved in "Own Portfolio Management" activity.

Investments in shares of Bank Asia are made with judgment and care, under circumstances then prevailing, which persons of prudence, discretion and intelligence exercise in the management of their own affairs, not for speculation, but for investment, considering the probable safety of capital as well as the probable income to be derived. The Bank recognizes that no investment is totally free from risk and that occasional measured losses are inevitable in a diversified portfolio and will be considered within the context of the overall portfolio's return, provided that adequate diversification has been implemented and that the sale of a security is in the best interest of the Bank.

The Management of the Bank has constituted an Investment Committee / team comprising of members from the senior executives of the Bank who have sound experiences and knowledge on Capital Market activities.

Investment team of Bank Asia reviews status of the own portfolio investment on regular basis and follows topdown approach where they review and analyze economy outlook, sectoral growth and specific company analysis. Company specific risk is minimized through proper diversification. To manage market risk, we follow economic research. Moreover, it has been noted that, the major source of market risk comes from the frequent change of regulation. Thus, it is important to maintain close relationship with the regulator body and keep aware if there is any upcoming regulation change.

Our investment in shares are being monitored and controlled by the Investment Committee are reflected in accounts through proper methodologies and accounting standards of the local & international. Investments are valued on mark to mark basis on a particular period.

|   |                     | Million Taka |
|---|---------------------|--------------|
| a) Value disclosed in the balance sheet of investments, as well as the fair value of those investments; for | Cost price          | 519.58       |
| quoted securities, a comparison to publicly quoted share values where the share price is materially         | Market price        | 405.54       |
| different from fair value.  | Difference          | (114.04)     |
| b) The cumulative realized gains (losses) arising from sales and liquidations in the reporting period.      |                     | 1.67         |
| c) Total unrealized gains (losses)  |                     | (125.26)     |
| d) Total latent revaluation gains (losses)  |                     | N/A          |
| e) Any Amount of the above included in Tier 2 capital.  |                     | N/A          |
| f) Capital requirements broken down by appropriate equity groupings, consistent with the bank's             | Specific Risk       | 78.05        |
| methodology, as well as the aggregate Amount and the type of equity investments subject to any              | General Market Risk | -            |
| supervisory provisions regarding regulatory capital requirements.   |                     | 78.05        |

#### **Equities:**

#### 7. Interest Rate Risk in the Banking Book

Interest rate risk is the potential that the value of the onbalance sheet and the off-balance sheet positions of the bank would be negatively affected with the change in the interest rates. The vulnerability of an institution towards the adverse movements of the interest rate can be gauged by using Duration GAP under stress testing analysis.

Bank Asia has also been exercising the Stress Testing using the Duration GAP for measuring the Interest Rate Risk on

its on-balance sheet exposure for estimating the impact of the net change in the market value of equity on the Capital Adequacy Ratio (CAR) due to change in interest rates only on its on-balance sheet positions ( as the bank holds no interest bearing off-balance sheet positions and/ or derivatives) under the assumption of three different interest rate changes i.e. 1%, 2%, and 3%.

Interest Rate Risk in the banking book:

|  |              |                   | Million Taka |
|--|--------------|-------------------|--------------|
| Market Value of Assets                         |              |                   | 111,976.00   |
| Market Value of Liabilities                    | -            |                   | 98,317.80    |
| Leverage Adjusted Duration of Liabilities (DL) |              |                   | 1.01         |
| Weighted Average of DA                         |              |                   | 1.28         |
| Duration GAP (DA-DL)                           |              |                   | 0.39 years   |
| Yield to Maturity (YTM i.e. y)                 |              |                   | 8.56%        |
| Δ MVE (Market Value of Equity)                 |              | -DGAP*∆i/(1+y)*TA |              |
| Magnitude of Interest Rate Change              | <u>1.00%</u> | <u>2.00%</u>      | <u>3.00%</u> |
| Fall in Market Value of Equity                 | (393.65)     | (787.30)          | (1,180.95)   |
|  | Minor        | <u>Moderate</u>   | <u>Major</u> |
| Regulatory capital (after shock)               | 12,180.73    | 11,787.10         | 11,393.40    |
| RWA (after shock)                              | 88,098.30    | 87,704.70         | 87,311.00    |
| CAR (after shock)                              | 13.83%       | 13.44%            | 13.05%       |

#### 8. Market Risk

Market Risk Management provides a comprehensive and dynamic frame work for measuring, monitoring and managing liquidity, interest rate, foreign exchange and equity as well as commodity price risk of a bank that needs to be closely integrated with the bank's business strategy.

The Bank uses the standardized approach to calculate market risk for trading book exposures. Trading book consists of positions in financial instruments held with trading intent or in order to hedge other elements of the trading book. A capital charge will be applicable for financial instruments which are free from any restrictive covenants on tradability, or able to be hedged completely. Generally, investments in held for trading portfolios are focal parts of the Trading Book. Bank has defined various internal limits to monitor market risk and is computing the capital requirement as per standardized approach of Basel II.

#### 8.1 Interest Rate Risk in the Trading Book

Bank adopts maturity method in measuring interest rate risk in respect of securities in trading book. The capital charge for entire market risk exposure is computed under the standardized approach using the maturity method and in accordance with the guidelines issued by Bangladesh Bank. The responsibility of interest rate risk management rests with the Bank's Asset and Liability Management Committee (ALCO). Bank periodically computes the interest rate risk on the banking book that arises due to re-pricing mismatches in interest rate sensitive assets and liabilities. Details relating to re-pricing mismatches and the interest rate risk thereon are placed to the ALCO on regular basis with proposal for corrective action if necessary.

#### 8.2 Foreign Exchange Risk

Foreign Exchange Risk is defined as the risk that a bank may suffer losses as a result of adverse exchange rate movements during a period in which it has an open position, either spot or forward, or a combination of the two, in an individual foreign currency. The responsibility of Management of foreign exchange risk rests with the Treasury Department of the Bank. Bank's involvement in foreign exchanges transactions mainly lies on import, export, inward and out ward remittances. Treasury Front Office monitor the inflow and outflow of foreign exchange transactions and take necessary steps to manage foreign exchange risk. Treasury operations are clearly segregated between Treasury Front Office which carries out deals and manage the foreign exchange risk and Back Office process the deals and verify accordingly. Both offices have separate and independent reporting lines to ensure minimizing of risk. Foreign exchange risk is computed on the sum of net short positions or net long positions, whichever is higher of the foreign currency positions held by the Bank.

| Quantitative Disclosure           | Million Taka |
|-----------------------------------|--------------|
| The Capital Requirement for :     |              |
| Interest Rate Risk                | 167.5        |
| Equity Position Risk              | 156.1        |
| Foreign Exchange & Commodity Risk | 46.5         |
| Total                             | 370.1        |

#### 9. Operational Risk

Operational risk, defined as any risk that is not categorized as market or credit risk, is the risk of loss arising from inadequate or failed internal processes, people and systems or from external events. It is inherent in every business organization and covers a wide spectrum of issues. In order to mitigate this, internal control and internal audit systems are used as the primary means. The Bank Asia Limited manages this risk through a control based environment in which processes are documented, authorization is independent and transactions are reconciled and monitored. This is supported by an independent program of periodic reviews undertaken by internal audit, and by monitoring external operational risk events, which ensure that the bank stays in line with industry best practice and takes account of lessons learned from publicized operational failures within the financial services industry. Bank Asia Limited has operational risk management process which explains how the bank manages its operational risk by identifying, assessing, monitoring, controlling and mitigating the risk, rectifying operational risk events, and implementing any additional procedures required for compliance with central bank requirements. Operational risk management responsibility is assigned to different level of management within the business operation. Information systems are used to record the identification and assessment of operational risks and to generate appropriate regular management

reporting. Risk assessment incorporates a regular review of identified risks to monitor significant changes.

The Bank uses the Basic Indicator Approach to calculate its operational risk as per RBCA guidelines.

| Quantitative Disclosure       | Million Taka |
|-------------------------------|--------------|
| The Capital requirement for : |              |
| Operational Risk              | 909.50       |

#### 10. Risk Management Unit (RMU)

Risk Management Unit consists of Risk Management Committee comprising of the departmental heads of the Corporate Office & SRP(Supervisory Review Process) team of the bank has regularly been addressing & developing the risks profile of the bank considering the internal and external risk factors since its inception. The team members of the RMU are always an integral part of Basel-II Implementation Committee, Risk Management Committee & SRP-team of the bank. They are playing a significant role to implement the initiatives taken by the Risk Management Committee from time to time to adopt risk management culture in the Bank and to ensure the compliance of the requirements of Bangladesh Bank like Risk Management Paper, Stress Test, Duration Gap Analysis, Basel-II report, and ICAAP (Internal Capital Adequacy Assessment Process) Documentation.

| Synopsis of Activities of RMU in the year 2011:  |   |
|--|---|
| <ul> <li>Conducting monthly Risk Management Committee meetings to<br/>address &amp; review day-to-day risks and to take initiatives to resolve the<br/>identified risks and to minimize the potential risks.</li> </ul>                          | <ul> <li>RMU took strong initiatives for automation of CL statement<br/>from our Stelar system to expedite the relevant reporting in the<br/>stipulated time &amp; to save the man-hour.</li> </ul> |
| <ul> <li>Conducting several workshops among the Corporate Office &amp; Branch<br/>level Officials to build up awareness of risk-based capital adequacy &amp;<br/>Basel-II norms.</li> </ul>  | <ul> <li>Development &amp; submission of ICAAP Documentation with co-<br/>operation of the SRP- team of the Bank.</li> </ul>  |
| <ul> <li>Initiatives to develop OCAS (Online Credit Approval System) Module<br/>for smooth &amp; comprehensive analysis of credit risks which would<br/>enable the bank to assess adequate capital for the credit risk<br/>exposures.</li> </ul> | <ul> <li>Strong drives to increase the number of corporate borrowers'<br/>credit rating to ensure the best utilization of economic capital of<br/>the Bank.</li> </ul>                              |
| <ul> <li>Since inception, several initiatives were taken by the RMU to improve<br/>the IT system to minimize the operational risks.</li> </ul>   | <ul> <li>Identifying the operational risks as extracted by the ICCD which<br/>are being consulted and advised the Branch for necessary action.</li> </ul>   |
| <ul> <li>Coordination meetings with the Core Risk Departments to address &amp;<br/>minimize the risks.</li> </ul>  | <ul> <li>Taking initiative to develop system generated Basel-II report from<br/>our Stelar system.</li> </ul>   |
| <ul> <li>Preparing, reviewing &amp; submission of Basel-II Reports, Stress Testing,<br/>Risk Management Paper and Duration Gap Analysis to Bangladesh<br/>Bank.</li> </ul>   | <ul> <li>Taking initiative to keep out the Bank from indulging in highly<br/>risky business.</li> </ul>   |

These strong initiatives have given the way to develop risk management culture in the Bank and strengthen the Bank's risk management as well as internal control processes. So, we are in optimistic that the bank will be able to move forward for adaptation of more advance approaches of Basel-II framework for better utilization of economic capital of the Bank.

#### **11. Stress Testing**

In the context of worldwide financial turmoil, the financial system has augmented the importance of establishing more developed risk management regime in the financial sectors. Present risk management culture based on normal business conditions and historical trends are not enough to cope up with the disorders that have happened in the financial systems globally.

Stress testing is a simulation technique, which is used to determine the reactions of different financial institutions under a set of exceptional, but plausible assumptions through a series of tests. At institutional level, stress testing techniques provide a way to quantify the impact of changes in a number of risk factors on the assets and liabilities portfolio of the institution.

As per Bangladesh Bank's guidelines, the scope of the stress test is limited to simple sensitivity analysis and shall be carried out assuming three different hypothetical scenarios-Minor Level Shocks representing small shocks to the risk factors, Moderate Level Shocks-envisages medium level of shocks and the level is defined in each risk factor separately, and Major Level Shocks-involves big shocks to all the risk factors and is also defined separately for each risk factor.

Following five different risk factors are identified and used for the stress testing:

a) Credit Risk,b) Interest Rate Risk,c) Exchange Rate Risk,d) Equity Price Risk, ande) Liquidity Risk.

Bank Asia has been practicing & reviewing the Stress Testing as per Bangladesh Bank's instructions since the year 2010. After applying Stress Test, the Capital Adequacy Ratio (CAR) of the Bank were above the regulatory CAR during the last three quarter of 2011 considering the combined shocks/risks i.e. (i) Decrease in the FSV of the collateral (ii) Increase in NPLs (iii) Negative shift in NPLs categories (iv) Interest Rate Risk (v) Foreign exchange (currency appreciation) and (vi) Equity shock.

#### **12. ICAAP-Documentation**

Internal Capital Adequacy Assessment Process (ICAAP)-a process document under Pillar-2 for assessing the respective Bank's overall risks profile and a strategy for maintaining adequate capital.

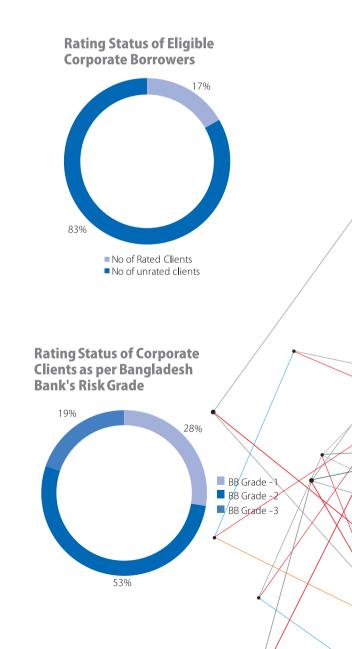
Under Pillar-II of RBCA guidelines, Supervisory Review Process (SRP) is that "Banks have a process for assessing overall capital adequacy in relation to their risk profile and a strategy for maintaining their capital at an adequate level". Banks should have an exclusive body (called SRP team) where Risk Management Unit (RMU) is an integral part, and a process document (called -ICAAP) for assessing their overall risk profile, and a strategy for maintaining adequate capital. Adequate capital means enough capital to compensate all the risks in Bank's business, and to develop and practice better risk management techniques in monitoring and managing their risks. Bank Asia established separate Risk Management Unit and formed an exclusive SRP team as approved by the Board of Directors. Since the inception, the RMU including the SRP-team has continually been concentrating on identifying, measuring, monitoring, controlling & managing the various risks of the Bank –underlying in day-to-day business & operational activities. The objective of the SRP team of Bank Asia is to determine the adequate level of capital needed for the Bank by reviewing the ICAAP and strategies of the bank before sitting a dialogue with the SREP-team of Bangladesh Bank. Our SRP-team reviewed the ICCAP document report of the year 2010 and submitted the same to Bangladesh Bank.

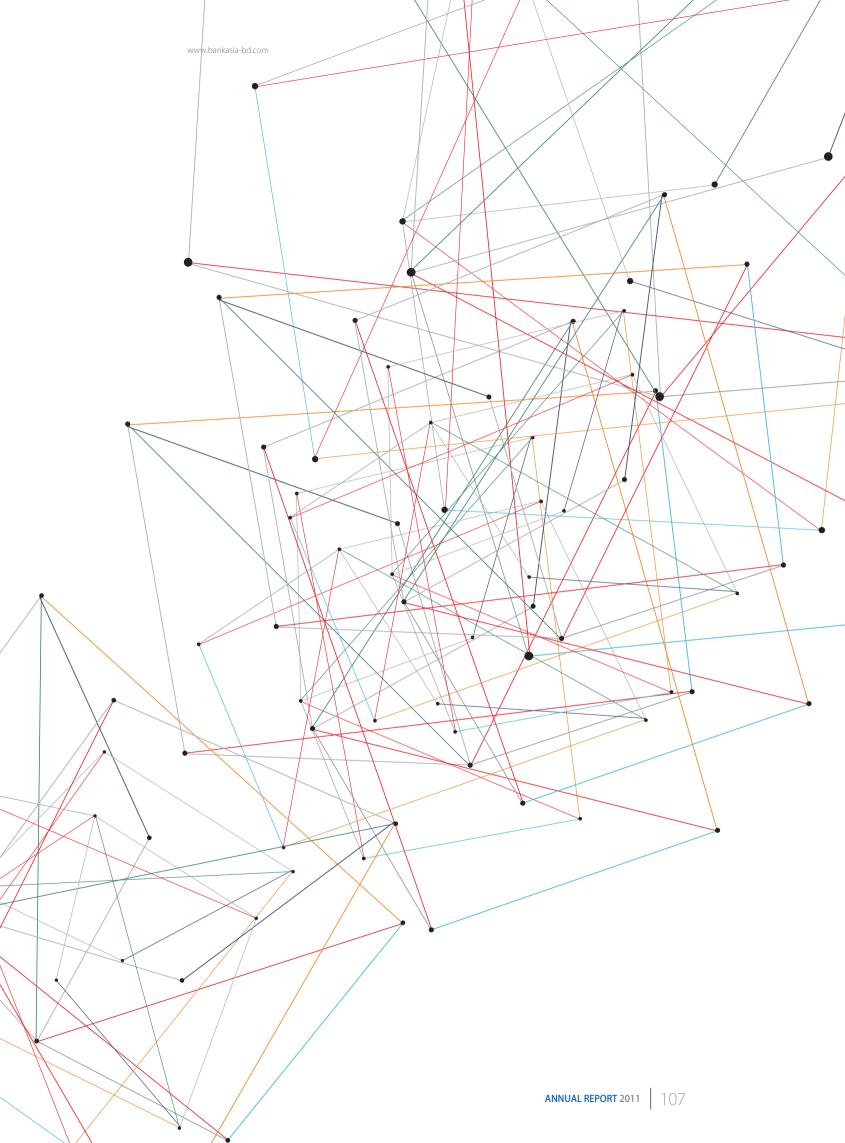
#### 13. Borrower's Rating:

Under the Standardized Approach of the RBCA guidelines of Basel-II, counterparties credit rating are determined on the basis of risk profile assessed by the External Credit Assessment Institutions (ECAIs) duly recognized by Bangladesh Bank to derive risk-weights of exposures under the portfolio of claims. According to the guideline, the rated exposures of a bank will reduce the Risk Weights and the regulatory capital requirement as well as create the room to expand the business of the Bank.

The management of the Bank felt the gravity of the corporate borrower's rating. So, the Risk Management Unit of the Bank has taken all-out efforts to rate the corporate borrower's exposures. They are constantly taking the initiatives through guidance of the Senior Management, series of meetings, correspondence, awareness program with the allied concerns i.e. branches of the Bank & ECAIs. As a result of strong persuasion & drive, the number of rated borrowers of the Bank increased to 89 nos. out of total 534 nos eligible corporate borrowers having exposure of above Tk.10.00 million at the end of December, 2011. Moreover, another 70 nos. (approximately) borrowers are under process for rating by ECAIs.

The Board of Directors & the Senior Management of the Bank emphasized rigorously in the year 2011 on corporate borrowers credit rating to lower our risk profile as well as to reduce the capital requirement of the bank. A review of the capital relief (both funded & non-funded exposure) reveals that till December 31, 2011, we have achieved total capital relief of Tk.1,227.30 million from the rated borrowers resulting Capital Adequacy Ratio (CAR) reached at 14.21% at the end of year 2011 which was only 8.11% in the previous year end.





www.bankasia-bd.com

**Mr. Rumee A Hossain** Chairman Board's Audit Committee

11

# Report on the Activities of the Audit Committee

Bank Asia has an Audit Committee constituted by its Board of Directors. In accordance with the Bangladesh Bank's directives vide BRPD circular #12 dated December 23, 2002, the first Audit Committee of the Bank was constituted by the Board in its 44th meeting held on 18th January 2003. The present Audit Committee was reconstituted by the Board in its 182nd meeting held on 11th July, 2010 consisting of the following members:

| SI<br>No. | Name                     | Status with the Board | Status with the Commit-<br>tee |
|-----------|--------------------------|-----------------------|--------------------------------|
| 1         | Mr. Rumee A. Hossain     | Director              | Chairman                       |
| 2         | Mr. Mohammed Lakiotullah | Vice Chairman         | Member                         |
| 3         | Mr. Shah Md. Nurul Alam  | Director              | Member                         |

The Company Secretary acts as the Secretary of the Committee.

During the year 2011, the Audit Committee held 25 (Twenty-Five) Meetings in which, the following issues, among others, were reviewed and discussed:

- i. External Audit Report of the Bank and the recommendations made thereunder.
- ii. Bangladesh Bank comprehensive inspection report and the recommendations made thereunder.
- iii. Audit and Inspection reports on the branches and departments of the Corporate Office issued by the Internal Control and Compliance (ICC) Department of the Bank.
- iv. Actions taken by the management as regards to the fraud and forgery and irregularities detected by the Internal Audit Team of the Bank.
- v. The activities and organizational structure of ICC Department and also the efficiency and effectiveness of internal audit function of the Bank. As recommended by the committee the ICC Department has been reorganized with increased manpower matching with volume and size of the organization.
- vi. The corrective measures taken by the Management as regards to the internal audit reports, reports relating to deficiencies in internal control or other issues detected by internal and external auditors and inspectors of the regulatory authority.
- vii. The compliance status of the deficiencies identified and the recommendations made by the Bangladesh Bank inspectors, External Auditors and the Bank's Internal Auditors in their reports.
- viii. Management Report on Accounts of the Bank for the year ended on 31.12.2010.
- ix. Implementation of Core Risk Management Guidelines including Internal Control and Compliance Risk and status of compliance thereof.

# The Audit Committee has further satisfied itself that:

- The rules and regulations of the Bangladesh Bank and all other regulatory authorities and Bank's own policy guidelines approved by the Board of Directors of the Bank are to be duly complied with.
- Internal control and security measures are to be adequately undertaken by the Bank in facilitating Information Technology (IT) based/computerized banking including appropriate Management Information System (MIS) are present.
- The Bank's system of Internal Control and its processes are to be strengthened including ensure of right man in the right place towards creation of a compliance culture in the Bank.

- The Assets of the Bank are safeguarded and the creation of liabilities and commitments are made transparent.
- The Financial Statements of the Bank has been prepared in accordance with Bangladesh Financial Reporting Standards (BFRS) and contained full disclosure.

# Reporting

Throughout the year the committee has taken a particular note of the fraud and forgery and irregularities detected by the Internal Audit Team and the actions taken thereagainst by the management, classified loans situations, initiated measures to minimize it, instituted recovery mechanism, constituted a robust credit administration and thoroughly reviewed the internal control system and mechanism including IT operation to protect the Bank from errors and omissions, fraud and forgeries and other irregularities as detected by the internal auditors.

The minutes of the Audit Committee Meetings with the observations and the recommendations of the Audit Committee were circulated among the members of the committee and to the Board of Directors of the Bank for their information and necessary action.

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Rumee A Hossain Chairman Audit Committee.

# Report of the Shariah Council

In the name of Allah, The Beneficent, The Merciful Report of "Bank Asia Shariah Council" for the Year 2011.

During the Year 2011, Bank Asia Shariah Council met in 2 (two) meetings and reviewed different operational issues, including those referred to it by the Management of the Bank and gave opinions & decisions related to Shariah.

The duty of the Shariah Council is to give independent opinions and necessary guidelines by observing and reviewing the activities of the Bank and also to conduct Shariah related training for the manpower of the Bank and to make the clients aware of Shariah compliance. On the other hand, the responsibility of the Bank is to ensure that the Bank conducts its business under Islamic Banking operations in accordance with rules and principles of Shariah.

The Council, after reviewing the Shariah Inspection Reports, Balance Sheet as at the end of and Profit & Loss Account of Islamic Banking of the Bank for the Year 2011, gives the following opinion:

- 1. The officials of Islamic Banking are sincere to comply with the Shariah direction.
- 2. In Bai Murabaha Muajjal mode, buying & selling are being done by ensuring physical &/or constructive possession on the goods.
- 3. The agreements for investment and transactions entered into by Islamic Banking Windows during the period concerned have been made in accordance with the Principles of Shariah.
- 4. Profit distributed to Mudaraba Depositors has been made in accordance with Shariah.
- 5. As per Principles of Shariah, no income has been detected as doubtful.
- 6. Compensation Amount have been kept seperate and not included in Bank's income.

To the best of our knowledge no gross violation & lapses in the Islamic Banking operations of the Bank have so far been detected and the Bank Management has been advised to keep maintaining the spirit of Shariah to uphold the quality of Shariah compliance in the days to come.

May Allah give us tawfiq in gaining his satisfaction through implementing Shariah in every sphere of our life. Ameen.

M. Azizul Huq Bank Asia Shariah Council Chairman of 8th meeting of the Council held on February 29, 2012

# Corporate Governance

Corporate governance is the set of processes, customs, policies, laws, and institutions affecting the way a corporation (or company) is directed, administered or controlled. Corporate governance also includes the relationships among the many stakeholders involved and achievement of the goals for which the corporation is governed. The principal stakeholders are the shareholders, Board, management, and employees. Other stakeholders include customers, creditors, suppliers, regulators, and the community at large. Corporate Governance defines corporate governance as the acceptance by management of the inalienable rights of shareholders as the true owners of the corporation and of their own role as trustees on behalf of the shareholders. It is about commitment to values, about ethical business conduct and about making a distinction between personal & corporate funds in the management of a company. Fairness, Transparency, Accountability and Responsibility are the minimum standard of acceptable corporate behavior.

An important theme of corporate governance is to ensure the accountability of certain individuals in an organization through mechanisms that try to reduce or eliminate the principal-agent conflict. A related but separate thread of discussions focuses on the impact of a corporate governance system in economic efficiency, with a strong emphasis on shareholders' welfare.

Since its founding, Bank Asia has actively and fully adhered to the principles of sound corporate governance. In Bank Asia corporate governance means increasing the stakeholders value by being efficient, transparent, professional and accountable to the organization, society and the environment. The Board of Directors plays a key role in corporate governance. It is their responsibility to endorse the organization's strategy, develop directional policy, appoint, supervise, and remunerate senior executives and to ensure accountability of the organization to its owners and regulatory authorities.

Bank Asia's corporate governance structure encompasses the following elements:

# **Board of Directors**

The number of members in the Board of Bank Asia is 14 as per the Bangladesh Bank's guideline. Out of the 14 members one member is an Independent Director. Thus, the bank also complied with the Securities and Exchange Commission's corporate governance guidelines. Board members include persons of high caliber, with academic and professional qualification in the field of banking industry and other business. This gives strength for effective discharge of duties and responsibilities by the Board. The Board approves the bank's budget and business plan and reviews those on quarterly basis so as to give directions as per changing economic and market environment. The Board reviews the policies and manuals of the various segments of businesses in order to establish effective risk management in credit and other key areas of operations.

# **Executive Committee**

The Board of Bank Asia constituted an Executive Committee in January 2010 with the objectives of generating a platform for a competent, practical, complied and secured banking structure for approving credit proposals and various business decisions.

The number of members of the Executive Committee is 7. The Executive Committee reviews the policies and guidelines issued by Bangladesh Bank regarding credit and other operations of the banking industry. The Executive Committee of the Board approves the credit proposals as per approved policy of the Board. Management ensures due diligence of the credit policy and risk management at the time of submitting the credit proposals.

# **Audit Committee**

The Board of Bank Asia constituted an Audit Committee in January 2003 with the objectives of generating a platform for a complied and secured banking structure. The Committee takes up responsibilities to manage and control various risk factors coming up from banking operation, to strengthen the internal control system and to act as a connecting force between internal and external auditors in order to bring a disciplined banking operation. The Committee reviews the financial reporting process, the system of internal control and management, the audit process, compliance with laws and regulations, and its own code of business conduct.

The Audit Committee also examines the status of implementation of Bangladesh Bank guidelines and bank's own policies and manuals. The Audit Cell of the Board and the Internal Audit team of the bank undertake various special audits as per advice of the Audit Committee. Audit Committee meets with the external auditors to discuss audit plan, the risk management processes and preparation of the financial statements as per BAS and IAS.

# **Independent Director**

As per Corporate governance guidelines issued by SEC, dated February 20, 2006, every listed company should have 1/10th portion of Directors as independent Director.

With compliance of the directives the Board of Bank Asia appointed "Mr. Mohammed Lakiotullah" a renowned ex-banker, as the independent Director of the Bank. He is also a member of the Executive Committee and Audit Committee of the Board.

# Statement of Board meetings held and the attendance of Directors from 01-01-2011 to 31-12-2011

| SI No. | Name                                  | Total meeting<br>held | No. of meeting<br>attended | No. of meeting<br>absent | Remarks          |
|--------|---------------------------------------|-----------------------|----------------------------|--------------------------|------------------|
| 1      | Mr. A Rouf Chowdhury                  | 23                    | 23                         | -                        |                  |
| 2      | Mr. Mohd. Safwan Choudhury            | 23                    | 15                         | 8                        |                  |
| 3      | Mr. Mohammed Lakiotullah              | 23                    | 21                         | 2                        |                  |
| 4      | Mr. Anisur Rahman Sinha               | 23                    | 13                         | 10                       |                  |
| 5      | Mr. A M Nurul Islam                   | 23                    | 23                         | -                        |                  |
| 6      | Mr. Rumee A Hossain                   | 23                    | 22                         | 1                        |                  |
| 7      | Mr. M Irfan Syed                      | 23                    | 11                         | 12                       |                  |
| 8      | Mr. Romo Rouf Chowdhury               | 23                    | -                          | 23                       |                  |
| 9      | Mr. Mashiur Rahman                    | 23                    | 21                         | 2                        |                  |
| 10     | Mr. Faisal Samad                      | 23                    | 12                         | 11                       |                  |
| 11     | Mr. Lt. Col. Fariduddin Ahmed (Retd.) | 23                    | -                          | 23                       |                  |
| 12     | Ms. Sohana Rouf Chowdhury             | 23                    | 11                         | 12                       |                  |
| 13     | Mr. Shah Md. Nurul Alam               | 23                    | 23                         | -                        |                  |
| 14     | Mr. Nafees Khundker                   | 21                    | 10                         | 11                       | Up to 30-11-2011 |
| 15     | Mr. Murshed Sultan Choudhury          | 2                     | 2                          | -                        | From 01-12-2011  |

The Board has granted leave of absence against the absentee directors of the meeting.

# Statement of Executive Committee (EC) meetings held and the attendance of Directors from 01-01-2011 to 31-12-2011

| SI No. | Name                       | Total meeting<br>held | No. of meeting<br>attended | No. of meeting<br>absent | Remarks |
|--------|----------------------------|-----------------------|----------------------------|--------------------------|---------|
| 1      | Mr. Mohd. Safwan Choudhury | 14                    | 11                         | 3                        |         |
| 2      | Mr. Mohammed Lakiotullah   | 14                    | 14                         | 0                        |         |
| 3      | Mr. Rumee A Hossain        | 14                    | 14                         | 0                        |         |
| 4      | Mr. Romo Rouf Chowdhury    | 14                    | 0                          | 14                       |         |
| 5      | Mr. M Irfan Syed           | 14                    | 4                          | 10                       |         |
| 6      | Mr. Faisal Samad           | 14                    | 5                          | 9                        |         |
| 7      | Mr. Shah Md. Nurul Alam    | 14                    | 14                         | 0                        |         |

The EC has granted leave of absence against the absentee directors of the meeting.

| SI No. | Name                     | Total meeting<br>held | No. of meeting<br>attended | No. of meeting<br>absent | Remarks |
|--------|--------------------------|-----------------------|----------------------------|--------------------------|---------|
| 1      | Mr. Rumee A Hossain      | 25                    | 25                         | 0                        |         |
| 2      | Mr. Mohammed Lakiotullah | 25                    | 21                         | 4                        |         |
| 3      | Mr. Shah Md. Nurul Alam  | 25                    | 25                         | 0                        |         |

Statement of Audit Committee meetings held and the attendance of Directors from 01.01.2011 to 31.12.2011:

The Audit Committee has granted leave of absence against the absentee directors of the meeting.

# Position of the Chairman of the Board Of Directors and the Chief Executive

The Chairman of the Board is an important figure for a company. A Board meeting is not properly conducted unless a proper person is in the chair. The success of a meeting is dependent almost entirely on the art of conduct of the same by its chairman. Mr. A Rouf Chowdhury is the current chairman of the Board. Though his dynamic leadership, he is leading the Board towards the same of the Bank.

The functional responsibilities of the chairman of the Board Members and of the President and Managing

Director are kept separate and independent of each other. The Chairman of the Board of Director is responsible for policy making and planning of the Bank and oversees the entire functioning of the Bank in consultation with the Board of Directors. The Managing Director is responsible for strict implementation of Board policies and overall Management of the Bank.

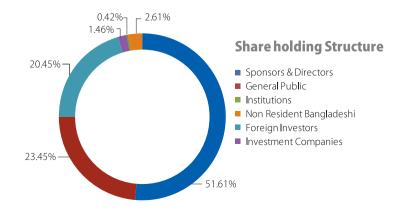
# **Conforming to Capital Market Rules**

Bank Asia strictly follows the rules, regulations and guidelines set by the Securities and Exchange (SEC), Dhaka Stock Exchange (DSE) and Chittagong Stock Exchange (CSE) since its listing in both the bourses of the country.

# **Share holding Structure**

At the end of the year 2011, the shareholding structure of Bank Asia Limited was as follows:

|                          | No. of Sha  | No. of Shares |        | holders | % of Total Shares |        |
|--------------------------|-------------|---------------|--------|---------|-------------------|--------|
| Description              | 2011        | 2010          | 2011   | 2010    | 2011              | 2010   |
| Sponsors & Directors     | 271,197,130 | 16,386,119    | 29     | 28      | 51.61             | 49.73  |
| General Public           | 123,237,750 | 7,306,829     | 16,071 | 14,150  | 23.45             | 26.11  |
| Institutions             | 107,457,510 | 4,759,559     | 407    | 432     | 20 .45            | 18.92  |
| Non Resident Bangladeshi | 7,687,930   | 475,719       | 16     | 18      | 1 .46             | 1.58   |
| Foreign Investors        | 2,188,000   | 127,000       | 4      | 2       | 0.42              | 0.42   |
| Investment Companies     | 13,710,740  | 972,149       | 75     | 70      | 2.61              | 3.24   |
| Total                    | 525,479,060 | 30,027,375    | 16602  | 14,700  | 100.00            | 100.00 |



# Classification of shareholders by holding (As on 31.12.2011)

| Holding             | No. of shareholders | % of Total Holding |
|---------------------|---------------------|--------------------|
| Less than 5000      | 14,348              | 2.63               |
| 5000 to 50000       | 1,869               | 4.47               |
| 50001 to 100000     | 111                 | 1.44               |
| 100001 to 200000    | 77                  | 2.12               |
| 200001 to 300000    | 43                  | 2.05               |
| 300001 to 400000    | 20                  | 1.37               |
| 400001 to 500000    | 8                   | 0.65               |
| 500001 to 1000000   | 40                  | 5.51               |
| 1000000 to 10000000 | 73                  | 38.59              |
| Over 10000000       | 13                  | 41.17              |
| Total               | 16,602              | 100.00             |

# **Pattern of Shareholding**

Breakup of shareholding pattern as per clause 1.4 (KA) of Securities and Exchange Commission notification no SEC/ CMRRCD/2006-158/Admin/02-08 dated February, 2006 issued Section 2CC of the Securities and Exchange Ordinance, 1969, is as follows:

i) Parent/Subsidiary/Associated companies and other related parties (name wise details):

| Name of the Company          | Shareholding Structure  |
|------------------------------|-------------------------|
| Bank Asia Securities Limited | 100% owned by Bank Asia |
| BA Exchange Limited, UK      | 100% owned by Bank Asia |

| Name of the Directors  | Name of the Directors Designation    |            |
|--|--------------------------------------|------------|
| Mr. A Rouf Chowdhury and his spouse                                    | Chairman                             | 9,660,200  |
| Mr. Mohd. Safwan Choudhury<br>(Representing Phulbari Tea Estates Ltd.) | Vice Chairman                        | 20,692,300 |
| Mr. Mohammed Lakiotullah and his spouse                                | Vice Chairman & Independent Director | 700        |
| Mr. Anisur Rahman Sinha and his spouse                                 | Director                             | 26,983,600 |
| Mr. Rumee A Hossain and his spouse                                     | Director                             | 28,902,590 |
| Mr. Romo Rouf Chowdhury and his spouse                                 | Director                             | 22,968,480 |
| Mr. A M Nurul Islam<br>(Representing Onus Apparels Ltd.)               | Director                             | 2,526,570  |
| Mr. Mashiur Rahman<br>(Alternate Director of Mr. Mir Shahjahan)        | Director                             | 10,825,960 |
| Mr. M Irfan Syed   | Director                             | 525,000    |
| Mr. Faisal Samad and his spouse  | Director                             | 13,663,620 |
| Ms. Sohana Rouf Chowdhury and her spouse                               | Director                             | 21,752,480 |
| Lt. Col. Fariduddin Ahmed (Retd.)                                      | Director                             | 16,673,140 |
| Mr. Shah Md. Nurul Alam<br>(Representing Amiran Generations Ltd.)      | Director                             | 2,189,450  |
| Mr. Murshed Sultan Choudhury   | Director                             | 16,262,630 |

Directors, Chief Executive Officer, Chief Financial Officer, Head of Internal Audit, Company Secretary and their spouse and minor children (name wise details)

| Chief Executive Officer          | Nil    |
|----------------------------------|--------|
| Company Secretary and his spouse | 13,940 |
| Chief Financial Officer          | Nil    |
| Head of Internal Audit           | Nil    |

iii) Executives:

| Mr. S.M. Khorshed Alam and his spouse | 50,450  |
|---------------------------------------|---------|
| Mr. Irteza Reza Chowdhury' spouse     | 166,170 |
| Mr. Nasirul Hossain and his spouse    | 93,550  |
| Mr. A.H.J. Rahman's spouse            | 87,550  |
| Mr. Swapan Das Gupta's spouse         | 70,020  |

# **Auditors'**

At the 12th Annual General Meeting held on 30<sup>th</sup> March, 2011 the Shareholders appointed M/s. S. F. Ahmed & Co, Chartered Accountants as external auditors of the Bank for the year 2011. The external Auditor in their audit of 2011 covered 80% of risk weighted assets of the Bank.

# **Expenditures Related to Board of Directors**

For attending the Board Meeting, Audit Committee Meeting and Executive Committee the Directors receive an honorarium of Tk.5,000.00 each.

During 2011, the expenditures incurred related to directors were Tk.22,38,000.00 for Directors' honorarium and Tk.1,97,760.00 for Directors' traveling purpose.

# **Expenditures Related to AGM**

In 2011, the Bank arranged three Extra Ordinary General Meetings (EGM) and one Annual General Meeting. For this purpose, total expenses were Tk.1,62,93,868.65. This cost included rent of AGM and EGM venue, Entertainment for the Shareholders and Printing of notices, minutes and Annual Report.

# **Credit Rating:**



A Credit Rating estimates the credit worthiness of an individual, a corporate or even a country. Typically, a credit rating tells a lender or an investor the probability of the subject being able to payback a loan. A poor credit rating indicates a high risk of defaulting on a loan and thus leads to high interest rates or refusal of a loan by the creditors.

In an effort to keep the existing and potential investors in the financial sector fully informed about the financial health of the banking institution, and to improve the functioning of the capital market of the country, Bangladesh Bank has made credit rating for Banking industry mandatory effective from January 2006. Taking this into consideration, Bank Asia appointed CRAB (Credit Rating Agency of Bangladesh) for rating of the Bank. Bank Asia has been rated as AA2 for long term and ST1 for short term for the year 2010, which will be valid up to June, 2012. For two years in a row we were able to hold this sound financial health which we consider one of our prominent achievements. The credit rating of 2011 is under process.

ST1 rating for short term

# Credit Rating



# Compliance with SEC Notification on Corporate Governance

Status of compliance with the conditions imposed by the Commission's Notification No SEC/CMRRCD/2006-158/Admin/02-08 Dated February 20, 2006 issued under Section 2 CC of the Securities and Exchange Ordinance, 1969 regarding Corporate Governance is given below in pursuance of condition No 5.00 of the said notification:

| Condition<br>No. | Title  | Compl      | iance Status | <b>Explanation for Non-</b>      |
|------------------|--|------------|--------------|----------------------------------|
|                  |  | Complied   | Non-complied | compliance with the<br>condition |
| 1.00             | BOARD OF DIRECTORS   |            |              |                                  |
| 1.1              | Board Size   |            |              |                                  |
| 1.2 (i)          | Appointment of Independent Directors   |            |              |                                  |
| 1.2 (ii)         | Independent Directors  |            |              |                                  |
| 1.3              | Chairman of the Board and Chief Executive  |            |              |                                  |
| 1.4              | The Directors' report to the Shareholders  |            |              |                                  |
| 1.4 (a)          | Fair presentation of the state of affairs  |            |              |                                  |
| 1.4 (b)          | Proper maintenance of books of accounts  |            |              |                                  |
| 1.4 (c)          | Application of proper accounting policies in preparation of financial statements |            |              |                                  |
| 1.4 (d)          | Adherence to International Accounting Standards                                  |            |              |                                  |
| 1.4 (e)          | Sound internal control   |            |              |                                  |
| 1.4 (f)          | Ability to continue as a going concern   |            |              |                                  |
| 1.4 (g)          | Deviations from operation of the previous year                                   |            |              |                                  |
| 1.4 (h)          | Presentation of key operating and financial data of the last three years         |            |              |                                  |
| 1.4 (i)          | Declaration of dividend  |            |              | N.A.                             |
| 1.4 (j)          | Number of board meeting held   |            |              |                                  |
| 1.4 (k)          | Pattern of shareholding  |            |              |                                  |
| 2.00             | CHIEF FINANCIAL OFFICER (CFO), HEAD OF INTERNAL AUDIT                            | AND COMPAN | IY SECRETARY |                                  |
| 2.1              | Appointment of CFO, Head of Internal Audit and<br>Company Secretary              |            |              |                                  |

| Condition     | Title  | Compl    | iance Status |      |
|---------------|--|----------|--------------|------|
| No.           |  | Complied | Non-complied |      |
| 2.2           | Requirement of CFO and company secretary to attend<br>Board Meeting                      |          |              |      |
| 3.00          | AUDIT COMMITTEE  |          |              |      |
| 3.1 (i)       | Constitution of Audit Committee  |          |              |      |
| 3.1 (ii)      | Appointment of independent director in the Audit<br>Committee                            |          |              |      |
| 3.1 (iii)     | Vacancy in the Audit Committee   |          |              | N.A. |
| 3.2 (i)       | Selection of Chairman of the Audit Committee   |          |              |      |
| 3.2 (ii)      | Qualification of the Chairman of the Audit Committee                                     |          |              |      |
| 3.3           | Reporting of the Audit Committee   |          |              |      |
| 3.3.1 (i)     | Reporting of the Audit Committee to the Board of Directors                               |          |              |      |
| 3.3.1 (i) (a) | Report on conflict of interest   |          |              |      |
| 3.3.1 (i) (b) | Suspected fraud or irregularities  |          |              |      |
| 3.3.1 (i) (c) | Suspected infringement of laws   |          |              |      |
| 3.3.1 (i) (d) | Any other matter   |          |              |      |
| 3.3.2         | Reporting to the SEC by the Audit Committee  |          |              | N.A. |
| 3.4           | Reporting to the shareholders and general investors                                      |          |              |      |
| 4.00          | EXTERNAL / STATUTORY AUDITORS  |          |              |      |
| 4.00 (i)      | Appraisal or valuation services of fairness options                                      |          |              |      |
| 4.00 (ii)     | Financial information systems design and implementation                                  |          |              |      |
| 4.00 (iii)    | Book keeping or other services related to the accounting records or financial statements |          |              |      |
| 4.00 (iv)     | Broker – Dealer services   |          |              |      |
| 4.00 (v)      | Actuarial services   |          |              |      |
| 4.00 (vi)     | Internal audit services  |          |              |      |
| 4.00 (vii)    | Any other services that the Audit Committee determines                                   |          |              |      |

# Status of Compliance of Bangladesh Bank's guidelines for Corporate Governance (BRPD circular no 16 dated 24.07.2003)

| SI<br>No. | Particulars  | Compliance<br>Status |
|-----------|--|----------------------|
| 1.        | Responsibilities and authorities of the board of directors   |                      |
|           | (a) Work-planning and strategic Management:  | Compiled             |
|           | (i) The board shall determine the objectives and goals and to this end shall chalk out strategies and work-plans on annual basis. It shall specially engage itself in the affairs of making strategies consistent with the determined objectives and goals and in the issues relating to structural change and reorganization for enhancement of institutional efficiency and other relevant policy matters. It shall analyze/monitor at quarterly rests the development of implementation of the work-plans.  |                      |
|           | (ii) The board shall have its analytical review incorporated in the Annual Report as regard the success/failure in achieving the business and other targets as set out in its annual work-plan and shall apprise the shareholders of its opinions/ recommendations on future plans and strategies. It shall set the Key Performance Indicators (KPIs) for the CEO and other senior executives and have it evaluated at times.  |                      |
|           | (b) Lending and risk management:   | Compiled             |
|           | (i) The policies, strategies, procedures etc. in respect of appraisal of loan/investment proposal, sanction, disbursement, recovery, reschedulement and write -off thereof shall be made with the board's approval under the purview of the existing laws, rules and regulations. The board shall specifically distribute the power of sanction of loan/investment and such distribution should desirably be made among the CEO and his subordinate executives as much as possible. No director, however, shall interfere, directly or indirectly, into the process of loan approval.  |                      |
|           | (ii) The board shall frame policies for risk management and get them complied with and shall monitor at quarterly rests the compliance thereof.  |                      |
|           | (c) Internal control management:   | Compiled             |
|           | The board shall be vigilant on the internal control system of the Bank in order to attain and maintain satisfactory qualitative standard of its loan/investment portfolio. It shall review at quarterly rests the reports submitted by its audit committee regarding compliance of recommendations made in internal and external audit reports and the Bangladesh Bank inspection reports.   |                      |
|           | (d) Human resources management and development:  | Compiled             |
|           | (i) Policies relating to recruitment, promotion, transfer, disciplinary and punitive measures, human resources development etc. and service rules shall be framed and approved by the board. The chairman or the directors shall in no way involve themselves or interfere into or influence over any administrative affairs including recruitment, promotion, transfer and disciplinary measures as executed under the set service rules. No member of the board of directors shall Compled be included in the selection committees for recruitment and promotion to different levels. Recruitment and promotion to the immediate two tiers below the CEO shall, however, rest upon the board. Such recruitment and promotion shall have to be carried out complying with the service rules i.e., policies for recruitment and promotion. |                      |
|           | (ii) The board shall focus its special attention to the development of skills of Bank's staff in different fields of its business activities including prudent appraisal of loan/investment proposals, and to the adoption of modern electronic and information technologies and the introduction of effective Management Information System (MIS). The board shall get these program incorporated in its annual work plan.  |                      |
|           | (e) Financial management:  | Compiled             |
|           | (i) The annual budget and the statutory financial statements shall finally be prepared with the approval of the board. It shall at quarterly rests review/monitor the positions in respect of Bank's income, expenditure, liquidity, non-performing asset, capital base and adequacy, maintenance of loan loss provision and steps taken for recovery of defaulted loans including legal measures.   |                      |
|           | (ii) The board shall frame the policies and procedures for Bank's purchase and procurement activities and shall accordingly approve the distribution of power for making such expenditures. The maximum possible delegation of such power shall rest on the CEO and his subordinates. The decision on matters relating to infrastructure development and purchase of land, building, vehicles etc. for the purpose of bank's business shall, however, be adopted with the approval of the board.   |                      |
|           | (f) Formation of supporting committees:  | Compiled             |
|           | For decision on urgent matters an executive committee, whatever name called, may be formed with the directors. There shall be no committee or sub-committee of the board other than the executive committee and the audit committee. No alternate director shall be included in these committees.  |                      |

| SI<br>No. | Particulars   | Compliance<br>Status |
|-----------|---|----------------------|
|           | (g) Appointment of CEO:   | Compiled             |
|           | The board shall appoint a competent CEO for the bank with the approval of the Bangladesh Bank.  |                      |
| 2.        | Responsibilities of the Chairman of the board of directors:   |                      |
|           | (a) As the Chairman of the board of directors (or chairman of any committee formed by the board or any director) does not personally possess the jurisdiction to apply policymaking or executive authority, he shall not participate in or interfere into the administrative or operational and routine affairs of the bank.  | Compiled             |
|           | (b) The Chairman may conduct on-site inspection of any Bank-branch or financing activities under the purview of the oversight responsibilities of the board. He may call for any information relating to Bank's operation or ask for investigation into any such affairs; he may submit such information or investigation report to the meeting of the board or the executive committee and if deemed necessary, with the approval of the board, he shall effect necessary action thereon in accordance with the set rules through the CEO. However, any complaint against the CEO shall have to be apprised to Bangladesh Bank through the board along with the statement of the CEO.  |                      |
|           | (c) The Chairman may be offered an office-room, a personal secretary/assistant, a telephone at the office and a vehicle in the business-interest of the Bank subject to the approval of the board.  |                      |
| 3.        | Responsibilities of the adviser:  | N. A.                |
|           | The adviser, whatever name called, shall advise the board of directors or the CEO on such issues only for which he is engaged in terms of the conditions of his appointment. He shall neither have access to the process of decision-making nor shall have the scope of effecting executive authority in any matters of the bank including financial, administrative or operational affairs.  |                      |
| 4.        | Responsibilities and authorities of the CEO:  | Compiled             |
|           | The CEO of the Bank, whatever name called, shall discharge the responsibilities and effect the authorities as follows:  |                      |
|           | (a) In terms of the financial, business and administrative authorities vested upon him by the board, the CEO shall discharge<br>his own responsibilities. He shall remain accountable for achievement of financial and other business targets by means of<br>business plan, efficient implementation thereof and prudent administrative and financial management.   |                      |
|           | (b) The CEO shall ensure compliance of the Bank Companies Act, 1991 and/or other relevant laws and regulations in<br>discharge of routine functions of the Bank.  |                      |
|           | (c) The CEO shall report to Bangladesh Bank of issues violative of the Bank Companies Act, 1991 or of other laws/<br>regulations and, if required, may apprise the board post facto.  |                      |
|           | (d) The recruitment and promotion of all staff of the Bank except those in the two tiers below him shall rest on the CEO. He shall act in such cases in accordance with the approved service rules on the basis of the human resources policy and sanctioned strength of employees as approved by the board. The board or the chairman of any committee of the board or any director shall not get involved or interfere into such affairs. The authority relating to transfer of and disciplinary measures against the staff, except those at one tier below the CEO, shall rest on him, which he shall apply in accordance with the approved service rules. Besides, under the purview of the human resources policy as approved by the board, he shall nominate officers for training etc. |                      |

# Credit Rating of Proposed Unsecured Subordinated Zero Coupon Bond & Its Current Status

One of the strategic priorities of Bank Asia Ltd. is to maintain strong capital base keeping proper balance with financial assets growth. With this view the Bank continues to formulate capital enhancement initiatives viz. building retained earnings, declaring stock dividend, credit rating of eligible corporate clients, issuing Rights share, Bond and the like. In this connection, Bank Asia is in the process of issuing 6 Year 13% YTM Unsecured Nonconvertible Subordinated Zero Coupon Bond of Tk. 1,100 million through private placement which is approved by SEC in the last week of February 2012. It is expected to close the bond transaction within a few months after obtaining no objection certificate from Bangladesh Bank.

# **Credit Rating of the Instrument**

Credit rating agency of Bangladesh (CRAB) has assigned AA3 rating to the proposed Zero Coupon Bond of Bank Asia Ltd. which reveals that the Bank has very strong capacity to meet its financial commitments and judged to be of very high quality and is subject to very low credit risk.



# Chief Executive Officer & Chief Financial Officer's Statement of Responsibilities

The preparation and presentation of financial statements accurately and appropriately is the responsibility of the Management. Accordingly we state that:

- We have reviewed the Balance Sheet and Profit and 1 Loss account (standalone and consolidated), and all the schedules & notes to the accounts, and the Cash Flow statements for the year ended December 31, 2011 that are prepared under the historical cost convention. However, the directors' report and other reports include updated information that were available till the publication of the Annual Report 2011. The financial statements were prepared in accordance with Bangladesh Financial Reporting Standards (BFRS) and comply with Banking Companies Act 1991, the rules and regulations issued by Bangladesh Bank, the Companies Act 1994, the Securities and Exchange Rules 1987 and other applicable laws and regulations.
- 2. We have also reviewed directors' report and other reports for accuracy and appropriateness. Best of our knowledge and information, these reports do not contain any untrue statement of a material fact.
- 3. Based on our knowledge and information, the financial statements, and other financial information included in this report, present in all material respects a true and fair view of the Bank's affairs, and the financial conditions, results of operations and cash flows of the Bank as of, and for, the year under report, and are in compliance with the existing accounting standards and/ or applicable laws and regulations.
- 4. To the best of our knowledge and belief, no transactions entered into by the Bank during the year are fraudulent, illegal or violating business ethics and Codes of Conduct that ensured by external auditors and the audit committee, which estimates a high degree of judgments.
- 5. We, along with those charged with governance, are responsible for establishing and maintaining disclosure controls and procedures and internal controls over financial reporting for the Bank, and we have:
  - Designed such disclosure controls and procedures to ensure that material information relating to the Bank, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the

Chief Executive Officer

- period in which this report is being prepared.
   b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting.
- c) Evaluated the effectiveness of the company's disclosure, controls and procedures.
- d) Disclosed in this report any change in the company's internal control over financial reporting that occurred during the year under report that has materially affected, or is reasonably likely to materially affect, the Bank's internal control over financial reporting.
- 6. We have disclosed based on our most recent evaluation, wherever applicable, to the Bank's internal & external auditors, inspection team of Bangladesh Bank and other regulatory bodies and also to the audit committee of the board.
  - a) There were no deficiencies in the design or operation of internal controls, that could adversely affect the Bank's ability to record, process, summarize and report financial data, and there have been no material weakness in internal controls over financial reporting including any corrective action with regard to deficiencies.
  - b) There were no significant changes in internal controls during the year covered by this report.
  - c) All significant changes in accounting policies during the year, if an, and that the same have been disclosed in notes to the financial statements.
  - d) There were no instances of front of which we were aware, that involve Management or the employees who have a significant role in Bank's internal control system.
- 7. We affirm that we have not denied any personal, access to the audit committee of the Bank (in respect of matters involving alleged misconduct) and we have provided protection to whistle blowers from unfair termination and other unfair or prejudicial employment practices.
- 8. We further declare that all Board Members and senior managerial personnel have affirmed compliance with the Codes of Conduct for the current year.



# Chief Financial Officer's Report



Safe Secure Stable banking with Bank Asia

Bank Asia showed stable performance in all sides of its business lines in 2011, which proves the Bank's ability to deliver on proven strategy and benefit from consistent financial policies. The Bank outperformed in previous 2 years (2009 & 2010) by sustaining 123% growth in operating profit. As year on year profit growth of this magnitude hardly stays sustainable in longer run, in order for bank to grow in a balanced and healthy manner the Management revisited its potential and future prospects in 2011 looking through the lens of capacity and productivity.

The Management focused more on consolidating its strength in 2011 by way of capacity building, strong capital base and efficient liquidity management. Accordingly in the area of **Capacity Building** the Bank revitalized its organogram to make it more dynamic and delivery oriented, created a number of new departments including business origination, liability marketing, branding etc. With a view to create a **Strong Capital Base** the Bank enhanced Tier 1 capital by Tk. 1,201 million through 40% stock dividend, Tk.1,051 million through 25% Rights issue; Tier - 2 capital by Tk.1,238 million through revaluation of fixed assets, and reduced risk weighted assets, hence, capital saving by credit rating of 97 corporate customers. AD Ratio or Credit Deposit Ratio (CDR) was maintained around 85% throughout the year which indicates healthy **Liquidity Management**.

# Key performance indicators (KPIs) of banking operation

|                        |        |         |        | Million Taka       |
|------------------------|--------|---------|--------|--------------------|
| KPIs                   | 2011   | 2010    | Growth | Target Achievement |
| Loans and advances     | 82,820 | 79,504  | 4.17%  | 95.87%             |
| Deposits               | 95,131 | 86,366  | 10.15% | 88.31%             |
| Shareholders' equity   | 12,479 | 7,060   | 76.76% |                    |
| Reserve fund & surplus | 7,224  | 4,057   | 78.06% |                    |
| Capital fund           | 12,447 | 8,157   | 52.59% |                    |
| Operating expenses     | 2,537  | 2,422   | 4.75%  |                    |
| Operating profit       | 4,042  | 4,249   | -4.87% | 93.71%             |
| Import                 | 99,414 | 110,418 | -9.97% | 88.27%             |
| Export                 | 74,795 | 57,282  | 30.57% | 105.19%            |
| Remittance (Inward)    | 21,777 | 18,442  | 18.08% |                    |



# **Profitability and liquidity**

Bank Asia could maintain status quo of its banking operation profitability in 2011. Operating Profit was Tk. 4,041.97 million in 2011, which was Tk. 4,248.86 million in the previous year. The apparent decrease in profit was due to separation of Bank Asia Securities Ltd. from main bank operation since April 17, 2011. Moreover, to create strong capital base and maintain AD Ratio around 85% for efficient liquidity position the Management cautiously and strategically put a rein on its business growth especially in the 2<sup>nd</sup> and 3<sup>rd</sup> quarter of the year 2011. Even though there was 30% growth in interest income, 24% growth in investment income and increase in yield on advance to 14.11% from 12.72%.

Net cash generated from operating activities increased to Tk. 6,040.56 million in 2011 from Tk. 5,589.30 million in 2010, i.e. 8% growth, which also indicates bank's efficient liquidity management. However, as on balance sheet date EPS stood Tk. 3.65 which was Tk. 4.59 in 2010. EPS was reduced due to significant increase (76.76%) in shareholders' equity for capital enhancements. It is worth noting here that total number of shares was 525,479,060 as on balance sheet date in 2011 against 420,383,250 shares in the previous year.

### Dividend

In terms of dividend pay-out ratio Bank Asia was always the investors' bank of choice. Since inception there was a steady growth in dividend payments in terms of value. Banks Asia almost always declared stock dividend as a result paid up

capital increased rapidly year by year which made the pay-out of higher dividend difficult for the Management. The graph shows dividend pay-out trend for last five years.

# **Financial control**

We continued to keep unwavering focus on cost with underlying expenses and could exhibit well control over cost optimization, which was depicted by only 4.75% growth of operating expenses. Burden ratio of the Bank was only 0.04% in 2011 which also indicates that Bank Asia was not dependent on interest income to meet its operational expenses.

# **Asset quality**

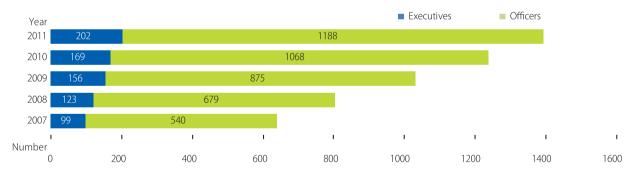
As discussed in the earlier section of this report the Management of Bank Asia cautiously and carefully exercised restraint by putting a leash on its business in pursuant to its strategic standing and also to ensure proper compliance with regulatory requirements; mentionable Basel II Capital Accord and cap in AD Ratio etc. Resultantly some of the outstanding loans showed tendency to be soared which was well controlled by the Management and ended up with only 2.72% nonperforming loan (NPL) as on balance sheet date.

# Capital

Balance Sheet strength remained a key priority for the Bank in 2011 as we focused on keeping our Balance Sheet well capitalized and funded, with conservative liquidity settings designed to keep the Bank safe. Though the Bank started its journey in 2011 with a capital shortfall it ended up with robust capital platform of Tk. 1,2447 million, which was possible owing to some prudent initiatives on the part of the Management and the Board as well. During 2011 alone the Bank enhanced its total capital fund by Tk. 4,290 million which made capital adequacy ratio (CAR) 14.88% against minimum requirement of 10%.

# **HR** accounting

Bank Asia believes in human capital initiatives connecting with milestone training, performance coaching & development, key talent management, balancing of work/life choice and human capital reviews. In this process Bank Asia tries to identify and report investment made in human resources.



# Last five years manpower strength was as under:

The total value of Human Capital has been ascertained Tk. 8,403.17 million in the year 2011 and Tk. 7,608.93 million in 2010 in present value of future earning model (Lev & Schawrtz) by discounting total benefits payable to employees, which was considered minimum expected earnings from them up to retirement. Category wise break down is presented in the table below:

|            |                  |                  |             |                  |                  | IVIIIIOTI Taka |
|------------|------------------|------------------|-------------|------------------|------------------|----------------|
| Cotomorra  |                  | 2011             |             |                  | 2010             |                |
| Category   | No. of Employees | Per Capita Value | Total Value | No. of Employees | Per Capita Value | Total Value    |
| Executives | 202              | 13.80            | 2,788.38    | 169              | 15.28            | 2,582.12       |
| Officers   | 1,188            | 4.73             | 5,614.80    | 1,068            | 4.71             | 5,026.80       |
| Total      | 1,390            | 18.53            | 8,403.17    | 1,237            | 19.99            | 7,608.93       |

Million Taka

As per model we've capitalized the total value of employees as Human Capital. 10.44% growth in the value of human capital in 2011 over 2010 was due to net addition of 153 headcounts of experienced and fresh recruitments that was required for the expansion of the business and for ensuring the better quality of the service and customer satisfaction.

# Balance Sheet Including Human Capital abridged & consolidated

| Assets                   | As of December 31, 2011 (Million Taka) |
|--------------------------|--|
| Cash                     | 7,027.68                               |
| Balance with other banks | 1,738.54                               |
| Investment               | 16,107.66                              |
| Loans and advances       | 83,343.07                              |
| Fixed assets             | 4,618.83                               |
| Human assets:            |  |
| Individuals' value       | 8,403.17                               |
| Value of investments     | 4.81                                   |
| Other assets             | 5,307.72                               |
|                          | 126,551.48                             |
| Capital & liabilities    |  |
| Borrowing                | 1,226.74                               |
| Deposits                 | 95,133.54                              |
| Shareholders' equity     | 12,605.99                              |
| Human capital            | 8,407.98                               |
| Other liabilities        | 9,177.23                               |
|                          | 126,551.48                             |

Brief economic and social performance

| <b>Economic responsibility</b>               |                          |
|--|--------------------------|
| +42%   | Nos. of loans            |
| +74%   | Nos. of deposit customer |
| +37%   | Nos. of savings customer |
| Shareholders responsibility                  |                          |
| -0.69%                                       | Profit after Tax         |
| +77%   | Shareholders' fund       |
| -4%  | Share Price              |
| <b>Environmental responsibility</b>          |                          |
| 4,651,723 kwh                                | Electricity consumed     |
| Oil 37,670 ltrs<br>CNG 99,197 m <sup>3</sup> | Fuel consumed            |
| 3,715,142 km                                 | Local business travel    |
| 19,720 reams                                 | Paper used               |
| Social responsibility                        |                          |
| +12%   | Staff strength           |
| +14%   | Benefits and emoluments  |

Clarity and integrity in reporting are part of the fundamental commitment of Finance and Accounts team of Bank Asia by which we try to shape the business strategy of the Management and the Board. We are the motivated workforce and devoted in ensuring **Safe Secure Stable banking** with Bank Asia. We expect that the year 2012 will be even more rewarding and of value creation for our stakeholders.

Iman Unned

**Imran Ahmed,** FCA, CISA Chief Financial Officer

# Auditors' Report to the Shareholders of Bank Asia Limited

We have audited the accompanying consolidated financial statements of Bank Asia Limited ("the Bank") and its subsidiaries, namely, Bank Asia Securities Limited, Bank Asia Exchange Company (UK) Limited which comprise Consolidated Balance Sheet at 31 December 2011 and Consolidated Profit and Loss Statement, Consolidated Cash Flow Statement, Consolidated Statement of Changes in Equity for the year then ended, and a summary of significant accounting policies and other explanatory notes and information.

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Bangladesh Financial Reporting Standards/Bangladesh Accounting Standards, and for such internal control as management considers necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud and error. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Bangladesh Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain a reasonable assurance about whether the financial statements are free from material misstatements.

An audit involves performing procedures to obtain audit evidence about the Amount and disclosures in the financial statements. The procedures selected depend on our judgment, including the assessment of risks of material misstatement of financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management as well as evaluating the overall presentation of financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the financial statements referred to above which have been prepared in the format prescribed by Bangladesh Bank vide circular no. 14 dated 25 June 2003 and in accordance with relevant Bangladesh Financial Reporting Standards and Bangladesh Accounting Standards give a true and fair view of the state of affairs of the Bank as at 31 December 2011 and results of its operations and its cash flows for the year then ended and comply with the Companies Act 1994, the Banking Companies Act 1991, Securities and Exchange Rules 1987, rules and regulations issued by Bangladesh Bank and other applicable laws and regulations.

# We also report that :

- (i) 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 and made due verification thereof and found them satisfactory;
- (ii) in our opinion, proper books of account as required by law were kept by the Bank so far as it appeared from our examination of those books and proper returns adequate for the purposes of our audit have been received from the branches not visited by us;
- (iii) the Bank's financial position and Profit and Loss Statement dealt with by this report are in agreement with the books of account and returns;
- (iv) the expenditures incurred during the year were for the purposes of the business of the Bank;
- (v) the financial statements have been drawn up in conformity with the Banking Companies Act 1991 and in accordance with the accounting rules and regulations issued by Bangladesh Bank and the financial statements conform to the prescribed standards set in the accounting regulations issued by Bangladesh Bank after consultation with the professional accounting bodies of Bangladesh;
- (vi) adequate provisions have been made for loans and advances and other assets following the guidelines of Bangladesh Bank;
- (vii) the records and statements submitted by the branches have been properly maintained and consolidated in the financial statements;

- (viii) the information and explanations required by us have been received and found to be satisfactory
- (ix) cash reserve requirement and statutory liquidity reserve with Bangladesh Bank have been maintained as per rules;
- (x) the existing rules and regulations for loan sanctioning and disbursements have been followed properly as it revealed from our test checks;
- (xi) the internal control system was found satisfactory and adequate to prevent probable frauds and forgeries as it appeared from our test checks;
- (xii) adequate capital of Bank as required by law has been maintained during the year under audit;
- (xiii) 80% of risk-weighted assets of the Bank have been audited;
- (xiv) we have spent approximately 3,200 man hours for the audit of books and account of the Bank; and
- (xv) we are not aware of any other matters, which are required to be brought to the notice of the shareholders of the Bank.

House 25, Road 13A, Block D Banani, Dhaka 1213, Bangladesh

stown

Audiors S. F. AHMED & CO Chartered Accountants Dated, 15 February 2012

# Consolidated

# Balance Sheet as at 31 December 2011

|   | Notes       | Amount<br>At 31 Dec 2011        | in Taka<br>At 31 Dec 2010       |
|---|-------------|---------------------------------|---------------------------------|
| PROPERTY AND ASSETS   |             |                                 |                                 |
| Cash  | 4(a)        | 7,027,684,197                   | 5,878,497,950                   |
| In hand (including foreign currencies)  |             | 975,478,768                     | 766,251,685                     |
| Balance with Bangladesh Bank and its agent bank<br>(including foreign currencies) |             | 6,052,205,429                   | 5,112,246,265                   |
| Balance with other banks and financial institutions                               | 5(a)        | 1,738,544,646                   | 580,206,294                     |
| In Bangladesh<br>Outside Bangladesh   |             | 1,234,834,514<br>503,710,132    | 554,576,691<br>25,629,603       |
| Money at call and on short notice   | 6(a)        | -                               | -                               |
| Investments   | 7(a)        | 16,107,661,266                  | 12,575,700,932                  |
| Government<br>Others  |             | 11,386,330,500<br>4,721,330,766 | 10,418,136,207<br>2,157,564,725 |
| Loans and advances/investments  | 8(a)        | 83,343,069,145                  | 79,504,232,613                  |
| Loans, cash credits, overdrafts, etc/investments                                  |             | 75,646,924,050                  | 70,219,189,799                  |
| Bills purchased and discounted  |             | 7,696,145,095                   | 9,285,042,814                   |
| Fixed assets including premises, furniture and fixtures                           | 9(a)        | 4,618,831,326                   | 1,837,283,978                   |
| Other assets  | 10(a)       | 5,307,716,787                   | 4,822,128,381                   |
| Non - banking assets<br>Total assets  |             | 118,143,507,367                 | 105,198,050,148                 |
| LIABILITIES AND CAPITAL   |             |                                 |                                 |
| Liabilities   |             |                                 |                                 |
| Borrowings from other banks, Financial Institution and agents                     | 11(a)       | 1,226,743,285                   | 5,163,774,972                   |
| Deposits and other accounts   | 12(a)       | 95,133,539,489                  | 86,365,638,147                  |
| Current/Al-wadeeah current accounts and other accounts<br>Bills payable           |             | 12,024,446,868<br>1,102,014,310 | 11,631,173,000<br>898,703,046   |
| Savings bank/Mudaraba savings bank deposits                                       |             | 9,060,930,520                   | 7,947,958,226                   |
| Fixed deposits/Mudaraba fixed deposits  |             | 72,946,147,792                  | 65,887,803,875                  |
| Bearer certificates of deposit  |             | -                               | -                               |
| Other deposits  |             | _                               | _                               |
| Other liabilities   | 13(a)       | 9,177,238,884                   | 6,608,693,828                   |
| Total liabilities   |             | 105,537,521,658                 | 98,138,106,947                  |
| Capital/shareholders' equity<br>Total shareholders' equity                        |             | 12,605,985,709                  | 7,059,943,201                   |
| Paid-up capital   | 14.2        | 5,254,790,600                   | 3,002,737,500                   |
| Non-controlling (Minority) interest   |             | 10,000                          | -                               |
| Share premium   |             | 330                             | 330                             |
| Statutory reserve<br>Revaluation reserve  | 15<br>16(a) | 2,959,358,772                   | 2,272,917,429                   |
| Exchange equalization reserve   | 10(d)       | 2,934,436,025                   | 482,618,168                     |
| Other reserves  |             | 8,166,144                       | 8,166,144                       |
| Retained earnings   | 17(a)       | 1,449,223,838                   | 1,293,503,630                   |
| Total liabilities and shareholders' equity  |             | 118,143,507,367                 | 105,198,050,148                 |

# Balance Sheet

|  |       | Amount         | t in Taka      |
|--|-------|----------------|----------------|
|  | Notes | At 31 Dec 2011 | At 31 Dec 2010 |
| OFF-BALANCE SHEET ITEMS  |       |                |                |
| Contingent liabilities   | 18    | 47,457,247,641 | 48,974,684,278 |
| Acceptances and endorsements                                   |       | 17,142,018,866 | 10,890,899,480 |
| Letters of guarantee   |       | 6,887,870,884  | 6,556,270,342  |
| Irrevocable letters of credit                                  |       | 18,862,424,101 | 25,818,100,122 |
| Bills for collection   |       | 4,564,933,790  | 5,709,414,334  |
| Other contingent liabilities                                   |       | -              | -              |
| Other commitments  |       |                |                |
| Documentary credits and short term trade-related transactions  |       | -              | -              |
| Forward assets purchased and forward deposits placed           |       | -              | -              |
| Undrawn note issuance and revolving underwriting facilities    |       | -              | -              |
| Undrawn formal standby facilities, credit lines and other      |       | -              | -              |
| commitments  |       |                |                |
| Total off-balance sheet items including contingent liabilities |       | 47,457,247,641 | 48,974,684,278 |
|  |       |                |                |
|  |       |                |                |
|  |       |                |                |

Chairman Director alfinha . President and Managing Director S.L. ast Director Director

Auditors

S. F. AHMED & CO Chartered Accountants

# Consolidated Profit and Loss Statement for the year ended 31 December 2011

|   |           | Amount i                     | n Taka          |
|---|-----------|------------------------------|-----------------|
|   | Notes     | Year ended                   | Year ended      |
|   |           | 31 Dec 2011                  | 31 Dec 2010     |
| OPERATING INCOME  |           |                              |                 |
| Interest income   | 20(a)     | 11,409,807,639               | 8,381,354,215   |
| Interest paid on deposits and borrowings, etc                                   | 21(a)     | (8,583,660,163)              | (5,420,584,211) |
| Net interest income   | _         | 2,826,147,476                | 2,960,770,004   |
| Investment income   | 22        | 1,445,005,452                | 1,163,499,707   |
| Commission, exchange and brokerage  | 23(a)     | 2,258,786,748                | 2,141,480,860   |
| Other operating income  | 24(a)     | 300,132,035                  | 405,248,019     |
|   | -         | 4,003,924,235                | 3,710,228,586   |
| Total operating income (A)  | -         | 6,830,071,711                | 6,670,998,590   |
| OPERATING EXPENSES  | _         |                              |                 |
| Salaries and allowances   | 25(a)     | 1,122,537,823                | 1,015,219,528   |
| Rent, taxes, insurance, electricity, etc  | 26(a)     | 298,517,672                  | 158,628,865     |
| Legal expenses  | 27(a)     | 5,479,733                    | 4,196,492       |
| Postage, stamp, telecommunication, etc  | 28(a)     | 25,901,471                   | 21,267,327      |
| Stationery, printing, advertisements, etc                                       | 29(a)     | 80,517,950                   | 84,019,298      |
| Managing Director's salary and fees   | 30        | 7,368,420                    | 6,417,200       |
| Directors' fees   | 31(a)     | 2,289,750                    | 1,582,000       |
| Auditors' fees  | 32(a)     | 2,270,909                    | 450,000         |
| Depreciation and repairs of Bank's assets                                       | 33(a)     | 340,108,142                  | 258,136,618     |
| Other expenses  | 34(a)     | 721,255,589                  | 872,216,458     |
| Total operating expenses (B)  | -         | 2,606,247,459                | 2,422,133,786   |
| Profit before provision (C=A-B)<br>Provision for loans and advances/investments | -         | 4,223,824,252                | 4,248,864,804   |
|   |           |                              | ]               |
| General provision   |           | 14,308,463                   | 336,784,856     |
| Specific provision  |           | 402,341,928                  | 140,787,589     |
|   |           | 416,650,391                  | 477,572,445     |
| Provision for off-balance sheet items   |           | 47,464,303                   | 167,933,919     |
| Provision for diminution in value of investments                                |           | 88,837,091                   | 23,818,658      |
| Other provisions  |           | 56,810,639                   | 19,040          |
| Total provision (D)   | _         | 609,762,424                  | 669,344,062     |
| Total profit before tax (C-D)   | -         | 3,614,061,828                | 3,579,520,742   |
| Provision for taxation  |           |                              |                 |
| Current tax   | 13.5.1(a) | 1,570,805,277                | 1,498,735,610   |
| Deferred tax  | 13.5.2    | -                            | 151,202,975     |
|   | -         | 1,570,805,277                | 1,649,938,585   |
| Net profit after taxation   | =         | 2,043,256,551                | 1,929,582,157   |
| Appropriations  | 1 - F     | (0( 441 242                  | 715 004 140     |
| Statutory reserve   | 15        | 686,441,343                  | 715,904,148     |
| General reserve   |           |                              | 715 004 140     |
| Potoinod cumlus   | 17 (~)    | 686,441,343                  | 715,904,148     |
| Retained surplus<br>Consolidated Earnings Per Share (EPS)                       | 17 (a)    | <u>1,356,815,208</u><br>3.89 |                 |
| Consolidated Earlings ref sildre (Ers)  | 37(a) _   | 5.09                         | 4.59            |

See annexed notes, For Bank Asia Limited

Director Director Director President and Managing Director <u>Arghan Hung</u> Chairman

Auditors F. AHMED & CO

Chartered Accountants

# Consolidated Cash Flow Statement for the year ended 31 December 2011

|   |       | Amount                           | in Taka                        |
|---|-------|----------------------------------|--------------------------------|
|   | Notes | Year ended                       | Year ended                     |
|   |       | 31 Dec 2011                      | 31 Dec 2010                    |
| Cash flows from operating activities (A)  |       |                                  |                                |
| Interest receipts   |       | 12,289,645,826                   | 9,368,067,170                  |
| Interest payments   |       | (7,536,097,277)                  | (5,420,584,210)                |
| Fees and commission receipts  |       | 2,258,786,748                    | 2,141,480,859                  |
| Cash payment to employees   |       | (972,537,823)                    | (1,015,219,528)                |
| Cash payment to suppliers<br>Income tax paid  |       | (126,187,247)<br>(1,193,143,174) | (136,883,166)<br>(865,706,270) |
| Receipts from other operating activities  | 35(a) | 322,581,025                      | 601,446,122                    |
| Payments for other operating activities   | 36(a) | (891,321,801)                    | (1,084,169,695)                |
| Operating profit before changes in operating assets & liabilities   | 50(u) | 4,151,726,277                    | 3,588,431,282                  |
| Increase/decrease in operating assets and liabilities   |       |                                  |                                |
| Loans and advances to customers   |       | (3,838,836,532)                  | (29,236,315,174)               |
| Other assets  |       | 955,392,137                      | (1,349,122,988)                |
| Deposits from customers   |       | 9,026,153,766                    | 28,768,445,138                 |
| Trading liabilities   |       | (3,937,031,687)                  | 2,985,326,398                  |
| Other liabilities   |       | (180,696,245)                    | 832,530,100                    |
| Net increase/(decrease) in operating liabilities  |       | 2,024,981,439                    | 2,000,863,474                  |
| Net cash from operating activities  |       | 6,176,707,716                    | 5,589,294,756                  |
| Cash flows from investing activities (B)  |       |                                  |                                |
| Investment in treasury bills, bonds and others  |       | (968,194,293)                    | (2,462,811,181)                |
| Purchase of trading securities  |       | (2,220,844,538)                  | (699,227,836)                  |
| Purchase of fixed assets  |       | (666,427,774)                    | (1,025,202,813)                |
| Net cash from/(used) in investing activities  |       | (3,855,466,605)                  | (4,187,241,830)                |
| Cash flows from financing activities (C)  |       |                                  |                                |
| Payment for finance lease   |       | (13,795,312)                     | (49,822,468)                   |
| Net cash from/(used) in financing activities  |       | (13,795,312)                     | (49,822,468)                   |
| Net increase/(decrease) in cash and cash equivalents (A+B+C)<br>Effects of exchange rate changes on cash and cash equivalents |       | 2,307,445,799                    | 1,352,230,458                  |
| Cash and cash equivalents at the beginning of the year  |       | 6,460,651,444                    | 5,108,420,986                  |
| Cash and cash equivalents at end of the year (D+E+F)  |       | 8,768,097,243                    | 6,460,651,444                  |
| Cash and cash equivalents at end of the year:   |       |                                  |                                |
| Cash  |       | 975,478,768                      | 766,251,685                    |
| Balance with Bangladesh Bank and its agent bank(s)  |       | 6,052,205,429                    | 5,112,246,265                  |
| Balance with other banks and financial institutions   |       | 1,738,544,646                    | 580,206,294                    |
| Money at call and on short notice   |       | -                                | 1047200                        |
| Prize bonds   |       | 1,868,400 8,768,097,243          | 1,947,200<br>6,460,651,444     |
|   |       | 0,100,091,243                    | 0,400,001,444                  |

See annexed notes, For Bank Asia Limited

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Auditors S. F. AHMED & CO Chartered Accountants

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# Statement of Changes in Equity for the year ended 31 December 2011

| Particulars                         | "Paid-up<br>capital" | "Statutory<br>reserve" | Share<br>premium | Revaluation<br>reserve | Other<br>reserve | Exchange<br>equalisation<br>reserve | "Retained<br>earnings" | Total          |
|-------------------------------------|----------------------|------------------------|------------------|------------------------|------------------|-------------------------------------|------------------------|----------------|
| Balance as at 01 January 2010       | 2,144,812,500        | 1,557,013,281          | 330              | 306,401,681            |                  | 3,339,553                           | 942,577,212            | 4,954,144,557  |
| Statutory reserve                   | I                    | 715,904,148            | 1                | I                      | I                | I                                   | (715,904,148)          | 1              |
| Revaluation reserve                 | I                    | I                      | 1                | 176,216,487            | I                | I                                   | 1                      | 176,216,487    |
| Issue of bonus shares               | 857,925,000          | I                      | 1                | I                      | I                | I                                   | (857,925,000)          | 1              |
| Exchange equalization reserve       | I                    | I                      | 1                | I                      | I                | (3,339,553)                         | 3,339,553              | 1              |
| Profit equalization reserve         | I                    | 1                      | 1                | I                      | 8,166,144        | I                                   | (8,166,144)            |                |
| Net profit for the year             | I                    | I                      | 1                | I                      | I                | I                                   | 1,929,582,157          | 1,929,582,157  |
| Balance as at 31 December 2010      | 3,002,737,500        | 2,272,917,429          | 330              | 482,618,168            | 8,166,144        |                                     | 1,293,503,630          | 7,059,943,201  |
| Statutory reserve                   | I                    | 686,441,343            | 1                | I                      | I                | I                                   | (686,441,343)          | 1              |
| Minority (non-controlling) interest | 10,000               | I                      | 1                | I                      | I                | I                                   | I                      | 10,000         |
| Revaluation reserve                 | I                    | 1                      | 1                | 2,451,817,857          | I                | I                                   | I                      | 2,451,817,857  |
| Issue of bonus shares               | 1,201,095,000        | I                      | 1                | I                      | I                | I                                   | (1,201,095,000)        | 1              |
| Issue of right shares               | 1,050,958,100        | 1                      | 1                | I                      | I                | I                                   | I                      | 1,050,958,100  |
| Exchange equalization reserve       | I                    | I                      | 1                | I                      | -                | I                                   | I                      | I              |
| Profit equalization reserve         | I                    | I                      | I                | I                      | -                | I                                   | I                      | I              |
| Net profit for the year             | I                    | I                      | I                | I                      | I                | I                                   | 2,043,256,551          | 2,043,256,551  |
| Balance as at 31 December 2011      | 5,254,800,600        | 2,959,358,772          | 330              | 2,934,436,025          | 8,166,144        | I                                   | 1,449,223,838          | 12,605,985,709 |
|                                     |                      |                        |                  |                        |                  |                                     |                        |                |

S. F. AHMED & CO Chartered Accountants **Auditors** 

aging Director

Yarmy YI President and Man

L CUL Director

alfiela Director

U<sup>\*</sup>Director Lever Min /

Argun Jung. Chairman

# Balance Sheet as at 31 December 2011

|   | Notes | Amount in Taka  |                                  |
|---|-------|-----------------|----------------------------------|
|   |       | At 31 Dec 2011  | At 31 Dec 2010                   |
| PROPERTY AND ASSETS   |       |                 |                                  |
| Cash  | 4     | 7,027,279,041   | 5,878,497,950                    |
| In hand (including foreign currencies)<br>Balance with Bangladesh Bank and its agent bank |       | 975,073,612     | 766,251,685                      |
| (including foreign currencies)  |       | 6,052,205,429   | 5,112,246,265                    |
| Balance with other banks and financial institutions                                       | 5     | 1,635,850,212   | 580,206,294                      |
| In Bangladesh   |       | 1,133,769,488   | 554,576,691                      |
| Outside Bangladesh  |       | 502,080,724     | 25,629,603                       |
| Money at call and on short notice   | 6     | -               | -                                |
| Investments   | 7     | 16,430,532,266  | 12,575,700,932                   |
| Government  |       | 11,386,330,500  | 10,418,136,207                   |
| Others  |       | 5,044,201,766   | 2,157,564,725                    |
| Loans and advances/investments  | 8     | 82,819,973,884  | 79,504,232,613                   |
| Loans, cash credits, overdrafts, etc/investments  |       | 75,123,828,789  | 70,219,189,799                   |
| Bills purchased and discounted  |       | 7,696,145,095   | 9,285,042,814                    |
| Fixed assets including premises, furniture and fixtures                                   | 9     | 4,584,547,197   | 1,837,283,978                    |
| Other assets  | 10    | 5,231,225,406   | 4,822,128,381                    |
| Non - banking assets  |       |                 | -                                |
| Total assets  |       | 117,729,408,006 | 105,198,050,148                  |
| LIABILITIES AND CAPITAL   |       |                 |                                  |
| Liabilities   |       |                 |                                  |
| Borrowings from other banks, financial institutions and agents                            | 11    | 1,226,743,285   | 5,163,774,972                    |
| Deposits and other accounts   | 12    | 95,131,098,609  | 86,365,638,147                   |
| Current/Al-wadeeah current accounts and other accounts                                    |       | 12,024,446,868  | 11,631,173,000                   |
| Bills payable   |       | 1,099,573,430   | 898,703,046                      |
| Savings bank/Mudaraba savings bank deposits   |       | 9,060,930,520   | 7,947,958,226                    |
| Fixed deposits/Mudaraba fixed deposits<br>Bearer certificates of deposit                  |       | 72,946,147,792  | 65,887,803,875                   |
| Other deposits  |       | _               | _                                |
| Other liabilities   | 13    | 8,892,632,572   | 6,608,693,828                    |
| Total liabilities   | 15    | 105,250,474,466 | 98,138,106,947                   |
| Capital/shareholders' equity  |       |                 | 56,156,166,517                   |
| Total shareholders' equity  |       | 12,478,933,539  | 7,059,943,201                    |
| Paid-up capital   | 14.2  | 5,254,790,600   | 3,002,737,500                    |
| Share premium   |       | 330             | 330                              |
| Statutory reserve   | 15    | 2,959,358,772   | 2,272,917,429                    |
| Revaluation reserve   | 16    | 2,934,436,025   | 482,618,168                      |
| Exchange equalisation reserve   |       |                 | -                                |
| Other reserves  | 17    | 8,166,144       | 8,166,144                        |
| Retained earnings<br>Total liabilities and shareholders' equity                           | 17    | 1,322,181,668   | 1,293,503,630<br>105,198,050,148 |
| iorai navincies and sharenoiders equity   |       | 11/,/29,400,000 | 100,190,000,148                  |

# Balance Sheet

|  | Notes | Amount in Taka |                |
|--|-------|----------------|----------------|
|  |       | At 31 Dec 2011 | At 31 Dec 2010 |
| OFF-BALANCE SHEET ITEMS  |       |                |                |
| Contingent liabilities   | 18    |                |                |
| Acceptances and endorsements                                   |       | 17,142,018,866 | 10,890,899,480 |
| Letters of guarantee   |       | 6,887,870,884  | 6,556,270,342  |
| Irrevocable letters of credit                                  |       | 18,862,424,101 | 25,818,100,122 |
| Bills for collection   |       | 4,564,933,790  | 5,709,414,334  |
| Other contingent liabilities                                   |       | -              | -              |
|  |       | 47,457,247,641 | 48,974,684,278 |
| Other commitments  |       |                |                |
| Documentary credits and short term trade-related transactions  |       | -              | -              |
| Forward assets purchased and forward deposits placed           |       | -              | -              |
| Undrawn note issuance and revolving underwriting facilities    |       | -              | -              |
| Undrawn formal standby facilities, credit lines and other      |       | -              | -              |
| commitments  |       |                |                |
|  |       | -              | -              |
|  |       | 47,457,247,641 | 48,974,684,278 |
| Total off-balance sheet items including contingent liabilities |       | 47,457,247,641 | 48,974,684,278 |

See annexed notes, For Bank Asia Limited



# Profit and Loss Statement for the year ended 31 December 2011

|  |           | Amount ii                             | n Taka                         |
|--|-----------|---------------------------------------|--------------------------------|
|  | Notes     | Year ended                            | Year ended                     |
|  |           | 31 Dec 2011                           | 31 Dec 2010                    |
| OPERATING INCOME                                 |           |                                       |                                |
| nterest income                                   | 20        | 10,919,699,005                        | 8,381,354,215                  |
| nterest paid on deposits and borrowings, etc     | 21        | (8,202,658,439)                       | (5,420,584,211)                |
| Net interest income                              |           | 2,717,040,566                         | 2,960,770,004                  |
| nvestment income                                 | 22        | 1,445,005,452                         | 1,163,499,707                  |
| Commission, exchange and brokerage               | 23        | 2,125,999,075                         | 2,141,480,860                  |
| Other operating income                           | 24        | 290,971,779                           | 405,248,019                    |
|  |           | 3,861,976,306                         | 3,710,228,586                  |
| Total operating income (A)                       |           | 6,579,016,872                         | 6,670,998,590                  |
| Galaries and allowances                          | 25        | 1,096,638,636                         | 1,015,219,528                  |
| Rent, taxes, insurance, electricity, etc         | 26        | 284,470,714                           | 158,628,865                    |
| _egal expenses                                   | 27        | 4,006,480                             | 4,196,492                      |
| Postage, stamp, telecommunication, etc           | 28        | 23,053,219                            | 21,267,327                     |
| Stationery, printing, advertisements, etc        | 29        | 78,967,034                            | 84,019,298                     |
| Managing Director's salary and fees              | 30        | 7,368,420                             | 6,417,200                      |
| Directors' fees                                  | 31        | 2,238,000                             | 1,582,000                      |
| Auditors' fees                                   | 32        | 1,152,375                             | 450,000                        |
| Depreciation and repairs of Bank's assets        | 33        | 332,550,845                           | 258,136,618                    |
| Other expenses                                   | 34        | 706,602,010                           | 872,216,458                    |
| Total operating expenses (B)                     | 51        | 2,537,047,733                         | 2,422,133,786                  |
| Profit before provision (C=A-B)                  | _         | 4,041,969,139                         | 4,248,864,804                  |
| Provision for loans and advances/investments     |           |                                       |                                |
| General provision                                |           | 14,308,463                            | 336,784,856                    |
| Specific provision                               |           | 402,341,928                           | 140,787,589                    |
| Specific provision                               |           | 416,650,391                           | 477,572,445                    |
| Provision for off-balance sheet items            |           | 47,464,303                            | 167,933,919                    |
| Provision for diminution in value of investments |           | 88,837,091                            | 23,818,658                     |
| Other provisions                                 |           | 56,810,639                            | 19,040                         |
| I  |           |                                       |                                |
| Total provision (D)                              | -         | 609,762,424                           | 669,344,062                    |
| Total profit before tax (C-D)                    | _         | 3,432,206,715                         | 3,579,520,742                  |
| Provision for taxation                           | 12 5 1/-) | 1 515 002 224                         | 1 400 725 (10                  |
| Current tax                                      | 13.5.1(a) | 1,515,992,334                         | 1,498,735,610                  |
| Deferred tax                                     | 13.5.2    | -                                     | 151,202,975                    |
|  | —         | <u>1,515,992,334</u><br>1,916,214,381 | 1,649,938,585<br>1,929,582,157 |
| Net profit after tax                             | _         | 1,910,214,381                         | 1,929,582,157                  |
| Appropriations                                   | _         |                                       |                                |
| Statutory reserve                                | 15        | 686,441,343                           | 715,904,148                    |
| General reserve                                  |           | -                                     | -                              |
|  |           | 686,441,343                           | 715,904,148                    |
| Retained surplus                                 | 17        | 1,229,773,038                         | 1,213,678,009                  |
| Earnings Per Share (EPS)                         | 37        | 3.65                                  | 4.59                           |

See annexed notes, For Bank Asia Limited



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# Cash Flow Statement for the year ended 31 December 2011

|   |       | Amount in Taka  |                  |
|---|-------|-----------------|------------------|
|   | Notes | Year ended      | Year ended       |
|   |       | 31 Dec 2011     | 31 Dec 2010      |
| Cash flows from operating activities (A)                          |       |                 |                  |
| Interest receipts   |       | 11,799,537,192  | 9,368,067,170    |
| Interest payments   |       | (7,182,484,809) | (5,420,584,210)  |
| Fees and commission receipts                                      |       | 2,125,999,075   | 2,141,480,859    |
| Cash payment to employees   |       | (943,138,636)   | (1,015,219,528)  |
| Cash payment to suppliers   |       | (122,204,414)   | (136,883,166)    |
| Income tax paid   |       | (1,193,143,174) | (865,706,270)    |
| Receipts from other operating activities                          | 35    | 313,420,769     | 601,446,122      |
| Payments for other operating activities                           | 36    | (853,108,732)   | (1,084,169,695)  |
| Operating profit before changes in operating assets & liabilities |       | 3,944,877,271   | 3,588,431,282    |
| Increase/decrease in operating assets and liabilities             |       |                 |                  |
| Loans and advances to customers                                   |       | (3,315,741,271) | (29,236,315,174) |
| Other assets  |       | 505,437,137     | (1,349,122,988)  |
| Deposits from customers   |       | 8,765,460,462   | 28,768,445,138   |
| Trading liabilities   |       | (3,937,031,687) | 2,985,326,398    |
| Other liabilities   |       | 77,556,179      | 832,530,100      |
| Net increase/(decrease) in operating liabilities                  | -     | 2,095,680,820   | 2,000,863,474    |
| Net cash from operating activities                                | -     | 6,040,558,091   | 5,589,294,756    |
| Cash flows from investing activities (B)                          |       |                 |                  |
| Investments in treasury bills, bonds and others                   |       | (968,194,293)   | (2,462,811,181)  |
| Purchase of trading securities                                    |       | (2,209,384,914) | (699,227,836)    |
| Purchase of fixed assets  | -     | (644,837,363)   | (1,025,202,813)  |
| Net cash from/(used) in investing activities                      | -     | (3,822,416,570) | (4,187,241,830)  |
| Cash flows from financing activities (C)                          |       |                 |                  |
| Payment for finance lease   | -     | (13,795,312)    | (49,822,468)     |
| Net cash from/(used) in financing activities                      |       | (13,795,312)    | (49,822,468)     |
| Net increase/(decrease) in cash and cash equivalents (A+B+C)      |       | 2,204,346,209   | 1,352,230,458    |
| Effects of exchange rate changes on cash and cash                 |       | -               | -                |
| equivalents   |       |                 |                  |
| Cash and cash equivalents at the beginning of the year            |       | 6,460,651,444   | 5,108,420,986    |
| Cash and cash equivalents at end of the year (D+E+F)              | =     | 8,664,997,653   | 6,460,651,444    |
| Cash and cash equivalents:  |       |                 |                  |
| Cash  |       | 975,073,612     | 766,251,685      |
| Balance with Bangladesh Bank and its agent bank(s)                |       | 6,052,205,429   | 5,112,246,265    |
| Balance with other banks and financial institutions               |       | 1,635,850,212   | 580,206,294      |
| Money at call and on short notice                                 |       | -               | -                |
| Prize bonds   |       | 1,868,400       | 1,947,200        |
|   | =     | 8,664,997,653   | 6,460,651,444    |

See annexed notes, For Bank Asia Limited

Director Director Director President and Managing Director Arg. Am Shung. Chairman

Auditors 5. F. AHMED & CO

Chartered Accountants

| Equity                  | -                                   |
|-------------------------|-------------------------------------|
| Statement of Changes in | for the year ended 31 December 2011 |

| Particulars                    | "Paid-up<br>capital" | "Statutory<br>reserve" | Share<br>premium | Revaluation<br>reserve | Other<br>reserve | Excnange<br>equalization<br>reserve | "Retained<br>earnings" | Total          |
|--------------------------------|----------------------|------------------------|------------------|------------------------|------------------|-------------------------------------|------------------------|----------------|
|                                |                      |                        |                  |                        |                  |                                     |                        |                |
| Balance as at 01 January 2010  | 2,144,812,500        | 1,557,013,281          | 330              | 306,401,681            | •                | 3,339,553                           | 942,577,212            | 4,954,144,557  |
| Statutory reserve              | 1                    | 715,904,148            | I                | 1                      | I                | I                                   | (715,904,148)          | I              |
| Revaluation reserve            | 1                    | I                      | I                | 176,216,487            | I                | I                                   | 1                      | 176,216,487    |
| Issue of bonus shares          | 857,925,000          | I                      | I                | I                      | 1                | I                                   | (857,925,000)          | 1              |
| Exchange equalisation reserve  | I                    | I                      | I                | I                      | I                | (3,339,553)                         | 3,339,553              | I              |
| Profit equalisation reserve    | 1                    | I                      | 1                | 1                      | 8,166,144        | I                                   | (8,166,144)            |                |
| Net profit for the year        | 1                    | I                      | I                | I                      | I                | I                                   | 1,929,582,157          | 1,929,582,157  |
| Balance as at 31 December 2010 | 3,002,737,500        | 2,272,917,429          | 330              | 482,618,168            | 8,166,144        | 1                                   | 1,293,503,630          | 7,059,943,201  |
| Statutory reserve              | I                    | 686,441,343            | I                | I                      | I                | I                                   | (686,441,343)          | I              |
| Revaluation reserve            | 1                    | I                      | I                | 2,451,817,857          | I                | I                                   | I                      | 2,451,817,857  |
| Issue of bonus shares          | 1,201,095,000        | I                      | I                | I                      | I                | I                                   | (1,201,095,000)        | 1              |
| Issue of right share           | 1,050,958,100        | I                      | I                | I                      | I                | I                                   | I                      | 1,050,958,100  |
| Exchange equalisation reserve  | I                    | I                      | I                | I                      | I                | I                                   | I                      | I              |
| Profit equalisation reserve    | 1                    | I                      | I                | 1                      | I                | I                                   | I                      | I              |
| Net profit for the year        | 1                    | I                      | T                | I                      | I                | 1                                   | 1,916,214,381          | 1,916,214,381  |
| Balance as at 31 December 2011 | 5,254,790,600        | 2,959,358,772          | 330              | 2,934,436,025          | 8,166,144        | -                                   | 1,322,181,668          | 12,478,933,539 |



S. F. AHMED & CO Chartered Accountants h Auditors

# Notes to the financial statements for the year ended 31 December 2011

# General

# **1. THE BANK AND ITS ACTIVITIES**

# 1.1 Reporting entity

Bank Asia Limited ("the Bank") is one of the third generation private commercial banks (PCBs), incorporated in Bangladesh on 28 September 1999 as a public limited company under the Companies Act 1994, governed by the Banking Companies Act 1991. The Bank went for public issue of its shares on 23 September 2003 and its shares are listed with Dhaka Stock Exchange Limited and Chittagong Stock Exchange Limited. At present the Bank has 63 branches, 7 SME centres and 62 own ATM booths. Bank Asia Limited acquired the business of Bank of Nova Scotia (incorporated in Canada), Dhaka in the year 2001. At the beginning of the year 2002, the Bank also acquired the Bangladesh operations of Muslim Commercial Bank Limited (MCBL), a bank incorporated in Pakistan, having two branches at Dhaka and Chittagong. In taking over Bangladesh operations, all assets and certain specific liabilities of MCBL were taken over by Bank Asia Limited at their book values. The registered office of the Bank is located at Rangs Tower (2nd to 6th Floors), 68 Purana Paltan, Dhaka 1000, Bangladesh.

# 1.2 Principal activities

The principal activities of the Bank are to provide all kinds of commercial banking services to its customers through its branches in Bangladesh.

# 1.3 Bank Asia Securities Ltd

Bank Asia Securities Limited, a fully owned subsidiary company of Bank Asia Limited was incorporated as a private limited company in Bangladesh on 04 August 2010 bearing certificate of incorporation no. C-86230/10 dated 04 August 2010 under the Companies Act 1994 having its registered office at Hadi Mansion (7th Floor), 2 Dilkusha Commercial Area, Dhaka 1000 which has commenced its business on the 17 April 2011.

The main objective of this company is to act as a full fledged stock broker and stock dealer to execute buy and sell order and to maintain own portfolio as well as customers portfolio under the discretion of customers. It also performs the other activities relating to capital market as and when regulators permit.

# 1.4 BA Exchange Company (UK) Limited

BA Exchange Company (UK) Ltd was incorporated as a private limited company under United Kingdom Companies Act and registered with Companies House of England and Wales vide registration no. 07314397 as a fully owned subsidiary company of Bank Asia Limited, BA Exchange Company (UK) Ltd launched its operation in London on 16 May 2011. BA Exchange Company (UK) Ltd attaches a fresh width to the Bank's remittance operation and expands its global presence for remittance services. Bank Asia stretched its business in U.K through its wholly owned subsidiary to facilitate speedy and dependable medium for remitting the hardearned money of expatriates to home.

# 1.5 Islamic banking unit

The Bank obtained permission from Bangladesh Bank (country's central bank) to operate Islamic Banking unit vide Bangladesh Bank's letter no. BRPD(P-3)745(53)/2008-4804 dated 17 December 2008. The Bank commenced operation of this unit from 24 December 2008. The Islamic banking unit is governed under the rules and regulations of Bangladesh Bank. Distribution of profit on deposit is shown in Annex I and separate balance sheet and profit and loss statement of Islamic banking unit are shown in Annexes I.1 and I.2.

### 1.6 Off-shore banking unit

The Bank obtained off-shore banking unit permission from Bangladesh Bank vide its letter no. BRPD(P-3)744(94)/2007-1853 dated 21 June 2007. Operation of this unit commenced from 28 January 2008 and its office is located at Zone Service Complex, Chittagong Export Processing Zone, Chittagong. Off-shore banking unit is governed under the rules and regulations of Bangladesh Bank. Separate financial statements of off-shore banking unit are shown in Annex J to J. 3.

# **2. BASIS OF PREPARATION**

# 2.1 Statement of compliance

The financial statements of the Bank have been prepared in accordance with the "First Schedule (Section 38) of the Banking Companies Act 1991 as amended by BRPD circular no. 14 dated 25 June 2003, other Bangladesh Bank Circulars, Bangladesh Financial Reporting Standards (BFRSs), the Companies Act 1994, the Securities and Exchange Rules 1987 and other prevailing laws and rules applicable for the Bank.

# 2.2 Basis of measurement

The financial statements of the Bank have been prepared on historical cost basis except for the following:

- Government Treasury Bills and Bonds designated as 'Held for Trading (HFT)' at present value using marked to market concept with gain crediting revaluation reserve.
- Government Treasury Bills and Bonds designated as 'Held to Maturity (HTM)' at present value using amortisation concept.
- Zero Coupon Bonds at present value using amortisation concept.

# 2.3 Functional and presentation currency

These financial statements are presented in Bangladesh Taka (Taka/Tk/BDT), which is the Bank's functional currency. Functional currency for Off-shore banking unit is US Dollar. Except as indicated, financial information have been rounded off to the nearest Taka.

# 2.4 Use of estimates and judgments

The preparation of the financial statements in conformity with BFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported Amount of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

# 2.5 Foreign currency conversion

Transactions in foreign currencies are translated into functional currency of the operation at the spot exchange rate at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated into the functional currency at the spot exchange rate at that date. The foreign currency gain or loss on monetary items is the difference between amortised cost in the functional currency at the beginning of the period, adjusted for effective interest and payments during the period, and the amortised cost in foreign currency translated at the spot exchange rate at the end of the period. Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated into the functional currency at the spot exchange rate at the date that the fair value was determined. Foreign currency differences arising on retranslation are recognised in profit or loss. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction.

# 2.6 Basis of consolidation

# 2.6.1 Subsidiary

A subsidiary company is one in which the parent company, Bank Asia Ltd, owns majority of its shares. As the owner of the subsidiary, the Bank controls the activities of the subsidiary. Bank Asia Ltd has two subsidiary companies as detailed below:

| •                               | Ownership | Date of<br>Commercial<br>Operation | Country of<br>Operation | Status            | Financial<br>Year    | Regulator          | Consolidated<br>Period |
|---------------------------------|-----------|------------------------------------|-------------------------|-------------------|----------------------|--------------------|------------------------|
| Bank Asia Securities<br>Ltd     | 99.99%    | 17.04.2011                         | Bangladesh              | Majority<br>Owned | 1st Jan to 31<br>Dec | SEC,<br>Bangladesh | 8.5 months             |
| BA Exchange<br>Company (UK) Ltd | 100%      | 16.05.2011                         | UK                      | Wholly<br>Owned   | 1st Jan to 31<br>Dec | FSA, UK            | 7.5 months             |

# 2.7 Cash flow statement

Cash flow statement has been prepared in accordance with the BRPD circular no. 14 dated 25 June 2003 issued by the Banking Regulation and Policy Department of Bangladesh Bank.

# 2.8 Liquidity statement

The liquidity statement of assets and liabilities as at the reporting date has been prepared on residual maturity term as per the following basis:

- a) Balance with other banks and financial institutions, money at call and on short notice are on the basis of their maturity terms.
- b) Investments are on the basis of their maturity terms.
- c) Loans and advances/investments are on the basis of their repayment schedules.
- d) Fixed assets are on the basis of their useful lives.
- e) Other assets are on the basis of their realisation/adjustments.
- f) Borrowings from other banks, financial institutions and agents as per their maturity/ repayment terms.
- g) Deposits and other accounts are on the basis of their maturity terms and behavioral past trends.
- h) Other liabilities are on the basis of their payment/adjustments schedule.

Details are shown in Annex B.

# 2.9 Reporting period

These financial statements cover one calendar year from 1 January to 31 December 2011.

# 2.10 Adoption of new accounting standards

The Bank has adopted the following Bangladesh Financial Reporting Standards with effect from 1 January 2011:

i) BFRS 4 : Insurance Contracts

ii) BFRS 7 : Financial Instruments: Disclosures

- iii) BFRS 8 : Operating Segments
- iv) BAS 32 : Financial Instruments: Presentation
- v) BAS 39 : Financial Instruments: Recognition and Measurements

# **3. SIGNIFICANT ACCOUNTING POLICIES**

The accounting policy set out below have applied consistently to all the periods presented in these financial statements and have been applied consistently by the Bank.

# 3.1 Assets and basis of their valuation

# 3.1.1 Cash and cash equivalents

Cash and cash equivalents include cash in hand and balances with Bangladesh Bank and its agent bank, balances with other banks and financial institutions, money at call and on short notice and prize bonds.

# 3.1.2 Investments

All investment securities are initially recognised at cost, including acquisition charges associated with the investment. Premiums are amortised and discounts are accredited.

# Held to Maturity

Investments which have, 'fixed or determinable payments' and are intended to be held to maturity are classified as 'Held to Maturity'.

# **Held for Trading**

Investments classified in this category are acquired principally for the purpose of selling or repurchasing in short term trading or if designated as such by the management.

# Revaluation

As per Bangladesh Bank's DOS circular letter no. 5 dated 26 May 2008, HFT securities are revaluated each week using 'Marked to Market' concept and HTM securities are amortised once a year according to Bangladesh Bank guidelines. The HTM securities are also revalued if these are reclassified to HFT category with the Board's approval. Value of investments has been shown as under:

| Government Treasury Bills and Bonds (HFT) | At present value (using marked to market concept   |
|---|--|
| Government Treasury Bills and Bonds (HTM) | At present value (using amortisation concept)      |
| Zero Coupon Bonds                         | At present value (using amortisation concept)      |
| Prize Bonds and other bonds               | At cost  |
| Debentures                                | At cost  |
| Unquoted shares (ordinary)                | At lower of cost and book value                    |
| Quoted shares (ordinary)                  | At lower of cost and market at balance sheet date. |
|   |  |

# Details are shown in Note 7.

# 3.1.3 Investment in listed securities

These securities are bought and held primarily for the purpose of selling them in future or hold for dividend income which are reported at cost. Unrealised gains are not recognised in the profit and loss statement. But provision for diminution in value of investment is provided in the financial statements, market price of which is below their cost price as per Bangladesh Bank guidelines.

# 3.1.4 Investment in unquoted securities

Investment in unlisted securities is reported at cost under cost method. Adjustment is given for any shortage of book value over cost for determining the carrying amount of investment in unlisted securities.

# 3.1.5 Loans and advances/investments

- a) Loans and advances/investments are stated in the balance sheet on gross basis.
- b) Interest/profit is calculated on daily product basis, but charged and accounted for quarterly on accrual basis. Interest/profit on special mentioned account (SMA) and classified loans and advances/investments is kept in interest suspense account as per BRPD circulars no. 16 of 1998, 9 of 2001 and 10 of 2005 and recognised as income on realisation. Interest/ profit is not charged on bad and loss loans and advances/ investments as per guidelines of Bangladesh Bank. Records of such interest Amount are kept in separate memorandum accounts.
- c) Provision for loans and advances/investments is made based on the arrear in equivalent month and reviewed by the management following instructions contained in Bangladesh Bank BRPD circulars no. 16 of 6 December 1998, 9 of 14 May 2001, 9 and 10 of 20 August 2005, 5 of 5 June 2006, 8 of 7 August 2007, 10 of 18 September 2007, 5 of 29 April 2008 and 32 of 27 October 2010.

Rates of provision on loans and advances/investments are given below:

Particulars/ class of loans and advances

 Rate of provision

 General provision on:

 Unclassified loans and advances/investments
 1%

 Small and medium enterprise financing
 1%

| Consumer finance for house building loan and loan for professional setup | 2%   |
|--|------|
| Loan to BHs/MBs/SDs against shares                                       | 2%   |
| Consumer finance other than house building loan and                      |      |
| loan for professional setup including credit cards                       | 5%   |
| Special mentioned account (SMA)  | 5%   |
| Specific provision on:   |      |
| Substandard loans and advances/investments                               | 20%  |
| Doubtful loans and advances/investments                                  | 50%  |
| Bad/loss loans and advances/investments                                  | 100% |

d) Loans and advances/investments are written off as per guidelines of Bangladesh Bank. These write off however will not undermine/affect the claim amount against the borrower. Detailed memorandum records for all such write off accounts are meticulously maintained and followed up.

# 3.1.6 Impairment of Financial Assets

At each balance sheet date, Bank Asia Ltd assesses whether there is objective evidence that a financial asset or a group of financial assets ie, loans and advances, off balance sheet items and investments is impaired. A financial asset or group of financial assets is impaired and impairment losses are incurred if:

"- there is objective evidence of impairment as a result of a loss event that occurred after the initial recognition of the asset up to the balance sheet date;"

"- the loss event had an impact on the estimated future cash flows of the financial asset or the group of financial assets; and"

- a reliable estimate of the loss amount can be made.

In the event of impairment loss, the Bank reviews whether a further allowance for impairment should be provided in the profit and loss statement in addition to the provision made based on Bangladesh Bank guidelines or other regulatory requirements.

# 3.1.7 Fixed assets and depreciation

# **Recognition and measurement**

Items of fixed assets excluding land are measured at cost less accumulated depreciation and accumulated impairment losses, if any. Land is measured at cost.

Cost includes expenditures that are directly attributable to the acquisition of asset and bringing to the location and condition necessary for it to be capable of operating in the intended manner.

# Subsequent costs

The cost of replacing part of an item of fixed assets is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the company and its cost can be measured reliably. The carrying amount of the replaced part is derecognised. The costs of the day-to-day servicing of fixed assets are recognised in profit or loss as incurred.

# Depreciation

No depreciation is charged on land. Depreciation is charged on straight-line method. In case of acquisition of fixed assets, depreciation is charged in the year of acquisition, whereas depreciation on disposed off fixed assets is charged up to the year prior to the year of disposal. Asset category-wise depreciation rates are as follows:

| Category of assets        | Rate of depreciation |
|---------------------------|----------------------|
| Building                  | 5%                   |
| Furniture and fixtures    | 20%                  |
| Equipment                 | 20%                  |
| Computers and accessories | 20%                  |
| Motor vehicles            | 20%                  |

Gain or loss on sale of fixed assets is recognised in profit and loss statement as per provision of BAS 16 "Property, Plant and Equipment".

### 3.1.8 Impairment of Fixed Assets

At each balance sheet date, the Bank assesses whether there is any indication that the carrying amount of an asset exceeds its recoverable amount. An asset is carried at more than its recoverable amount if its carrying amount exceeds the amount to be recovered through use or sale of the asset. If this is the case, the asset is described as impaired and an impairment loss is recognised as an expense in the profit and loss statement unless the asset is carried at revalued amount in accordance with Bangladesh Accounting Standard (BAS) 16, Property, Plant and Equipment Fixed Assets, in which case any impairment loss of a revalued asset should be treated as a revaluation decrease under that Accounting Standard. No impairment loss was recognized for the year 2011 as there were no such indication existed as on Balance Sheet date.

#### 3.1.9 Investment properties

- a) Investment property is held to earn rentals or for capital appreciation or both and the future economic benefits that are associated with the investment property but not held for sale in the ordinary course of business.
- b) Investment property is accounted for under cost model in the financial statements. Accordingly, after recognition as an asset, the property is carried at its cost, less accumulated depreciation and accumulated impairment loss.
- c) Depreciation is provided on straight line a reducing basis over the estimated life of the class of assets from the date of purchase up to the date of disposal.

### 3.10 Other assets

Other assets include all other financial assets and include fees and other unrealised income receivable, advance for operating and capital expenditure and stocks of stationery and stamps. Details are shown in Note 10.

### 3.1.11 Inventories

Inventories are measured at the lower of cost and net realisable value.

3.2 Liabilities and provisions

## 3.2.1 Borrowings from other banks, financial institutions and agents

Borrowings from other banks, financial institutions and agents include interest-bearing borrowings redeemable at call and Bangladesh Bank refinance. These items are brought to financial statements at the gross value of the outstanding balance. Details are shown in Note 11.

## 3.2.2 Deposits and other accounts

Deposits and other accounts include non interest-bearing current deposit redeemable at call, bills payable, interest bearing on demand and special notice deposits, savings deposit and fixed deposit. These items are brought to financial statements at the gross value of the outstanding balance. Details are shown in Note 12.

## 3.2.3 Other liabilities

As per BAS 37 "Provisions, Contingent Liabilities and Contingent Assets" the Bank recognises provisions only when it has a present obligation as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and when a reliable estimate of the amount of the obligation can be made.

Other liabilities comprise items such as provision for loans and advances/investments, provision for taxes, interest payable, interest suspense, accrued expenses, obligation under finance lease etc. Other liabilities are recognised in the balance sheet according to the guidelines of Bangladesh Bank, Income Tax Ordinance 1984 and internal policy of the Bank. Details are shown in Note 13.

#### 3.3 Capital/shareholders' equity

### **Authorised capital**

Authorised capital is the maximum amount of share capital that the Bank is authorised by its Memorandum and Articles of Association.

### Paid up capital

Paid up capital represents total amount of share capital that has been paid in full by the ordinary shareholders. Holders of ordinary shares are entitled to receive dividends as declared from time to time and are entitled to vote at shareholders' meetings. In the event of winding-up of the company, ordinary shareholders rank after all other shareholders and creditors and are fully entitled to receive any residual proceeds of liquidation.

#### Details are shown in Note 14.2.

#### **Statutory reserve**

Statutory reserve has been maintained @ 20% of profit before tax in accordance with provisions of section 24 of the Banking Companies Act 1991 until such reserve equal to its paid up capital together with the share premium.

#### **Revaluation reserve**

Revaluation reserve arises from the revaluation of Treasury bills and bonds (HFT & HTM) in accordance with the Bangladesh Bank DOS circular no. 5 dated 26 May 2008. The tax effects on revaluation gain are measured and recognised in the financial statements as per BAS 12: Income Taxes.

## Non-controling (minority) interest

Minority interest (non-controling interest) in business is an accounting concept that refers to the portion of a subsidiary company's stock that is not owned by the parent company. The magnitude of the minority interest in Bank Asia Securities Ltd, a majority owned subsidiary (99.99%) of Bank Asia Ltd, is very insignificant. Minority interest belongs to a sponsor Director of the Bank and is reported on the consolidated balance sheet to reflect the claim on assets belonging to the other non-controlling shareholder. Also, minority interest is reported on the consolidated income statement as a share of profit belonging to the minority shareholder.

### 3.4 Contingent liabilities

Any possible obligation that arises from past events and the existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Bank; or any present obligation that arises from past events but is not recognised because:

- it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation; or
- the amount of the obligation cannot be measured with sufficient reliability.

Contingent liabilities are not recognised but disclosed in the financial statements unless the possibility of an outflow of resources embodying economic benefits is reliably estimated

Contingent assets are not recognised in the financial statements as this may result in the recognition of income which may never be realised.

#### 3.5 Revenue recognition

#### **Interest income**

Interest on loans and advances is calculated on daily product basis, but charged and accounted for on quarterly basis. Interest on loans and advances ceases to be taken into income when such advances fall into SMA and under classification. It is then kept in interest suspense account. Interest on SMA and classified loans and advances is accounted for on a cash receipt basis.

### **Profit on investment (Islamic Banking)**

Mark-up on investment is taken into income account proportionately from profit receivable account. Overdue charge/compensation on classified investments is transferred to profit suspense account instead of income account.

### **Investment income**

Income on investments is recognised on accrual basis. Investment income includes discount on treasury bills and zero coupon bonds, interest on treasury bonds, debentures and fixed deposits with other banks. Capital gain on investments in shares and dividend on investment in shares are also included in investment income.

### Interest and fees receivable on credit cards

Interest and fees receivable on credit cards are recognised on accrual basis. Interest and fees ceases to be taken into income when the recovery of interest and fees is in arrear for over three months. Thereafter, interest and fees are accounted for on cash basis.

#### Fees and commission income

The Bank earns fees and commissions from diverse range of services provided to its customers. This includes fees and commission income arising on financial and other services provided by the Bank including trade finance, credit cards, debit cards, passport endorsement, loan processing, loan syndication and locker facilities, etc. Fees and commission income is recognised on the basis of realisation.

Interest paid on borrowing and other deposits (conventional banking)

Interest paid and other expenses are recognised on accrual basis.

#### Profit paid on deposits (Islamic Banking)

Profit paid to mudaraba deposits is recognised on accrual basis as per provisional rate. However, the final profit is determined and are paid to the depositors as per Annex I.

#### 3.6 Employee benefits

### 3.6.1 Provident Fund

Provident fund benefits are given to the staff of the Bank in accordance with the approved provident fund rules. The fund is operated by a Board of Trustees. All confirmed employees of the Bank are contributing 10% of their basic salary as subscription of the fund. The Bank also contributes equal amount of the employees' contribution to the fund.

## 3.6.2 Gratuity Fund

Gratuity fund benefits are given to the eligible staff of the Bank in accordance with the approved gratuity fund rules. Gratuity payable is determined on the basis of existing rules and regulations of the Bank. Actuarial valuation is not considered essential since amount payable at the date of balance sheet is recognised and accounted for as at that date based on actual rate.

### 3.6.3 Superannuation Fund

The Bank operates a superannuation fund for which provision is made annually covering all its eligible employees. The fund is operated by a separate Board of Trustees.

#### 3.6.4 Hospitalisation insurance

The Bank operates a health insurance scheme to its confirmed employees and their respective spouses at rates provided in health insurance coverage policy.

### 3.7 Provision for off-balance sheet exposures

In compliance with Bangladesh Bank guidelines off-balance sheet items have been disclosed under contingent liabilities. As per BRPD circular no. 10 dated 18 September 2007, the Bank is required to maintain provision @ 1% against off-balance sheet exposures. Details are shown in Note 13.3.

### 3.8 Provision for nostro accounts

According to guidelines of Foreign Exchange Policy Department of Bangladesh Bank, circular no. FEOD (FEMO)/01/2005-677 dated 13 September 2005, Bank is required to make provision regarding the un-reconciled debit balance as at balance sheet date.

Details are shown in Note 13.7 and Annex K.

#### 3.9 Taxation

Income tax expense comprises current and deferred tax. Current tax and deferred tax are recognised in profit or loss except to the extent that it relates to items recognised directly in equity

Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous years.

Deferred tax is recognised in respect of temporary differences between the carrying Amount of assets and liabilities for financial reporting purposes and the Amount used for taxation purposes. Deferred tax is not recognised for the temporary differences relating to the initial recognition of goodwill, the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss, and differences relating to investments in subsidiaries to the extent that it is probable that they will not reverse in the foreseeable future. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date. Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities against current tax assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realised simultaneously.

A deferred tax asset is recognised for unused tax credits and deductible temporary differences to the extent that it is probable that future taxable profits will be available against which they can be utilised. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred tax relating to unrealised surplus on revaluation of held to maturity (HTM) securities is recognised directly in revaluation reserve as a part of equity and is subsequently recognised in profit and loss statement on maturity of the security.

### 3.10 Leases

Upon initial recognition, the leased asset is measured at the amount equal to the lower of its fair value and the present value of the minimum lease payment. Subsequent to initial recognition the asset is accounted for in accordance with the accounting policy applicable to that asset.

### 3.11 Earnings Per Share

Earnings per Share (EPS) has been computed by dividing the basic earnings by the weighted average number of ordinary shares outstanding at 31 December 2011 as per Bangladesh Accounting Standard (BAS) - 33 "Earnings Per Share". Details are shown in Note 37.

#### **Basic earnings**

This represents earnings for the year attributable to ordinary shareholders. Net profit after tax has been considered as fully attributable to the ordinary shareholders.

#### Weighted average number of ordinary shares

This represents the number of ordinary shares outstanding at the beginning of the year plus the number of ordinary shares issued during the year multiplied by a time weighted factor. The time weighted factor is the number of days the specific shares are outstanding as a proportion of the total number of days in the year.

The basis of computation of number of shares is in line with the provisions of BAS 33 "Earnings per share". The logic behind this basis is, that the bonus shares are issued to the existing shareholders without any consideration, and therefore, the number of shares outstanding is increased without an increase in resources generating new earnings.

#### **Diluted earnings per share**

No diluted earnings per share is required to be calculated for the year as there was no scope for dilution during the year under review.

#### 3.12 Reconciliation of inter-bank/inter-branch account

Books of account with regard to inter-bank (in Bangladesh and outside Bangladesh) are reconciled on monthly basis and there are no material differences which may affect the financial statements significantly. Details of provision on Nostro accounts are shown in Annex K.

Un-reconciled entries in case of inter-branch transactions as at the reporting date are not material.

### 3.13 Risk management

Bangladesh Bank has identified 6 (six) core risks for management of the Banks and has provided the necessary guidelines for implementation. The six core risks are:

Credit risk Foreign exchange risk Asset liability risks Money laundering risk Internal control and compliance risk Information and Communication Technology risk

The prime objective of the risk management is that the Bank takes calculated business risk to safeguard its capital, financial resources and growth of sustainable profitability. In this context, the Bank has formed a committee (MANCOM) to overview proper implementation and regular monitoring of these critical areas.

### 3.13.1 Credit risk

Credit risk is one of the major risks faced by the Bank. This can be described as potential loss arising from the failure of a counter party to perform with agreed terms with the Bank. To assess and to mitigate the credit risk, the management has implemented Credit Risk Manual, which is considered an important tool for retaining the quality performance of the assets. Accordingly, Bank's credit risk management functions have been designed to address all these issues including risk that arises from global changes in banking, finance and related issues.

The Bank has segregated duties of the officers/executives engaged in the credit related activities. A separate department has been formed at Corporate Office which is entrusted with the tasks of maintaining effective relationship with the customers, marketing of credit products, exploring new business opportunities, etc. Moreover, credit approval, administration, monitoring and recovery functions have been segregated. For this purpose, three separate units have been formed within the Credit Department. These are (i) Credit Risk Management Unit, (ii) Credit Administration Unit, and (iii) Credit Monitoring and Recovery Unit.

#### 3.13.2 Foreign exchange risk

Foreign exchange risk is defined as the potential change in earnings arising due to unfavourable change in exchange rates. The foreign exchange risk of the Bank is minimal as all the transactions are carried out on behalf of the customers against L/C commitments and other remittance requirements. No speculative dealing on Bank's account was conducted during the year. Treasury front office conducts deal for commercial purpose and back office of treasury keeps record and passes entries in books of account. The main risks in treasury and foreign exchange business are exchange rates risk, fund management and liquidity risk. As per Bangladesh Bank's guidelines, the Treasury Department was operationally and physically divided into front office and back office to mitigate the risk.

#### 3.13.3 Asset liability/balance sheet risks

In banking, Asset Liability Management is the practice of managing the risk that arises due to mismatch between the asset and the liquidity of the Bank. The Bank faces several risk such as liquidity risk, interest risk, credit and operational risk. Asset Liability Management is a strategic management tool to manage interest rate and liquidity risk faced by the Bank. ALCO reviews liquidity requirements of the Bank, maturity of assets and liabilities, deposit and lending pricing strategy and the liquidity contingency plan. The Asset Liability Committee also monitors balance sheet risk. The balance sheet risk is defined as potential changes in earnings due to changes in rate of interest and exchange rates which are not of trading nature.

### 3.13.4 Money laundering risk

Money laundering risk is defined as the loss of reputation and expenses incurred as penalty for being negligent in prevention of money laundering. For mitigating the risks, the Bank has nominated a Chief Compliance Officer at Corporate Office and Branch Compliance Officers at branches, who independently review the accounting transactions to locate and verify suspicious transactions. Know Your Customer (KYC) policy and Transaction Profile (TP) format have been introduced. The regulatory requirements are being complied with and the guidelines in respect of KYC are being followed for opening of new accounts. Training is being provided continuously to all the categories of executives and officers for developing awareness and skill for identifying suspicious activities.

In addition, the President & Managing Director has provided a message on Anti Money Laundering (AML) policy. The management has circulated a Customer Acceptance Policy to the members of the staff for guidance.

#### 3.13.5 Internal control and compliance risk

Banking is a diversified and complex financial activity. Its activity involves high risk; the issue of effective internal control system, corporate governance, transparency, accountability has become significant issues to ensure smooth performance of the operations of the Bank. Internal Control is the process, affected by a company's Board of Directors, Management and other personnel, designed to provide reasonable assurance regarding the achievement of objectives in the effectiveness and efficiency of operations, the reliability of financial reporting and compliance with applicable laws, regulations and internal policies. Internal controls are the policies and procedures established and implemented alone, or in concert with other policies or procedure, to manage and control a particular risk or busines activity or combination of risks and business activities to which the company is exposed or in which it is engaged. Internal Control & Compliance Department undertakes periodical and special audit and inspection of the branches and departments at corporate office for identifying and reviewing the operational lapse and compliance of statutory requirements as well as Bank's own guidelines. The audit Committee of the Board reviews the audit and inspection reports periodically and provides necessary instructions and recommendations for rectifications of lapses and observations identified by the audit team.

#### 3.13.6 Information and Communication Technology risk

Bank Asia Limited follows the guideline stated in DFIM circular no. 6 dated 21 June 2010 regarding "Guideline on ICT Security for Banks and Financial Institutions, April 2010". IT management deals with IT policy documentation, internal IT audit, training etc. The objective of IT management is to achieve the highest levels of technology service quality by minimum operational risk. Physical security involves providing environmental safeguards as well as controlling physical access to equipment and data. IT department has controls over Password, User ID maintenance, input control, network security, virus protection, internet and e-mail. Data centre has been set up and disaster recovery plan has been formulated as part of Business Continuity Planning (BCP).

| Name of the standards   | Ref.   | Status                                     |
|---|--------|--|
| First-time Adoption of Bangladesh Financial Reporting Standards | BFRS-1 | N/A  |
| Share Based Payment   | BFRS-2 | N/A  |
| Business Combinations   | BFRS-3 | N/A  |
| Insurance Contracts   | BFRS-4 | N/A  |
| Non-current Assets Held for Sale and Discontinued Operations    | BFRS-5 | N/A  |
| Exploration for and Evaluation of Mineral Resources             | BFRS-6 | N/A  |
| Financial Instruments: Disclosures                              | BFRS-7 | Complied with some departure (note 3.14.1) |
| Operating Segments  | BFRS-8 | Complied                                   |
| Presentation of Financial Statements                            | BAS-1  | Complied                                   |
| Inventories   | BAS-2  | N/A  |
| Statement of Cash Flows   | BAS-7  | Complied                                   |
| Accounting Policies, Changes in Accounting Estimates and Errors | BAS-8  | Complied                                   |
| Events after the Reporting Period                               | BAS-10 | Complied                                   |
| Construction Contracts  | BAS-11 | N/A  |
| Income Taxes  | BAS-12 | Complied                                   |
| Property, Plant and Equipment                                   | BAS-16 | Complied                                   |
| Leases  | BAS-17 | Complied                                   |
| Revenue   | BAS-18 | Complied                                   |
| Employee Benefits   | BAS-19 | Complied                                   |
| Accounting for Government Grants and Disclosure of Government   | BAS-20 | N/A  |
| Assistance  |        | -  |
| The Effects of Changes in Foreign Exchange Rates                | BAS-21 | Complied                                   |
| Borrowing Costs   | BAS-23 | Complied                                   |
| Related Party Disclosures                                       | BAS-24 | Complied                                   |
| Accounting and Reporting by Retirement Benefit Plans            | BAS-26 | N/A  |
| Consolidated and Separate Financial Statements                  | BAS-27 | N/A  |
| Investments in Associates                                       | BAS-28 | N/A  |
| Interests in Joint Ventures                                     | BAS-31 | N/A  |
| Financial Instruments: Presentation                             | BAS-32 | Complied with some departure (note 3.14.1) |
| Earnings Per Share  | BAS-33 | Complied                                   |
| Interim Financial Reporting                                     | BAS-34 | Complied                                   |
| Impairment of Assets  | BAS-36 | Complied                                   |
| Provisions, Contingent Liabilities and Contingent Assets        | BAS-37 | Complied                                   |
| Intangible Assets   | BAS-38 | N/A  |
| Financial Instruments: Recognition and Measurement              | BAS-39 | Complied with some departure (note 3.14.1) |
| Investment property   | BAS-40 | N/A  |
| Agriculture   | BAS-41 | N/A  |

3.14 Compliance checklist of Bangladesh Accounting Standards (BASs)/Bangladesh Financial Reporting Standards (BFRSs)

**3.14.1** Departure of disclosure as per requirements of BFRSs is due to mandatory compliance of Bangladesh Bank's requirements. As such the Bank has departed from some requirements of BFRSs in order to comply with the rules and regulations of Bangladesh Bank.

## 3.15 Approval of financial statements

The financial statements were approved by the board of directors on 15 February 2012.

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

## 4 CASH

| In hand (note 4.1)   | 975,073,612   | 766,251,685   |
|--|---------------|---------------|
| Balance with Bangladesh Bank and its agent bank (note 4.2) | 6,052,205,429 | 5,112,246,265 |
|  | 7,027,279,041 | 5,878,497,950 |

# 4 (a) Consolidated Cash

| In hand (note 4.1)   | 975,478,768   | 766,251,685   |
|--|---------------|---------------|
| Balance with Bangladesh Bank and its agent bank (note 4.2) | 6,052,205,429 | 5,112,246,265 |
|  | 7,027,684,197 | 5,878,497,950 |

# 4.1 In hand

| Conventional and Islamic banking: |             |             |
|-----------------------------------|-------------|-------------|
| Local currency                    | 965,600,912 | 752,481,945 |
| Foreign currencies                | 9,472,700   | 13,769,740  |
|                                   | 975,073,612 | 766,251,685 |
| Off-shore banking unit            | -           | _           |
|                                   | 975,073,612 | 766,251,685 |

# 4.1(a) In hand

| Conventional and Islamic banking: | 975,073,612 | 766,251,685 |
|-----------------------------------|-------------|-------------|
| Off-shore banking unit            | -           | -           |
| Bank Asia Securities Limited      | 12,469      | -           |
| BA Exchange Company (UK) Limited  | 392,687     |             |
|                                   | 975,478,768 | 766,251,685 |

# 4.2 Balance with Bangladesh Bank and its agent bank

| Conventional and Islamic banking :            |               |               |
|---|---------------|---------------|
| Balance with Bangladesh Bank                  |               |               |
| Local currency (statutory deposit)            | 5,718,160,668 | 5,131,470,325 |
| Foreign currencies                            | 273,376,428   | (125,378,088) |
|   | 5,991,537,096 | 5,006,092,237 |
| Balance with agent bank (Sonali Bank Limited) |               |               |
| Local currency                                | 60,668,333    | 106,154,028   |
| Foreign currencies                            | -             | -             |
|   | 60,668,333    | 106,154,028   |
|   | 6,052,205,429 | 5,112,246,265 |
| Off-shore banking unit                        | -             | -             |
|   | 6,052,205,429 | 5,112,246,265 |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

### 4.3 Cash Reserve Requirement (CRR) and Statutory Liquidity Ratio (SLR)

Cash Reserve Requirement (CRR) and Statutory Liquidity Ratio (SLR) have been calculated and maintained in accordance with Section 33 of Banking Companies Act 1991, BRPD circular nos. 11 and 12, dated 25 August 2005 and MPD 4 & 5 dated 1 December 2010.

The statutory Cash Reserve Requirement on the Bank's time and demand liabilities at the rate 6% has been calculated and maintained with Bangladesh Bank in local currency and 19% (11.5% for Islamic Banking) Statutory Liquidity Ratio, including CRR, on the same liabilities has also been maintained in the form of cash in hand, balance with Bangladesh Bank and its agent bank, treasury bills, bonds and debentures. CRR and SLR maintained by the Bank are shown below:

## 4.3.1Cash Reserve Requirement (CRR)

| 6% of Average Demand and Time Liabilities: |               |               |
|--|---------------|---------------|
| Required reserve                           | 5,365,817,730 | 5,050,482,947 |
| Actual reserve maintained                  | 5,704,430,836 | 5,248,570,000 |
| Surplus                                    | 338,613,106   | 198,087,053   |

## 4.3.2 Statutory Liquidity Ratio (SLR)

| Conventional Banking                                      |                |                |
|---|----------------|----------------|
| 19% of Average Demand and Time Liabilities including 6%   | o of CRR:      |                |
| Required reserve (including CRR)                          | 16,991,756,150 | 15,863,500,000 |
| Actual reserve maintained (including CRR)                 | 17,867,248,295 | 16,321,374,840 |
| Surplus   | 875,492,145    | 457,874,840    |
| Islamic Banking   |                |                |
| 11.5% of Average Demand and Time Liabilities including 6% | of CRR:        |                |
| Required reserve (including CRR)                          | 229,650,630    | 129,696,000    |
| Actual reserve maintained (including CRR)                 | 249,254,986    | 165,055,052    |
| Surplus   | 19,604,356     | 35,359,052     |
|   | 895,096,501    | 493,233,892    |

### 4.3.3 Held for Statutory Liquidity Ratio

| Conventional Banking                          |                |                |
|---|----------------|----------------|
| Cash in hand                                  | 958,615,462    | 751,363,633    |
| Balance with Bangladesh Bank                  | 5,564,534,000  | 5,098,403,000  |
| Balance with agent bank (Sonali Bank Limited) | 60,668,333     | 122,372,000    |
| Government securities                         | 11,281,562,100 | 9,988,889,007  |
| Other securities                              | 1,868,400      | 360,347,200    |
|   | 17,867,248,295 | 16,321,374,840 |
| Islamic Banking                               |                |                |
| Cash in hand                                  | 16,458,150     | 14,888,052     |
| Balance with Bangladesh Bank                  | 139,896,836    | 150,167,000    |
| Balance with agent bank (Sonali Bank Limited) | _              | -              |
| Government securities                         | _              | -              |
| Other securities                              | 92,900,000     | -              |
|   | 249,254,986    | 165,055,052    |
|   | 18,116,503,281 | 16,486,429,892 |

| Notes | Amount in Taka                |  |
|-------|-------------------------------|--|
|       | At 31 Dec 2011 At 31 Dec 2010 |  |

## 5 Balance with other banks and financial institutions

| In Bangladesh                                 |               |               |
|---|---------------|---------------|
| Conventional and Islamic banking (Note 5.1.1) | 1,133,769,488 | 554,576,691   |
| Off-shore banking unit                        | -             | -             |
|   | 1,133,769,488 | 554,576,691   |
| Outside Bangladesh                            |               |               |
| Conventional and Islamic banking (Note 5.2.1) | 476,174,864   | (103,395,698) |
| Off-shore banking unit                        | 25,905,860    | 129,025,301   |
|   | 502,080,724   | 25,629,603    |
|   | 1,635,850,212 | 580,206,294   |
|   |               |               |

# 5.1 In Bangladesh

## 5.1.1 Conventional and Islamic banking

| Current accounts                     |               |             |
|--------------------------------------|---------------|-------------|
| AB Bank Limited                      | 4,418,043     | 245,405     |
| Agrani Bank Limited                  | 608,300       | 3,507,631   |
| Islami Bank Bangladesh Limited       | 148,722       | 144,264     |
| National Bank Limited                | 3,802,515     | 2,834,492   |
| The Premier Bank Limited             | 200,000,000   | 200,000,000 |
| Social Islamic Bank Limited          | 500,000,000   | 300,000,000 |
| Sonali Bank Limited                  | 35,621,582    | 3,949,920   |
| Standard Chartered Bank              | 815,616       | 4,247,888   |
| Prime Bank Limited                   | 57,259        | -           |
| The City Bank Limited                | -             | 3,187,114   |
| United Commercial Bank Limited       | 2,564,433     | 6,160,570   |
| Shahjalal Islami Bank Limited        | 100,000,000   | -           |
| Hajj Finance Company Limited         | 150,000,000   | -           |
| Islamic Finance & Investment Limited | 120,000,000   | -           |
| The Trust Bank Limited               | 1,045,207     | -           |
|                                      | 1,119,081,677 | 524,277,284 |
| Short-term deposit accounts          |               |             |
| BRAC Bank Limited                    | 6,504,186     | 5,620,043   |
| Dutch Bangla Bank Limited            | -             | 2,522,496   |
| Islami Bank Bangladesh Limited       | -             | 6,983,630   |
| Jamuna Bank Limited                  | 3,832         | 3,003,181   |
| Janata Bank Limited                  | 2,500,000     | 7,143,161   |
| Mercantile Bank Limited              | -             | 17,886      |
| Rupali Bank Limited                  | 3,000,000     | 3,000,000   |
| Uttara Bank Limited                  | 2,679,793     | 2,009,010   |
|                                      | 14,687,811    | 30,299,407  |
|                                      | 1,133,769,488 | 554,576,691 |

Amount in Taka At 31 Dec 2011 At 31 Dec 2010

# 5.2 Outside Bangladesh

# 5.2.1 Conventional and Islamic banking

| Current accounts                         |             |               |
|--|-------------|---------------|
| Interest bearing :                       |             |               |
| Citibank N.A., London                    | 436,769     | 1,471,052     |
| Citibank N.A., London                    | 296,744     | 8,533,312     |
| Citibank NA, New York                    | 53,858,448  | (29,553,323)  |
| Habib American Bank, New York            | 123,240,546 | 41,468,366    |
| Mashreqbank psc, New York                | 252,110,310 | 1,109,789     |
| National Westminster Bank plc, London    | 3,343,527   | 14,158,733    |
| Standard Chartered Bank, Mumbai          | 152,316     | 3,453,806     |
| Standard Chartered Bank, New York        | 574,005     | 59,322,507    |
|  | 434,012,665 | 99,964,242    |
| Non-interest bearing :                   |             |               |
| AB Bank Limited, Mumbai                  | 573,736     | (144,940,675) |
| Bank of Nova Scotia, Toronto             | _           | _             |
| Bhutan National Bank Limited, Thimphu    | 4,909,097   | 4,734,889     |
| Canadian Imperial Bank of Commerce       | 1,664,995   | 590,833       |
| Commerzbank AG, Frankfurt                | 9,939,774   | 10,953,599    |
| Credit Suisse First Boston, Zurich       | 329,417     | 486,278       |
| Habib Metropolitan Bank Limited, Karachi | 6,331,735   | 37,171        |
| HSBC Australia Limited, Sydney           | 41,384      | 52,222        |
| HSBC, New York                           | 728,391     | 15,561,253    |
| Hypo Vereinsbank, Munich                 | 1,409,857   | 192,157       |
| ICICI Bank Limited, Kowloon              | 672,542     | 2,363,668     |
| ICICI Bank Limited, Mumbai               | 129,478     | (92,512,914)  |
| Muslim Commercial Bank Limited, Colombo  | 1,845,036   | 1,879,853     |
| Muslim Commercial Bank Limited, Karachi  | 6,978,965   | 18,324,340    |
| Nepal Bangladesh Bank Limited, Kathmandu | 3,295,132   | 536,754       |
| UBAF, Tokyo                              | 958,637     | 625,929       |
| Sonali Bank (UK) Limited, London         | 1,932,494   | -             |
| Wachovia Bank N.A, New York              | 29,936      | (22,369,933)  |
| Wachovia Bank, London                    | 391,593     | 124,636       |
|  | 42,162,199  | (203,359,940) |
|  | 476,174,864 | (103,395,698) |

Details are shown in Annex C.

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

# 5.3 Maturity grouping of balance with other banks and financial institutions

| Up to 1 month                                 | 1,635,850,212 | 580,206,294   |
|---|---------------|---------------|
| More than 1 month but not more than 3 months  | _             | 150,000,000   |
| More than 3 months but not more than 6 months | _             | -             |
| More than 6 months but not more than 1 year   | -             | 300,000,000   |
| More than 1 year but not more than 5 years    | -             | -             |
| More than 5 years                             | -             | -             |
|   | 1,635,850,212 | 1,030,206,294 |

## 5(a) Balance with other banks and financial institutions

| In Bangladesh                                 |               |               |
|---|---------------|---------------|
| Conventional and Islamic banking (Note 5.1.1) | 1,133,769,488 | 554,576,691   |
| Off-shore banking unit                        | -             | -             |
| Bank Asia Securities Limited                  | 101,065,026   | -             |
| BA Exchange Company (UK) Limited              | -             | -             |
|   | 1,234,834,514 | 554,576,691   |
| Outside Bangladesh                            |               |               |
| Conventional and Islamic banking (Note 5.2.1) | 476,174,864   | (103,395,698) |
| Off-shore banking unit                        | 25,905,860    | 129,025,301   |
| Bank Asia Securities Limited                  | -             | -             |
| BA Exchange Company (UK) Limited              | 1,629,408     | -             |
|   | 503,710,132   | 25,629,603    |
|   | 1,738,544,646 | 580,206,294   |
|   |               |               |

## 6 Money at call and on short notice

| - | - |
|---|---|
|   |   |
| - | - |
|   |   |
| _ | - |
|   | - |

# 7 Investments

| Government (Note 7.1) | 11,386,330,500 | 10,418,136,207 |
|-----------------------|----------------|----------------|
| Others (Note 7.2)     | 5,044,201,766  | 2,157,564,725  |
|                       | 16,430,532,266 | 12,575,700,932 |

# 7.1 Government

| Conventional and Islamic banking (Note 7.1.1) | 11,386,330,500 | 10,418,136,207 |
|---|----------------|----------------|
| Off-shore banking unit                        | -              | -              |
|   | 11,386,330,500 | 10,418,136,207 |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |
|       |                |                |

# 7.1.1 Conventional and Islamic banking

| Treasury bills (Note 7.1.1.1)                    | 637,955,357    | _              |
|--|----------------|----------------|
| Treasury bonds (Note 7.1.1.2)                    | 10,736,506,743 | 10,403,689,007 |
| Debentures of House Building Finance Corporation | 10,000,000     | 12,500,000     |
| Prize bonds                                      | 1,868,400      | 1,947,200      |
|  | 11,386,330,500 | 10,418,136,207 |

# 7.1.1.1 Treasury bills

| 364 days treasury bills | 637,955,357 | - |
|-------------------------|-------------|---|
|                         | 637,955,357 | _ |

# 7.1.1.2 Treasury bonds

| Bangladesh Bank Islamic bond                  | 92,900,000     | 56,400,000     |
|---|----------------|----------------|
| 3 years T & T digital treasury bonds          |                | 358,400,000    |
| 3 years T & T mobile treasury bonds           |                | _              |
| 5 years Bangladesh Government treasury bonds  | 7,354,464,764  | 6,679,497,217  |
| 10 years Bangladesh Government treasury bonds | 2,997,741,979  | 3,017,991,790  |
| 15 years Bangladesh Government treasury bonds | 291,400,000    | 291,400,000    |
|   | 10,736,506,743 | 10,403,689,007 |

# 7.2 Others

| Conventional and Islamic banking (Note 7.2.1) | 5,044,201,766 | 2,157,564,725 |
|---|---------------|---------------|
| Off-shore banking unit                        | -             | -             |
|   | 5,044,201,766 | 2,157,564,725 |

# 7.2.1Conventional and Islamic banking

| dinary shares (Details are shown in Annexure-D)        |             |              |
|--|-------------|--------------|
| Quoted shares  | 519,580,128 | 393,572,105  |
| Unquoted share   | 278,595,473 | 271,944,223  |
|  | 798,175,601 | 665,516,328  |
| Provision for diminution in the market value of shares | -           | (23,818,658) |
|  | 798,175,601 | 641,697,670  |
| itual Fund   |             |              |
| 1st Janata Bank Mutual fund                            | 50,000,000  | 50,000,000   |
| EBL NRB lst Mutual Fund                                | 150,000,000 | -            |
| Ist Bangladesh Fixed Income Fund                       | 250,000,000 | -            |
| MBL 1st Mutual Fund                                    | 50,000,000  | 50,000,000   |
|  | 500,000,000 | 100,000,000  |

Amount in Taka

At 31 Dec 2011 At 31 Dec 2010

| Debentures  |               |               |
|---|---------------|---------------|
| Debentures (10 years):                                |               |               |
| Beximco Denims Limited                                | 10,514,422    | 13,143,026    |
| Beximco Textiles Limited                              | 8,593,828     | 10,742,286    |
| ACI Zero Coupon Bonds                                 | 36,896,838    | 48,662,743    |
| MTBL subordinated bond                                | 150,000,000   | 150,000,000   |
| Orascom Telecom Bangladesh Limited                    | 320,000,000   | 400,000,000   |
| Prime Bank Limited                                    | 140,000,000   | 140,000,000   |
|   | 666,005,088   | 762,548,055   |
| Placements  |               |               |
| Term Placement  |               |               |
| BA Exchange Company (UK) Limited                      | -             | -             |
| Bay Leasing & Investment Limited                      | -             | -             |
| Industrial and Infrastructure Development             |               |               |
| Finance Company Limited                               | -             | -             |
| International Leasing and Financial Services Limited  | 100,000,000   | 50,000,000    |
| Investment Corporation of Bangladesh                  | 1,450,000,000 | -             |
| Prime Bank Limited                                    | 600,000,000   | -             |
| Dhaka Bank Limited                                    | 200,000,000   | -             |
| Lanka Bangla Finance Limited                          | 100,000,000   | -             |
| National Housing Finance and Investments Limited      | 100,000,000   | 50,000,000    |
| BA Exchange Company (UK) Limited                      | 5,057,000     | -             |
| Phoenix Finance and Investment Company Limited        | 50,000,000    | 300,000,000   |
| Reliance Lease Finance                                | -             | 30,000,000    |
| Union Capital Limited                                 | -             | 70,000,000    |
|   | 2,605,057,000 | 500,000,000   |
| Investment in subsidiaries                            |               |               |
| BA Exchange Company (UK) Limited                      | 24,974,077    | _             |
| Investment in Bank Asia Securities Ltd                | 449,990,000   | -             |
| <b>Nembership</b>                                     |               |               |
| Dhaka Stock Exchange Limited                          | _             | 153,319,000   |
|   | 5,044,201,766 | 2,157,564,725 |
| nvestments classified as per Bangladesh Bank circular |               |               |
| Held for trading (HFT)                                | 2,595,655,357 | 8,031,190,006 |

# 7.3

| Held for trading (HFT) | 2,595,655,357  | 8,031,190,006  |
|------------------------|----------------|----------------|
| Held to maturity (HTM) | 8,685,906,743  | 2,316,100,000  |
| Other securities       | 5,148,970,167  | 1,728,410,926  |
|                        | 16,430,532,267 | 12,075,700,932 |

# 7.4 Maturity-wise grouping

| On demand      | 3,121,448,528 | 371,700,647 |
|----------------|---------------|-------------|
| Up to 3 months | 2,296,756,080 | 165,300,000 |
|                |               |             |

|   | Notes | Amount in Taka |                |
|---|-------|----------------|----------------|
|   |       | At 31 Dec 2011 | At 31 Dec 2010 |
|   |       |                |                |
| More than 3 months but not more than 1 year |       | 731,951,734    | 399,500,000    |
| More than 1 year but not more than 5 years  |       | 8,229,164,544  | 6,929,724,900  |
| More than 5 years                           |       | 2,051,211,381  | 4,209,475,385  |
|   |       | 16,430,532,267 | 12,075,700,932 |

# 7(a) Investments

| Government (Note 7.1)                  | 11,386,330,500 | 10,418,136,207 |
|--|----------------|----------------|
| Others (Note 7.2)                      | 5,044,201,766  | 2,157,564,725  |
| Investment in Bank Asia Securities Ltd | (449,990,000)  | -              |
| Off-shore banking unit                 | -              | -              |
| Bank Asia Securities Limited           | 153,119,000    | -              |
| BA Exchange Company (UK) Limited       | (26,000,000)   |                |
|  | 16,107,661,266 | 12,575,700,932 |
|  |                |                |

## 8 Loans and advances/investments

| Loans, cash credits, overdrafts, etc/investments (Note 8.1) | 75,123,828,789 | 70,219,189,799 |
|---|----------------|----------------|
| Bills purchased and discounted (Note 8.2)                   | 7,696,145,095  | 9,285,042,814  |
|   | 82,819,973,884 | 79,504,232,613 |

# 8.1 Loans, cash credits, overdrafts, etc/investments

| Conventional and Islamic banking                      |                |                |
|---|----------------|----------------|
| Inside Bangladesh                                     |                |                |
| Overdrafts/ Quard against deposit                     | 18,829,966,690 | 16,635,429,646 |
| Cash credit/Bai Murabaha (Muajjal)                    | 2,675,608,804  | 188,146,911    |
| Loans (General)/ Musharaka                            | 8,392,267,472  | 5,050,583,645  |
| House building loans                                  | 566,583,219    | 485,716,557    |
| Loan against trust receipts/ Bai Murabaha post import | 22,834,596,704 | 24,044,744,651 |
| Payment against documents                             | 1,749,909,196  | 3,554,313,766  |
| Consumer credit scheme                                | 365,169,333    | 2,763,851,054  |
| Transport loan  | 1,198,565,673  | 597,442,162    |
| Term loan- industrial                                 | 3,667,190,324  | 3,347,939,656  |
| Term loan- others/ Hire purchase under Shirkatul Melk | 10,598,550,250 | 8,001,236,944  |
| Staff Loan  | 474,796,621    | 435,974,822    |
| Credit card   | 676,058,350    | 513,878,730    |
| Small and medium enterprise (SME)                     | 2,404,880,723  | 2,142,223,019  |
| Credit for poverty alleviation scheme-micro credit    | 16,412,472     | 17,532,109     |
|   | 74,450,555,831 | 67,779,013,672 |
| Outside Bangladesh                                    | -              | -              |
|   | 74,450,555,831 | 67,779,013,672 |
| Off-shore banking unit                                | 673,272,958    | 2,440,176,127  |
|   | 75,123,828,789 | 70,219,189,799 |
|   |                |                |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |
|       |                |                |

# 8.2 Bills purchased and discounted (Note 8.14)

| Conventional and Islamic banking | 7,692,736,984 | 9,215,557,697 |
|----------------------------------|---------------|---------------|
| Off-shore banking unit           | 3,408,111     | 69,485,117    |
|                                  | 7,696,145,095 | 9,285,042,814 |

# 8.3 Maturity-wise grouping

| Repayable on demand                         | 16,539,240,771 | 18,245,347,851 |
|---|----------------|----------------|
| Not more than 3 months                      | 23,286,397,470 | 19,818,982,659 |
| More than 3 months but not more than 1 year | 22,648,489,457 | 24,748,911,281 |
| More than 1 year but not more than 5 years  | 13,323,424,917 | 11,577,066,000 |
| More than 5 years                           | 7,022,421,269  | 5,113,924,822  |
|   | 82,819,973,884 | 79,504,232,613 |

# 8.4 Net loans and advances/investments

| 82,8          | 79,504,232,613             |
|---------------|----------------------------|
| 2             | 291,160,430 148,156,005    |
| vestments 1,7 | 739,512,995 1,279,003,22   |
| 2,0           | 1,427,159,226              |
| 80,7          | 789,300,459 78,077,073,387 |
| \<br>\<br>\   | vestments 1,7<br>2,0       |

# 8.5 Loans and advances/investments under the following broad categories

| In Bangladesh:                             |                |                |
|--|----------------|----------------|
| Loans                                      | 53,618,253,295 | 53,395,613,242 |
| Cash credits                               | 2,675,608,804  | 188,146,911    |
| Overdrafts                                 | 18,829,966,690 | 16,635,429,646 |
| Bills purchased and discounted (Note 8.14) | 7,437,033,549  | 8,452,852,983  |
|  | 82,560,862,338 | 78,672,042,782 |
| Outside Bangladesh:                        | -              |                |
| Bills purchased and discounted (Note 8.14) | 259,111,546    | 832,189,831    |
|  | 82,819,973,884 | 79,504,203,613 |
|  |                |                |

# 8.6 Significant concentration wise grouping

| a) | Dire | ctors                                   | -          | -          |
|----|------|---|------------|------------|
| b) | Chie | f Executive and other senior executives |            |            |
|    | i)   | Managing Director                       | 1,503,093  | 3,940,969  |
|    | ii)  | Other senior executives                 | 76,639,648 | 59,962,462 |
|    | -    |   | 78,142,741 | 63,903,431 |

| Notes | Amount         | Amount in Taka |  |
|-------|----------------|----------------|--|
|       | At 31 Dec 2011 | At 31 Dec 2010 |  |

| c) | Cons  | sumers                             |                |                |  |  |
|----|-------|------------------------------------|----------------|----------------|--|--|
|    | i)    | Commercial lending                 | 23,300,504,000 | 34,092,876,456 |  |  |
|    | ii)   | Export financing                   | 259,111,546    | 832,189,831    |  |  |
|    | iii)  | House building loan                | 566,583,219    | 485,716,557    |  |  |
|    | iv)   | Consumer credit scheme             | 2,573,496,061  | 2,763,851,054  |  |  |
|    | V)    | Small and medium enterprises       | 2,404,880,721  | 2,142,223,019  |  |  |
|    | vi)   | Staff loan                         | 396,653,880    | 435,974,822    |  |  |
|    | vii)  | Credit card                        | 676,058,350    | 513,878,730    |  |  |
|    | viii) | Non-banking financial institutions | 508,351,000    | 547,860,000    |  |  |
|    |       |                                    | 30,685,638,777 | 41,814,570,469 |  |  |
| d) | Indu  | Industries                         |                |                |  |  |
|    | i)    | Agricultural and jute              | 1,227,956,000  | 1,075,182,000  |  |  |
|    | ii)   | Cement                             | 683,884,000    | 4,113,976,000  |  |  |
|    | iii)  | Chemical                           | 272,578,000    | 5,829,136,000  |  |  |
|    | iv)   | Electronics                        | 215,099,000    | 2,326,249,000  |  |  |
|    | V)    | Food and allied                    | 1,735,566,000  | 348,725,000    |  |  |
|    | vi)   | Paper                              | 2,514,048,000  | 498,291,000    |  |  |
|    | vii)  | Readymade garments                 | 3,548,051,000  | 205,536,000    |  |  |
|    | viii) | Real estate                        | 2,936,983,000  | 3,864,930,000  |  |  |
|    | ix)   | Steel                              | 3,712,462,000  | 1,762,976,000  |  |  |
|    | x)    | Textile                            | 5,827,714,000  | 2,330,648,000  |  |  |
|    | xi)   | Other                              | 25,614,394,366 | 11,492,874,713 |  |  |
|    |       |                                    | 48,288,735,366 | 33,848,523,713 |  |  |
| e) | Infra | astructural                        |                |                |  |  |
|    | i)    | Power                              | 411,713,000    | 354,810,000    |  |  |
|    | ii)   | Telecom                            | 325,253,000    | 73,458,000     |  |  |
|    | iii)  | Construction                       | 941,905,000    | 1,311,600,000  |  |  |
|    | iv)   | Transport                          | 2,088,586,000  | 2,037,367,000  |  |  |
|    |       |                                    | 3,767,457,000  | 3,777,235,000  |  |  |
|    |       |                                    | 82,819,973,884 | 79,504,232,613 |  |  |

# 8.7 Geographical location-wise grouping

| ide Bangladesh      |                |               |
|---------------------|----------------|---------------|
| Urban               |                |               |
| Dhaka Division      | 49,632,159,915 | 47,954,885,00 |
| Chittagong Division | 24,739,358,208 | 23,557,134,16 |
| Khulna Division     | 818,146,158    | 915,529,38    |
| Rajshahi Division   | 1,257,419,535  | 1,221,522,02  |
| Sylhet Division     | 614,620,163    | 589,719,80    |
|                     | 77,061,703,979 | 74,238,790,37 |
| Rural               |                |               |
| Dhaka Division      | 3,368,340,646  | 3,260,633,55  |
| Chittagong Division | 2,082,813,520  | 1,810,200,41  |
| Khulna Division     |                |               |

|             | Notes | Amount in Taka |                |
|-------------|-------|----------------|----------------|
|             |       | At 31 Dec 2011 | At 31 Dec 2010 |
|             |       |                |                |
| et Division |       | 125,041,514    | 52,714,075     |
| i Division  |       | 182,074,225    | 141,894,191    |
|             |       | 5,758,269,905  | 5,265,442,235  |
| angladesh   |       | -              | -              |
|             |       | 82,819,973,884 | 79,504,232,613 |
|             |       |                |                |

# 8.8 Loans/investments including bills purchased and discounted covered by securities

| Collateral of movable/immovable assets            | 34,923,253,261 | 38,168,184,850 |
|---|----------------|----------------|
| Local banks and financial institutions' guarantee | 3,983,950,688  | 738,271,986    |
| Foreign banks' guarantee                          | 448,544,995    | 397,461,997    |
| Export documents                                  | 2,082,746,407  | 2,384,771,986  |
| Cash and quasi cash                               | 4,124,075,038  | 8,744,163,949  |
| Personal guarantee                                | 29,988,798,497 | 19,873,099,886 |
| Other securities                                  | 7,268,604,998  | 9,198,277,959  |
|   | 82,819,973,884 | 79,504,232,613 |
|   |                |                |

## 8.9 Details of large loan/investments

As at 31 December 2011 there were ten (2010: twelve) clients with whom amount of outstanding and classified loans and advances exceeded 10% of the total capital of the Bank. Total capital of the Bank was Taka 12,447.32 million as at 31 December 2011 (Taka 8,156.96 million in 2010).

Details are shown in Annex G.

### 8.10 Particulars of loans and advances/investments

| i)   | Loans/investments considered good in respect of which the<br>Bank is fully secured   | 45,562,570,389 | 50,432,854,768 |
|------|--|----------------|----------------|
| ii)  | Loans/investments considered good against which the Bank<br>holds no security other than the debtors' personal guarantee   | 29,988,798,497 | 19,873,099,886 |
| iii) | Loans/investments considered good secured by the personal<br>undertaking of one or more parties in addition to the personal<br>guarantee of the debtors  | 7,268,604,998  | 9,198,277,959  |
| iv)  | Loans/investments adversely classified; provision not maintained there against   | _              | _              |
|      |  | 82,819,973,884 | 79,504,232,613 |
| v)   | Loans/investments due by directors or officers of the Bank or<br>any of them either separately or jointly with any other persons   | 474,796,621    | 435,974,822    |
| vi)  | Loans/investments due from companies or firms in which the directors or officers of the bank have interest as directors, partners or managing agents or in case of private companies, as members | -              | -              |

|       | Notes  | Amount in Taka |                |
|-------|--|----------------|----------------|
|       |  | At 31 Dec 2011 | At 31 Dec 2010 |
|       |  |                |                |
| vii)  | Maximum total amount of advances/investments, including<br>temporary advances/investments made at any time during<br>the year to directors or managers or officers of the bank<br>or any of them either separately or jointly with any other   |                | 105.07.000     |
|       | person.  | 474,796,621    | 435,974,822    |
| viii) | Maximum total amount of advances/investments, including<br>temporary advances/investments granted during the year to<br>the companies or firms in which the directors of the bank<br>are interested as directors, partners or managing agents<br>or in the case of private companies, as members |                |                |
| ix)   | Due from banking companies   | 7,696,145,095  | 9,285,042,81   |
| x)    | Classified loans/investments for which interest has not been charged:  |                |                |
|       | a) Decrease of provision (specific)  | 309,232,000    | (14,447,273    |
|       | Amount of loan written off   | _              | 380,606,130    |
|       | Amount realised against the loans previously written off   | _              |                |
|       | b) Provision kept against loans/investments classified as bad  |                |                |
|       | debts  | 556,170,000    | 246,938,000    |
|       | c) Interest credited to interest suspense account  | 291,160,430    | 148,156,005    |
| xi)   | Cumulative amount of written off loans/investments<br>Opening balance  | 858,331,493    | 477,725,35     |
|       | Amount written off during the year   |                | 380,606,130    |
|       | The amount of written off loans/investments for which  |                |                |
|       | law suit has been filed  | 858,331,493    | 858,331,493    |

# 8.11 Grouping as per classification rules

## Unclassified

| Standard including staff loan | 79,365,473,884 | 76,944,499,396 |
|-------------------------------|----------------|----------------|
| Special mentioned account     | 1,204,538,000  | 1,275,482,000  |
|                               | 80,570,011,884 | 78,219,981,396 |

## Classified

| Sub-standard | 548,857,000    | 783,169,217    |
|--------------|----------------|----------------|
| Doubtful     | 443,010,000    | 146,510,000    |
| Bad/loss     | 1,258,095,000  | 354,572,000    |
|              | 2,249,962,000  | 1,284,251,217  |
|              | 82,819,973,884 | 79,504,232,613 |

| Notes | Amount in Taka |                |  |
|-------|----------------|----------------|--|
|       | At 31 Dec 2011 | At 31 Dec 2010 |  |

# 8.12 Particulars of required provision for loans and advances/investments

| Status                         | Outstanding<br>at 31 Dec 2011 | Base for<br>provision | % of<br>Required<br>provision | Required      | provision     |
|--------------------------------|-------------------------------|-----------------------|-------------------------------|---------------|---------------|
| For loans and advances/Inv     | vestments:                    |                       |                               |               |               |
| Unclassified - general provi   | ision                         |                       |                               |               |               |
| All unclassified loans (other  |                               |                       |                               |               |               |
| than SME financing, house      |                               |                       |                               |               |               |
| building loan and loan         |                               |                       |                               |               |               |
| for professional, loan         |                               |                       |                               |               |               |
| to Brokerage House (BH), cor   | nsumer finance,               |                       |                               |               |               |
| staff loan and SMA             | 61,802,894,263                | 61,802,894,263        | 1%                            | 622,657,360   | 615,447,610   |
| Small and medium               |                               |                       |                               |               |               |
| enterprise financing           | 8,780,374,000                 | 8,780,374,000         | 1%                            | 87,803,740    | 57,151,660    |
| House building loan and        |                               | -                     |                               |               |               |
| loan for professional          | 2,015,255,000                 | 2,015,255,000         | 2%                            | 40,305,100    | 32,427,160    |
| Loans to BH                    | 4,103,949,000                 | 4,103,949,000         | 2%                            | 82,078,980    | 65,696,300    |
| Consumer finance               | 1,511,523,000                 | 1,511,523,000         | 5%                            | 75,576,150    | 104,090,550   |
| Special mentioned              |                               |                       |                               |               |               |
| account                        | 1,204,538,000                 | 1,176,717,000         | 5%                            | 58,835,850    | 49,683,250    |
|                                |                               |                       |                               | 967,257,180   | 924,496,530   |
| Off-shore unit                 |                               |                       |                               |               |               |
| Unclassified loans (general)   | 676,682,000                   | 676,682,000           | 1%                            | 6,766,820     | 22,564,360    |
| Special mentioned account      | -                             | -                     |                               | -             | 12,612,850    |
|                                |                               |                       |                               | 6,766,820     | 35,177,210    |
| Classified - specific provisio | on:                           |                       |                               |               |               |
| Sub-standard                   | 548,857,000                   | 303,994,000           | 20%                           | 60,466,000    | 57,055,400    |
| Doubtful                       | 443,010,000                   | 311,633,000           | 50%                           | 155,786,000   | 50,637,500    |
| Bad/loss                       | 1,258,095,000                 | 556,170,000           | 100%                          | 556,170,000   | 246,938,000   |
|                                |                               |                       | Ε                             | 772,422,000   | 354,630,900   |
| Required provision for loans   | and advances                  |                       |                               | 1,746,446,000 | 1,314,304,640 |
| Total provision maintained     |                               |                       |                               |               |               |
| Conventional and Islamic Ba    | nking (Note 13.2)             |                       |                               | 1,739,512,995 | 1,279,003,221 |
| Off-shore Banking Unit         |                               |                       |                               | 6,933,005     | 35,343,216    |
|                                |                               |                       |                               | 1,746,446,000 | 1,314,346,437 |
| Excess provision at 31 Decen   | nber                          |                       |                               | -             | 41,797        |

|   | Notes | Amount         | in Taka        |
|---|-------|----------------|----------------|
|   |       | At 31 Dec 2011 | At 31 Dec 2010 |
|   |       |                |                |
| 3 Suits filed by the Bank (Branch wise details) |       |                |                |
| Bashundhara Branch                              |       | 20,412,980     | 16,096,62      |
| CDA Avenue Branch                               |       | 12,983,420     | 12,983,42      |
| Corporate Branch                                |       | 8,096,339      | 23,413,54      |
| Dhanmondi Branch                                |       | -              | 4,200,0        |
| Dilkusha Branch                                 |       | 48,530,251     | 95,224,5       |
| Gulshan Branch                                  |       | 53,119,943     | 63,610,74      |
| Khatunganj Branch                               |       | 10,559,241     | 70,400,5       |
| Mirpur branch                                   |       | 4,389,095      | 1,428,4        |
| North South Road Branch                         |       | 44,231,132     | 46,432,4       |
| Principal Office Branch                         |       | 316,267,766    | 336,822,0      |
| Scotia Branch                                   |       | 448,725,404    | 449,442,8      |
| Sheikh Mujib Road Branch                        |       | 116,852,098    | 116,852,0      |
| Sylhet Main Branch                              |       | 13,790,574     | 5,900,8        |
| Uttara Branch                                   |       | 590,000        | 590,0          |
| Credit cards                                    |       | 58,705         | 58,7           |
| Agrabad Branch                                  |       | 34,090,264     |                |
| Mitford Branch                                  |       | 25,635,919     |                |
| Rajshai Branch                                  |       | 547,173        |                |
| Sylhet Upashahar Branch                         |       | 5,557,250      |                |
| Jatrabari SME Service Centre                    |       | 644,879        |                |
|   |       | 1,165,082,433  | 1,243,456,9    |
| 4 Bills purchased and discounted                |       |                |                |
| Pavable in Bangladesh                           |       | 7,437,033,549  | 8,452,852,9    |

| Payable in Bangladesh      | 7,437,033,549 | 8,452,852,983 |
|----------------------------|---------------|---------------|
| Payable outside Bangladesh | 259,111,546   | 832,189,831   |
|                            | 7,696,145,095 | 9,285,042,814 |

# 8.15 Maturity-wise grouping of bills purchased and discounted

| Payable within 1 month                    | 1,252,196,521 | 350,005,874   |
|---|---------------|---------------|
| More than 1 month but less than 3 months  | 2,955,408,840 | 2,746,749,660 |
| More than 3 months but less than 6 months | 797,340,161   | 4,188,350,982 |
| More than 6 months                        | 2,691,199,572 | 1,999,936,298 |
|   | 7,696,145,094 | 9,285,042,814 |

# 8.1(a) Consolidated loans, cash credits, overdrafts, etc/investments

| Conventional and Islamic banking        | 74,450,555,831 | 67,779,013,672 |
|---|----------------|----------------|
| Off-shore banking unit                  | 673,272,958    | 2,440,176,127  |
| Bank Asia Securities Limited            | 4,402,311,765  | -              |
|   | 79,526,140,554 | 70,219,189,799 |
| Less: Loans to Bank Asia Securities Ltd | 3,879,216,504  | _              |
| BA Exchange Company (UK) Limited        | -              | -              |
|   | 75,646,924,050 | 70,219,189,799 |
| Bill Purchased & Discounted :           |                |                |
| Conventional and Islamic banking        | 7,692,736,984  | 9,215,557,697  |
| Off-shore banking unit                  | 3,408,111      | 69,485,117     |
| Bank Asia Securities Limited            | -              | _              |
| BA Exchange Company (UK) Limited        |                | -              |
|   | 7,696,145,095  | 9,285,042,814  |
|   |                |                |

| Notes | Amount         | t in Taka      |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

# 9 Fixed assets including premises, furniture and fixtures

| Conventional and Islamic banking (Note 9.1) | 4,584,547,197 | 1,837,283,978 |
|---|---------------|---------------|
| Off-shore banking unit                      | -             | _             |
|   | 4,584,547,197 | 1,837,283,978 |

## 9.1 Conventional and Islamic banking

| Cost:                                     |               |               |
|---|---------------|---------------|
| Land                                      | 2,531,152,000 | 734,660,017   |
| Building                                  | 1,716,628,217 | 756,501,200   |
| Furniture and fixtures                    | 593,180,514   | 452,048,996   |
| Equipments                                | 382,329,549   | 310,252,345   |
| Computer and accessories                  | 198,493,894   | 176,101,278   |
| Motor vehicles                            | 110,493,360   | 67,096,285    |
|   | 5,532,277,534 | 2,496,660,121 |
| Less: Accumulated depreciation            | 903,124,836   | 659,376,143   |
| Adjustment of Assets revaluation          | 44,605,501    | -             |
| Written down value at the end of the year | 4,584,547,197 | 1,837,283,978 |

### Details are shown in Annex E.

# 9(a) Fixed assets including premises, furniture and fixtures

| Conventional and Islamic banking (Note 9.1) | 4,584,547,197 | 1,837,283,978 |
|---|---------------|---------------|
| Off-shore banking unit                      | -             | -             |
| Bank Asia Securities Limited                | 17,272,329    | _             |
| BA Exchange Company (UK) Limited            | 17,011,800    | _             |
|   | 4,618,831,326 | 1,837,283,978 |

### **Details are shown in Annex E-2**

# 10 Other assets

| Conventional and Islamic banking (Note 10.1) | 5,214,750,422 | 4,800,358,912 |
|--|---------------|---------------|
| Off-shore banking unit                       | 16,474,984    | 21,769,469    |
|  | 5,231,225,406 | 4,822,128,381 |
| Less: Due from off shore banking unit        | _             | -             |
|  | 5,231,225,406 | 4,822,128,381 |

## **10.1 Conventional and Islamic banking**

| Income generating other assets             |             |             |
|--|-------------|-------------|
| Income receivable (Note 10.2)              | 493,544,988 | 389,074,959 |
| Non-income generating other assets         |             |             |
| Investment in shares of subsidiary company | _           | 449,955,000 |

|   | Notes | Amount in Taka |                |  |
|---|-------|----------------|----------------|--|
|   |       | At 31 Dec 2011 | At 31 Dec 2010 |  |
|   |       |                |                |  |
| Stock of stamps                                     |       | 2,070,145      | 1,892,250      |  |
| Stationery, printing materials, etc                 |       | 21,389,636     | 51,073,232     |  |
| Receivable from Government in connection with Rangs |       |                |                |  |
| Properties (Note 10.3)                              |       | _              |                |  |
| Prepaid expenses                                    |       | 4,403,670      | 17,325,426     |  |
| Deposits and advance rent                           |       | 225,775,356    | 236,114,915    |  |
| Due from off-shore banking unit                     |       | -              |                |  |
| Due from Capital Market Division of the Bank        |       | 129,799,655    | 542,519,608    |  |
| Branch adjustment account (Note 10.4)               |       | 74,790,740     | 125,011,216    |  |
| Suspense account (Note 10.5)                        |       | 93,399,563     | 118,779,404    |  |
| Advance income tax                                  |       | 3,960,952,259  | 2,695,638,641  |  |
| Receivable against government                       |       | 106,293,004    | 124,277,283    |  |
| Receivable against remittance                       |       | 3,911,097      | 3,003,000      |  |
| Sundry debtors                                      |       | 94,788,029     | 40,822,768     |  |
| Adjustment account debit                            |       | -              |                |  |
| Others non-earnings assets                          |       | -              | -              |  |
| Excise duty recoverable                             |       | 3,632,280      | 4,871,210      |  |
|   |       | 5,214,750,422  | 4,800,358,912  |  |

## 10.2 Income receivable

Income receivable consists of interest accrued on investment and other income.

## 10.3 Receivable from Government in connection with Rangs properties

| Balance at the beginning of the year | - 9,921,459 |
|--------------------------------------|-------------|
| Add: addition during the year        |             |
|                                      | - 9,921,459 |
| Less: Provision made during the year | 9,921,459   |
| Balance at the end of the year       |             |

# 10.4 Branch adjustment accounts

This represents outstanding inter-branch and head office transactions (net) which are originated but not responded by the counter transaction at the balance sheet date. The unresponded entries of 31 December 2011 are given below:

|                     | Number of<br>unresponded<br>entries (Debit) | Amount of<br>unresponded<br>entries (Taka) | Number of<br>unresponded<br>entries (Credit) | Amount of<br>unresponded<br>entries (Taka) |
|---------------------|---|--|--|--|
| Up to 3 months      | 194   | 94,777,627                                 | 384  | 36,543,036                                 |
| More than 3 months  |   |  |  |  |
| but within 6 months | 18  | 3,846,658                                  | 20   | 1,934,501                                  |
| More than 6 months  |   |  |  |  |
| but within 1 year   | 20  | 16,832,748                                 | 8  | 995,700                                    |
| More than 1 year    |   |  |  |  |
| but within 5 years  | 2   | 115,001                                    | 2  | 1,308,057                                  |
| Above 5 years       | -   | -  | -  | -  |
|                     | 234   | 115,572,034                                | 414  | 40,781,294                                 |

| Notes | Amount in Taka                |  |
|-------|-------------------------------|--|
|       | At 31 Dec 2011 At 31 Dec 2010 |  |

## 10.5 Suspense account

Suspense account consists of advance amount paid for purchasing of fixed assets, advance payment of rent for new branches of the Bank, advance against salary and legal expenses, etc.

# 10(a) Other assets

| Conventional and Islamic banking (Note 10.1) | 5,214,750,422 | 4,800,358,912 |
|--|---------------|---------------|
| Off-shore banking unit                       | 16,474,984    | 21,769,469    |
| Bank Asia Securities Limited                 | 74,817,110    | _             |
| BA Exchange Company (UK) Limited             | 1,674,270     | -             |
|  | 5,307,716,786 | 4,822,128,381 |

# 11 Borrowings from other banks, financial institutions and agents

| Conventional and Islamic banking (Note 11.1) | 1,226,743,285 | 3,800,448,571 |
|--|---------------|---------------|
| Off-shore banking unit                       | -             | 1,363,326,401 |
|  | 1,226,743,285 | 5,163,774,972 |

# 11.1 Conventional and Islamic banking

| In Bangladesh (Note 11.1.1) | 1,226,743,285 | 3,800,448,571 |
|-----------------------------|---------------|---------------|
| Outside Bangladesh          | _             | -             |
|                             | 1,226,743,285 | 3,800,448,571 |

## 11.1.1 In Bangladesh

| Secured   | -           | -             |
|---|-------------|---------------|
| Un secured:   |             |               |
| Money at call and on short notice                     |             |               |
| Bank Al Falah Limited                                 | -           | 250,000,000   |
| Citibank, N.A.  | -           | 30,000,000    |
| Commercial Bank of Ceylon Limited                     | -           | 130,000,000   |
| Dutch Bangla Bank Limited                             | -           | 600,000,000   |
| Janata Bank Limited                                   | 100,000,000 | -             |
| Habib Bank Limited                                    | -           | -             |
| National Bank Limited                                 | -           | -             |
| The Premier Bank Limited                              | -           | 300,000,000   |
| Rupali Bank Limited                                   | -           | 450,000,000   |
| Sonali Bank Limited                                   | -           | 1,000,000,000 |
| Southeast Bank limited                                | -           | 300,000,000   |
| Standard Chartered Bank                               | -           | 50,000,000    |
| The Hongkong and Shanghai Banking Corporation Limited | 100,000,000 | 30,000,000    |
| The Trust Bank Limited                                | -           | -             |

|                                     | Notes | Amount in Taka |                |
|-------------------------------------|-------|----------------|----------------|
|                                     |       | At 31 Dec 2011 | At 31 Dec 2010 |
|                                     |       |                |                |
| United Commercial Bank Limited      |       | _              | 550,000,000    |
|                                     |       | 200,000,000    | 3,690,000,000  |
| Term borrowing                      |       |                |                |
| Bangladesh Bank refinance (Islamic) |       | 900,000,000    |                |
| Bangladesh Bank refinance           |       | 126,743,285    | 110,448,57     |
|                                     |       | 1,026,743,285  | 110,448,571    |
|                                     |       | 1,226,743,285  | 3,800,448,571  |
|                                     |       |                |                |

# 11.2 Maturity-wise grouping

| Payable on demand                     | 200,000,000 | 5,053,326,401 |
|---------------------------------------|-------------|---------------|
| Up to 1 month                         | _           | -             |
| More than 1 month but within 3 months | _           | 6,354,286     |
| More than 3 months but within 1 year  | -           | 43,443,808    |
| More than 1 year but within 5 years   | _           | 60,650,477    |
| More than 5 years                     | _           | -             |
|                                       | 200,000,000 | 5,163,774,972 |

# 11(a) Borrowings from other banks, financial institutions and agents

| Conventional and Islamic banking (Note 11.1) | 1,226,743,285 | 3,800,448,571 |
|--|---------------|---------------|
| Off-shore banking unit                       | -             | 1,363,326,401 |
| Bank Asia Securities Limited                 | -             | -             |
| BA Exchange Company (UK) Limited             | -             | _             |
|  | 1,226,743,285 | 5,163,774,972 |

# 12 Deposits and other accounts

| Conventional and Islamic banking (Note 12.1)           | 94,739,930,739 | 86,291,091,440 |
|--|----------------|----------------|
| Off-shore banking unit                                 | 391,167,870    | 74,546,707     |
|  | 95,131,098,609 | 86,365,638,147 |
| Deposits and other accounts                            |                |                |
| Current/Al-wadeeah current accounts and other accounts |                |                |
| Deposits from banks                                    | -              | -              |
| Deposits from customers                                | 12,024,446,868 | 11,631,173,000 |
|  | 12,024,446,868 | 11,631,173,000 |
| Bills payable  |                |                |
| Deposits from banks                                    | -              | -              |
| Deposits from customers                                | 1,099,573,430  | 898,703,046    |
|  | 1,099,573,430  | 898,703,046    |
| Savings bank/Mudaraba savings bank deposits            |                |                |
| Deposits from banks                                    | -              | 500,000,000    |
| Deposits from customers                                | 9,060,930,520  | 7,447,958,226  |
|  | 9,060,930,520  | 7,947,958,226  |

| Notes | Amount in Taka   |   |
|-------|--|---|
|       | At 31 Dec 2011   | At 31 Dec 2010  |
|       |  |   |
|       |  |   |
|       | 520,820,616  | 1,550,000,000   |
|       | 72,425,327,176   | 64,337,803,87   |
|       | 72,946,147,792   | 65,887,803,87   |
|       | 95,131,098,609   | 86,365,638,14   |
|       |  |   |
|       | 520,820,616  | 2,050,000,000   |
|       | 94,219,110,123   | 84,241,091,44   |
|       | 04 700 000 700   | 06 001 001 11   |
|       | 94,739,930,739   | 86,291,091,44   |
|       | 94,739,930,739   |   |
|       | 94,/39,930,/39   |   |
|       |  |   |
|       |  | 800,000,00  |
|       |  | 800,000,00  |
|       |  | 800,000,00  |
|       |  | 800,000,00  |
|       |  | 800,000,00  |
|       | -<br>-<br>-<br>-<br>1,174,736<br>5,566,041               | 800,000,00  |
|       | -<br>-<br>-<br>-<br>1,174,736<br>5,566,041<br>13,600,000 | 800,000,000   |
|       | -<br>-<br>-<br>-<br>1,174,736<br>5,566,041               | 800,000,000   |
|       | -<br>-<br>-<br>-<br>1,174,736<br>5,566,041<br>13,600,000 | 86,291,091,444<br>800,000,000<br>250,000,000<br>300,000,000<br>200,000,000          |
|       |  | At 31 Dec 2011 520,820,616 72,425,327,176 72,946,147,792 95,131,098,609 520,820,616 |

## 12.1.2 Deposits from customers

**Bangladesh Bank refinance** 

| Current/Al-wadeeah current accounts and other         |                |                |
|---|----------------|----------------|
| accounts (Note 12.1.2a)                               | 11,911,171,392 | 11,556,626,293 |
| Bills payable (Note 12.1.2b)                          | 1,099,573,430  | 898,703,046    |
| Savings bank/Mudaraba savings deposits                | 9,060,930,520  | 7,447,958,226  |
| Fixed deposits/Mudaraba fixed deposits (Note 12.1.2c) | 72,147,434,781 | 64,337,803,875 |
|   | 94,219,110,123 | 84,241,091,440 |

520,820,616

520,820,616

1,550,000,000

500,000,000

2,050,000,000

# 12.1.2a Current/Al-wadeeah current accounts and other accounts

| Current/Al-wadeeah current accounts              | 4,514,550,117  | 4,396,923,035  |
|--|----------------|----------------|
| Other demand deposit - Local currency            | 5,406,222,756  | 5,172,478,225  |
| Other demand deposit - Foreign currencies        | 1,187,877,992  | 1,268,710,680  |
| Foreign currency deposits (non-interest bearing) | 802,520,527    | 533,048,720    |
| Export retention quota                           |                | 185,465,633    |
|  | 11,911,171,392 | 11,556,626,293 |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

# 12.1.2b Bills payable

| Bills payable - local currency     | 1,094,102,098 | 891,658,493 |
|------------------------------------|---------------|-------------|
| Bills payable - foreign currencies | 5,471,332     | 7,044,553   |
| Demand draft                       | -             | -           |
|                                    | 1,099,573,430 | 898,703,046 |

# 12.1.2c Fixed deposits/Mudaraba fixed deposits

| Fixed deposits/Mudaraba fixed deposits       | 56,494,004,670 | 52,184,308,072 |
|--|----------------|----------------|
| Special notice deposit                       | 6,462,740,737  | 6,574,326,494  |
| Foreign currency deposits (interest bearing) | 8,241,390      | 8,220,767      |
| Deposit under schemes                        | 9,182,447,984  | 5,570,948,542  |
|  | 72,147,434,781 | 64,337,803,875 |

# 12.2 Payable on demand and time deposits

| a) | Demand deposits  |                |                |
|----|--|----------------|----------------|
|    | Current/Al-wadeeah current accounts and other accounts | 4,627,825,593  | 4,471,469,742  |
|    | Savings bank/Mudaraba savings deposits                 | 815,483,747    | 670,316,240    |
|    | Foreign currency deposits (non interest bearing)       | 1,990,398,519  | 533,048,720    |
|    | Sundry deposits  | 5,406,222,756  | 6,626,654,538  |
|    | Bills payable  | 1,099,573,430  | 898,703,046    |
|    |  | 13,939,504,045 | 13,200,192,286 |
| b) | Time deposits  |                |                |
|    | Savings bank/Mudaraba savings deposits                 | 8,245,446,773  | 7,277,641,986  |
|    | Fixed deposits/Mudaraba fixed deposits                 | 57,292,717,681 | 53,734,308,072 |
|    | Foreign currency deposits (interest bearing)           | 8,241,390      | 8,220,767      |
|    | Special notice deposit                                 | 6,462,740,737  | 6,574,326,494  |
|    | Security deposits                                      | =              | _              |
|    | Deposits under schemes                                 | 9,182,447,984  | 5,570,948,542  |
|    |  | 81,191,594,565 | 73,165,445,861 |
|    |  | 95,131,098,609 | 86,365,638,147 |

# 12.3 Sector-wise break-up of deposits and other accounts

| Government         | 2,102,131,000  | 1,546,128,000  |
|--------------------|----------------|----------------|
| Deposit from banks | 520,820,616    | 1,588,295,000  |
| Other public       | 5,204,904,000  | 3,486,213,000  |
| Foreign currencies | 2,395,279,111  | 1,987,225,033  |
| Private            | 84,907,963,882 | 74,993,402,335 |
|                    | 95,131,098,609 | 83,601,263,368 |

Notes

Amount in Taka At 31 Dec 2011 At 31 Dec 2010

# 12.4 Maturity-wise grouping

## 12.4.1 Deposits from banks

| Payable on demand                |             | -             |
|----------------------------------|-------------|---------------|
| Up to 1 month                    | 6,740,777   | -             |
| Over 1 month but within 6 months | 13,600,000  | 1,850,000,000 |
| Over 6 months but within 1 year  | 300,479,839 | 200,000,000   |
| Over 1 year but within 5 years   | 200,000,000 | -             |
| Over 5 years                     | -           | _             |
|                                  | 520,820,616 | 2,050,000,000 |

# 12.4.2 Customer deposits excluding bills payable

| Payable on demand                | 6,406,487,198  | 6,924,324,747  |
|----------------------------------|----------------|----------------|
| Up to 1 month                    | 8,450,966,833  | 9,815,884,993  |
| Over 1 month but within 6 months | 29,692,891,760 | 27,871,500,000 |
| Over 6 months but within 1 year  | 16,283,032,640 | 19,846,303,093 |
| Over 1 year but within 5 years   | 23,494,878,147 | 10,184,714,124 |
| Over 5 years                     | 9,182,447,984  | 6,009,833,365  |
|                                  | 93,510,704,563 | 80,652,560,322 |

# 12.4.3 Bills payable

| Payable on demand                | 1,099,573,430  | 898,703,046    |
|----------------------------------|----------------|----------------|
| Up to 1 month                    | -              | _              |
| Over 1 month but within 6 months | -              | -              |
| Over 6 months but within 1 year  | -              | -              |
| Over 1 year but within 5 years   | -              | -              |
| Over 5 years                     | -              | -              |
|                                  | 1,099,573,430  | 898,703,046    |
|                                  | 95,131,098,609 | 83,601,263,368 |

## 12(a) Deposits and other accounts

| Current/Al-wadeeah current accounts and other accounts |                |                |
|--|----------------|----------------|
| Conventional and Islamic banking (Note 12.1)           | 11,911,171,392 | 11,631,173,000 |
| Off-shore banking unit                                 | 113,275,476    | _              |
| Bank Asia Securities Limited                           | _              | -              |
| BA Exchange Company (UK) Limited                       | -              | -              |
|  | 12,024,446,868 | 11,631,173,000 |
| Bills payable  |                |                |
| Conventional and Islamic banking (Note 12.1)           | 1,099,573,430  | 898,703,046    |
| Off-shore banking unit                                 | -              | -              |
| Bank Asia Securities Limited                           | -              | -              |
| BA Exchange Company (UK) Limited                       | 2,440,880      | -              |
|  | 1,102,014,310  | 898,703,046    |
|  |                |                |

Payable to Government

| Notes  | Amount At 31 Dec 2011 | in Taka<br>At 31 Dec 2010 |
|--|-----------------------|---------------------------|
|  |                       |                           |
| Savings bank/Mudaraba savings bank deposits  |                       |                           |
| Conventional and Islamic banking (Note 12.1)   | 9,060,930,520         | 7,947,958,226             |
| Off-shore banking unit   | -                     |                           |
| Bank Asia Securities Limited   | -                     |                           |
| BA Exchange Company (UK) Limited   | -                     |                           |
| Fired depesite (Muderales fired depesite   | 9,060,930,520         | 7,947,958,226             |
| Fixed deposits/Mudaraba fixed deposits<br>Conventional and Islamic banking (Note 12.1) | 72,668,255,397        | 65,887,803,875            |
| Off-shore banking unit   | 277,892,395           | 05,007,005,07             |
| Bank Asia Securities Limited   | -                     |                           |
| BA Exchange Company (UK) Limited   |                       |                           |
|  | 72,946,147,792        | 65,887,803,875            |
| ther liabilities   |                       |                           |
| Conventional and Islamic banking (Note 13.1)   | 8,880,989,210         | 6,477,839,891             |
| Off-shore banking unit   | 11,643,361            | 130,853,937               |
|  | 8,892,632,571         | 6,608,693,828             |
| Less: Due from off shore banking unit  | -                     | -                         |
|  | 8,892,632,571         | 6,608,693,828             |
| 13.1 Conventional and Islamic banking  |                       |                           |
| Provision for loans and advances/investments (Note 13.2)                               | 1,739,512,995         | 1,279,003,22              |
| Provision on off-balance sheet exposures (Note 13.3)                                   | 458,168,020           | 414,120,697               |
| Interest suspense account (Note 13.4)  | 291,160,430           | 148,156,005               |
| Provision for income tax including deferred tax (Note 13.5)                            | 5,556,616,027         | 4,040,623,693             |
| Provision for performance bonus  | 161,214,818           | 188,224,647               |
| Credit card  | 2,670,666             | 7,497,200                 |
| Expenditures and other payables  | 144,620,500           | 43,463,807                |
| Obligation under finance lease (Note 13.6)   | 53,637,685            | 81,576,965                |
| Provision for nostro accounts (Note 13.7)  | _                     | 19,040                    |
| Other payable  | 31,475,922            | 23,079,964                |
| Provision for profit equalisation  | 1,884,374             | 2,285,963                 |
| Unearned income on bai murabaha muajjal  | 19,983,332            | 17,699,362                |
| Unearned income on bai murabaha post import  | 291,053,538           | 228,504,800               |
| Diminution in value of shares  | 112,655,749           |                           |
|  | · · · · · ·           |                           |

16,335,154

8,880,989,210

3,584,527

6,477,839,891

| Notes |      |
|-------|------|
|       | At 3 |

Amount in Taka 31 Dec 2011 At 31 Dec 2010

## 13.2 Provision for loans and advances/investments

| Α. | Gene  | ral  |               |               |
|----|-------|--|---------------|---------------|
|    | Balan | ce at the beginning of the year                            | 924,372,322   | 622,930,682   |
|    | Add:  | Provision made during the year                             |               |               |
|    |       | On general loans and advances/investments etc.             | 33,565,923    | 252,915,790   |
|    |       | On special mentioned account                               | 9,152,750     | 48,525,850    |
|    |       |  | 42,718,673    | 301,441,640   |
|    | Less: | Provision no longer required                               | _             | -             |
|    |       | Balance at the end of the year                             | 967,090,995   | 924,372,322   |
| B. | Speci | ĥc   |               |               |
|    | Balan | ce at the beginning of the year                            | 354,630,899   | 355,381,065   |
|    | Less: | Interest waiver during the year                            | (37,973,577)  | (52,181,236)  |
|    |       | Write off during the year                                  | -             | (89,356,519)  |
|    |       |  | (37,973,577)  | (141,537,755) |
|    | Add:  | Recoveries of Amount previously written off                | 53,422,750    | -             |
|    |       | Specific provision made during the year for other accounts | 402,341,928   | 140,787,589   |
|    |       |  | 455,764,678   | 140,787,589   |
|    | Balan | ce at the end of the year                                  | 772,422,000   | 354,630,899   |
| с. | Total | provision on loans and advances/investments (A+B)          | 1,739,512,995 | 1,279,003,221 |

# 13.3 Provision on off-balance sheet exposures

| Balance at 1 January                            | 414,120,697 | 246,020,802 |
|---|-------------|-------------|
| Add: Provision made during the year (Note 34.b) | 44,047,323  | 168,099,895 |
|   | 458,168,020 | 414,120,697 |
| Less: Adjustments made during the year          | -           | -           |
| Balance at 31 December                          | 458,168,020 | 414,120,697 |

## 13.4 Interest suspense account

| Balance at 1 January  | 148,156,005 | 89,353,245  |
|---|-------------|-------------|
| Add: Amount transferred to "interest suspense" account during |             | 07,555,215  |
| the year  | 288,713,998 | 344,954,931 |
|   | 436,870,003 | 434,308,176 |
| Less: Amount of interest suspense recovered                   | 138,843,904 | 244,925,176 |
| Amount written off during the year                            | -           | 34,114,241  |
| Interest waiver during the year                               | 6,865,669   | 7,112,754   |
|   | 145,709,573 | 286,152,171 |
| Balance at 31 December  | 291,160,430 | 148,156,005 |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |
|       |                |                |

# 13.5 Provision for taxation

| Current tax (Note 13.5.1)  | 5,301,088,407 | 3,785,096,073 |
|----------------------------|---------------|---------------|
| Deferred tax (Note 13.5.2) | 255,527,620   | 255,527,620   |
|                            | 5,556,616,027 | 4,040,623,693 |

## 13.5.1 Provision for current tax

| Balance at 1 January             | 3,785,096,073 | 2,286,358,717 |
|----------------------------------|---------------|---------------|
| Provision made during the year   | 1,515,992,334 | 1,498,735,610 |
|                                  | 5,301,088,407 | 3,785,094,327 |
| Adjustments made during the year | _             | 1,746         |
| Balance at 31 December           | 5,301,088,407 | 3,785,096,073 |

Corporate tax position of the Bank has been shown in Annex F.

# 13.5.2 Provision for deferred tax

| Balance at 1 January                            | 255,527,620 | 330,795,451   |
|---|-------------|---------------|
| Provision made for deferred tax liabilities:    |             |               |
| Charged/(credited) to profit and loss statement | -           | 164,685,104   |
| Charged/(credited) to revaluation reserve       | -           | (226,470,806) |
|   | _           | (61,785,702)  |
|   | 255,527,620 | 269,009,749   |
| Provision made for deferred tax assets          | -           | (13,482,129)  |
| Balance at 31 December                          | 255,527,620 | 255,527,620   |

# 13.5.1(a) Consilidated Provision for current tax

| Current Tax                      |               |               |
|----------------------------------|---------------|---------------|
| Bank Asia Limited                | 1,515,992,334 | 1,498,735,610 |
| Off-shore banking unit           | _             | -             |
| Bank Asia Securities Limited     | 54,812,943    | -             |
| BA Exchange Company (UK) Limited |               | -             |
|                                  | 1,570,805,277 | 1,498,735,610 |
| Adjustments made during the year |               | 1,746         |
| Balance at 31 December           | 1,570,805,277 | 1,498,737,356 |
|                                  |               |               |

# 13.6 Obligation under finance lease

| Furniture, fixtures and equipment | 25,584,981 | 56,510,059 |
|-----------------------------------|------------|------------|
| Computer and accessories          | 8,572,285  | 23,818,827 |
| Motor vehicles                    | 18,858,751 | 1,248,079  |
| Building                          | 621,668    | -          |
|                                   | 53,637,685 | 81,576,965 |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

### **13.7 Provision for nostro accounts**

As per instructions contained in the circular letter no. FEPD (FEMO)/01/2005-677 dated 13 September 2005 issued by Foreign Exchange Policy Department of Bangladesh Bank, Bank is required to make provision regarding the un-reconciled debit balance of nostro account as at balance sheet date. Adequate provision has been made for debit entries which are outstanding for more than 3 months. Details of unreconciled entries are

### shown in Annex K.

#### 13(a) Other liabilities

| Conventional and Islamic banking (Note 13.1) | 8,880,989,210 | 6,477,839,891 |
|--|---------------|---------------|
| Off-shore banking unit                       | 11,643,361    | 130,853,937   |
| Bank Asia Securities Limited                 | 277,098,550   | _             |
| BA Exchange Company (UK) Limited             | 7,507,762     | _             |
|  | 9,177,238,884 | 6,608,693,828 |

## 14 Share capital

### 14.1 Authorized capital

| 1,500,000,000 ordinary shares of Taka 10 each                   | 15,000,000,000 | 4,450,000,000 |  |
|---|----------------|---------------|--|
| 4.2 Issued, subscribed and fully paid up capital                |                |               |  |
| 56,372,480 ordinary shares of Taka 10 each issued for cash      | 563,724,800    | 563,724,800   |  |
| 364,010,770 (2010: 243,901,270) ordinary shares of Taka 10 each |                |               |  |
| issued as bonus shares  | 3,640,107,700  | 2,439,012,700 |  |
| Right shares issue @25% for the year 2011                       | 1,050,958,100  | -             |  |
|   | 5,254,790,600  | 3,002,737,500 |  |

### 14.3 Initial public offer (IPO)

Out of the total issued, subscribed and fully paid up capital of the Bank 2,000,000 ordinary shares of Taka 100 each amounting to Taka 200,000,000 was raised through public offering of shares in 2003.

### 14.4 Capital adequacy ratio

The calculation of CAR has been done as per BRPD Circular no. 10 dated 10 March 2010 and the Basel-II guidelines, December 2010 vide BRPD Circular no. 35 dated 29 December 2010.

| Core capital (Tier-I)       |               |               |
|-----------------------------|---------------|---------------|
| Paid up capital             | 5,254,790,600 | 3,002,737,500 |
| Share premium               | 330           | 330           |
| Statutory reserve (Note 15) | 2,959,358,772 | 2,272,917,429 |
| Retained earnings (Note 17) | 1,322,181,668 | 1,293,503,630 |
|                             | 9,536,331,370 | 6,569,158,889 |

| Notes | Amount in Taka |                |  |
|-------|----------------|----------------|--|
|       | At 31 Dec 2011 | At 31 Dec 2010 |  |

| Supplementary capital (Tier-II)  |                |                 |
|--|----------------|-----------------|
| General provision maintained against unclassified loan/<br>investments | 974,024,000    | 924,372,322     |
| General provision on off-balance sheet exposure                        | 461,585,000    | 413,954,721     |
| Exchange equalization reserve  | -              | _               |
| Other reserve  | 8,166,144      | 8,166,144       |
| Revaluation reserve of Government securities                           | 1,467,218,013  | 241,309,084     |
|  | 2,910,993,156  | 1,587,802,271   |
| Additional supplementary capital (Tier-III)                            | -              | -               |
| A) Total capital   | 12,447,324,526 | 8,156,961,160   |
| B) Total risk weighted assets  | 83,664,200,000 | 100,545,900,000 |
| C) Required capital  | 8,366,420,000  | 9,049,100,000   |
| D) (Deficit)/Surplus (A-C)   | 4,080,904,526  | (892,138,840)   |
| Capital adequacy ratio:  |                |                 |
| On core capital - against standard of minimum 5% (2010: 4.5%)          | 11.40%         | 6.53%           |
| On total capital - against standard of minimum 10% (2010: 9%)          | 14.88%         | 8.11%           |

# 14.4 (a) Consolidated Capital adequacy ratio

The calculation of CAR has been done as per BRPD Circular no. 10 dated 10 March 2010 and the Basel-II guidelines, December 2010 vide BRPD Circular no. 35 dated 29 December 2010.

| Core capital (Tier-I)  |                |   |
|--|----------------|---|
| Paid up capital  | 5,254,790,600  | - |
| Non-controlling (Minority) interest                                    | 10,000         | - |
| Share premium  | 330            | - |
| Statutory reserve (Note 15)  | 2,959,358,772  | - |
| Retained earnings (Note 17a)   | 1,449,223,838  | - |
|  | 9,663,383,540  | - |
| Supplementary capital (Tier-II)  |                |   |
| General provision maintained against unclassified loan/<br>investments | 974,024,000    | - |
| General provision on off-balance sheet exposure                        | 461,585,000    | - |
| Exchange equalization reserve  | -              | - |
| Other reserve  | 8,166,144      | - |
| Revaluation reserve of Government securities                           | 1,467,218,013  | - |
|  | 2,910,993,156  | - |
| Additional supplementary capital (Tier-III)                            | _              | _ |
| A) Total capital   | 12,574,376,696 | - |
| B) Total risk weighted assets  | 88,492,000,000 | - |
| C) Required capital  | 8,849,200,000  | - |
| D) (Deficit)/Surplus (A-C)   | 3,725,176,696  | - |
| Capital adequacy ratio:  |                |   |
| On core capital - against standard of minimum 5% (2010: 4.5%)          | 10.92%         | _ |
| On total capital - against standard of minimum 10% (2010: 9%)          | 14.21%         | _ |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

# 14.5 Percentage of shareholdings at the closing date

|                          | At 31 December<br>2011 | At 31 December<br>2011 | At 31 December<br>2010 | At 31 December<br>2010 |
|--------------------------|------------------------|------------------------|------------------------|------------------------|
| Category                 | No. of shares          | %                      | No. of shares          | %                      |
| Sponsors & Directors     | 271,197,130            | 51.61                  | 14,931,307             | 49.73                  |
| General public           | 123,237,750            | 23.45                  | 7,839,246              | 26.11                  |
| Institutions             | 107,457,510            | 20.45                  | 5,681,954              | 18.92                  |
| Investment companies     | 13,710,740             | 2.61                   | 972,149                | 3.24                   |
| Non-resident Bangladeshi | 7,687,930              | 1.46                   | 475,719                | 1.58                   |
| Foreign investors        | 2,188,000              | 0.42                   | 127,000                | 0.42                   |
| Total                    | 525,479,060            | 100                    | 30,027,375             | 100                    |

# 14.6 Classification of shareholders by holding

|                         | No. d  | No. of holders |       | tal holding |
|-------------------------|--------|----------------|-------|-------------|
| Holding                 | 2011   | 2010           | 2011  | 2010        |
| Less than 5000          | 14,348 | 13,052         | 2.63  | 3.59        |
| 5,000 to 50,000         | 1,869  | 1,381          | 4.47  | 5.67        |
| 50,001 to 100,000       | 111    | 77             | 1.44  | 1.89        |
| 100,001 to 200,000      | 77     | 59             | 2.12  | 2.73        |
| 200,001 to 300,000      | 43     | 23             | 2.05  | 1.94        |
| 300,001 to 400,000      | 20     | 9              | 1.37  | 1.09        |
| 400,001 to 50,000       | 8      | 12             | 0.65  | 1.78        |
| 500,001 to 1,000,000    | 40     | 25             | 5.51  | 5.89        |
| 1,000,001 to 10,000,000 | 73     | 56             | 38.59 | 52.35       |
| Over 10,000,000         | 13     | 6              | 41.17 | 23.07       |
| Total                   | 16,602 | 14,700         | 100   | 100         |

# 14.7 Name of the Directors and their shareholdings as at 31 December 2011

| SI | Name of the director  | Status        | " Opening<br>position " | " Closing<br>position " |
|----|---|---------------|-------------------------|-------------------------|
| 1  | Mr. A Rouf Chowdhury  | Chairman      | 550,164                 | 9,627,860               |
| 2  | Mr. Mohd Safwan Choudhury                                       | Vice Chairman | 1,182,419               | 20,692,300              |
|    | "(Representing Phulbari Tea Estates Ltd)"                       |               |                         |                         |
| 3  | Mr. Mohammed Lakiotullah (Independent director)                 | Vice Chairman | _                       | -                       |
| 4  | Mr. Anisur Rahman Sinha   | Director      | 172,173                 | 3,013,020               |
| 5  | Mr. Rumee A Hossain   | Director      | 1,243,001               | 20,402,010              |
| 6  | Mr. Romo Rouf Chowdhury   | Director      | 495,595                 | 8,672,910               |
| 7  | Mr. A M Nurul Islam   | Director      | _                       | 2,526,570               |
| 8  | Mr. Mashiur Rahman (Alternate Dirrector of Mr.<br>Mir Shajahan) | Director      | 618,627                 | 10,825,960              |
| 9  | Mr. M Irfan Syed  | Director      | 30,000                  | 525,000                 |
| 10 | Mr. Faisal Samad  | Director      | 140,000                 | 2,450,000               |
| 11 | Ms. Sohana Rouf Chowdhury                                       | Director      | 231,000                 | 4,042,500               |

|   | Notes    | Amount in Taka |                |
|---|----------|----------------|----------------|
|   |          | At 31 Dec 2011 | At 31 Dec 2010 |
|   | ~:       | 105.110        |                |
| 12 Lt. Col. Fariduddin Ahmed (Reted)                                  | Director | 125,112        | 2,189,45       |
| 13 Mr. Shah Md. Nurul Alam<br>"(Representing Amiran Generations Ltd)" | Director | 922,395        | 16,673,14      |
| 14 Mr. Murshed Sultan Choudhury                                       | Director | 1,161,617      | 16,262,63      |
| Total   |          | 6,872,103      | 117,903,35     |
| tatutory reserve  |          |                |                |
| Balance at 1 January  |          | 2,272,917,429  | 1,557,013,28   |
| Add: Addition during the year (20% of pre-tax profit)                 |          | 686,441,343    | 715,904,14     |
| Balance at 31 December  |          | 2,959,358,772  | 2,272,917,42   |
| evaluation reserve  |          |                |                |
| HTM securities (Note 16.1)  |          | 4,063,852      |                |
| HFT securities (Note 16.2)  |          | 453,467,671    | 482,618,16     |
| Fixed Assets revaluation (Note 16.3)                                  |          | 2,476,904,502  |                |
|   |          | 2,934,436,025  | 482,618,16     |
| Balance at 1 January  |          |                | 31,174,514     |
| Adjustment for sale/maturity of securities                            |          | -              | (31,174,514    |
| Gain from revaluation on investments                                  |          | 4,063,852      |                |
|   |          | 4,063,852      |                |
| Deferred tax liabilities  |          | _              |                |
| Balance at 31 December  |          | 4,063,852      |                |
| 16.2 Revaluation reserve on HFT securities                            |          |                |                |
| Balance at 1 January  |          | 482,618,168    | 275,227,16     |
| Gain from revaluation on investments                                  |          | 48,110,375     | 260,678,62     |
| Adjustment for sale/maturity of securities                            |          | (77,260,872)   | (53,287,623    |
| Add: Deferred tax released during the year                            |          | 453,467,671    | 482,618,168    |
|   |          | 453,467,671    | 482,618,168    |
| Less: Deferred tax liabilities  |          | 453,467,671    | 482,618,168    |
| Balance at 31 December  |          |                | 102 (10 1 (    |

| Balance at 1 January                 | -             |   |
|--------------------------------------|---------------|---|
| Addition of Fixed Assets revaluation | 2,521,510,003 | - |
| Adjustment                           | (44,605,501)  | _ |
| Balance at 31 December               | 2,476,904,502 |   |

|        |  | Notes | Amount in Taka |                |
|--------|--|-------|----------------|----------------|
|        |  |       | At 31 Dec 2011 | At 31 Dec 2010 |
| etaine | ed earnings                                |       |                |                |
| Balan  | ce at 1 January                            |       | 1,293,503,630  | 942,577,212    |
| Add:   | Retained surplus for the year              |       | 1,229,773,038  | 1,213,678,009  |
|        | Transferred from profit and loss statement |       |                |                |
|        | and exchange equalisation                  |       | -              | 3,339,553      |
|        |  |       | 2,523,276,668  | 2,159,594,774  |
| Less : | Issue of bonus shares                      |       | 1,201,095,000  | 857,925,000    |
|        | Transferred to profit equalisation reserve |       | -              | 8,166,144      |
|        |  |       | 1,201,095,000  | 866,091,144    |
| Balan  | ce as at 31 December                       |       | 1,322,181,668  | 1,293,503,630  |

# 17(a) Retained earnings

| Balan                  | ce at 1 January                            | 1,293,503,630 | 942,577,212   |
|------------------------|--|---------------|---------------|
| Add:                   | Retained surplus for the year              | 1,356,815,208 | 1,213,678,009 |
|                        | Transferred from profit and loss statement |               |               |
|                        | and exchange equalisation                  | _             | 3,339,553     |
|                        |  | 2,650,318,838 | 2,159,594,774 |
| Less :                 | Issue of bonus shares                      | 1,201,095,000 | 857,925,000   |
|                        | Transferred to profit equalisation reserve |               | 8,166,144     |
|                        |  | 1,201,095,000 | 866,091,144   |
| Balance at 31 December |  | 1,449,223,838 | 1,293,503,630 |
|                        |  |               |               |

# **18 Contingent liabilities**

| 47,115,549,641 | 48,704,206,413  |
|----------------|---|
| 341,698,000    | 270,477,865   |
| 47,457,247,641 | 48,974,684,278  |
|                |   |
| 16,988,944,126 | 10,771,189,260  |
| 153,074,740    | 119,710,220   |
| 17,142,018,866 | 10,890,899,480  |
|                |   |
| 6,887,870,884  | 6,556,270,342   |
| -              | -   |
| 6,887,870,884  | 6,556,270,342   |
|                |   |
| 18,726,960,801 | 25,735,341,572  |
| 135,463,300    | 82,758,550  |
| 18,862,424,101 | 25,818,100,122  |
|                | 341,698,000<br>47,457,247,641<br>16,988,944,126<br>153,074,740<br>17,142,018,866<br>6,887,870,884<br>6,887,870,884<br>18,726,960,801<br>135,463,300 |

|   |                      |                              | ta wata                      |
|---|----------------------|------------------------------|------------------------------|
|   | Notes                | Amount<br>At 31 Dec 2011     | In Taka<br>At 31 Dec 2010    |
|   |                      |                              |                              |
| Bills for collection                              |                      |                              |                              |
| Conventional and Islamic banking (Note 18.3)      |                      | 4,511,773,830                | 5,641,405,239                |
| Off-shore banking unit                            |                      | 53,159,960                   | 68,009,095                   |
|   |                      | 4,564,933,790                | 5,709,414,334                |
| Other contingent liabilities                      |                      |                              |                              |
| Conventional and Islamic banking                  |                      | -                            | -                            |
| Off-shore banking unit                            | -                    | -                            |                              |
|   |                      |                              | -                            |
|   |                      | 47,457,247,641               | 48,974,684,278               |
| 18.1 Letters of guarantee                         |                      |                              |                              |
| Letters of guarantee (Local)                      |                      | 6,887,870,884                | 6,516,045,556                |
| Letters of guarantee (Foreign)                    |                      | -                            | 40,224,786                   |
|   |                      | 6,887,870,884                | 6,556,270,342                |
| Less: Margin                                      |                      | 218,882,234                  | 170,316,080                  |
|   |                      | 6,668,988,650                | 6,385,954,262                |
| Balance for which the Bank is contingently liable | in respect of guarar | ntees issued favouring:      |                              |
| Directors or officers                             |                      | _                            |                              |
| Government  |                      | 4,023,934,833                | 651,371,228                  |
| Banks and other financial institutions            |                      | 1,103,613,475                | 278,748,364                  |
| Others  |                      | 1,760,322,576                | 5,626,150,750                |
| Less: Margin                                      |                      | 6,887,870,884<br>218,882,234 | 6,556,270,342<br>170,316,080 |
|   |                      | 6,668,988,650                | 6,385,954,262                |
| 18.2 Irrevocable letters of credit                |                      |                              |                              |
| Letters of credit (Inland)                        |                      | 2,819,563                    | 1,930,851,852                |
| Letters of credit (General)                       |                      | 13,764,315,775               | 15,986,211,652               |
| Back to back L/C                                  |                      | 4,959,825,463                | 7,818,278,068                |
| Back to back bills                                |                      |                              |                              |
|   |                      | 18,726,960,801               | 25,735,341,572               |
| Less: Margin                                      |                      | 706,972,596                  | 1,697,610,685                |
|   |                      | 18,019,988,205               | 24,037,730,887               |
| 18.3 Bills for collection                         |                      |                              |                              |
| Outward local bills for collection                |                      | 3,530,316,397                | 3,657,927,867                |
| Outward foreign bills for collection              |                      | 897,967,271                  | 1,881,695,319                |
|   |                      |                              |                              |

Inward local bills for collection

Inward foreign bills for collection

18,066,162

65,424,000

4,511,773,830

87,002,845

14,779,208

5,641,405,239

| Notes | Amount         | in Taka        |  |
|-------|----------------|----------------|--|
|       | At 31 Dec 2011 | At 31 Dec 2010 |  |

### **18.4 Acceptances and endorsements**

| Conventional and Islamic banking | 16,988,944,126 | 10,771,189,260 |
|----------------------------------|----------------|----------------|
| Off-shore banking unit           | 153,074,740    | 119,710,220    |
| Less: Margin                     | 372,925,852    | _              |
|                                  | 16,769,093,014 | 10,890,899,480 |

### 18.5 Workers' profit participation fund (WPPF)

As per Bangladesh Labour Act 2006 and SRO no. 336/Law/2010, all companies falling within the scope of WPPF are required to provide 5% of its profit before charging such expense to their eligible employees within the stipulated time. Bank obtained opinion from its legal advisor regarding this issue which stated that the Bank is not required to make provision for WPPF as it is not within the scope of WPPF. As such the Bank did not make any provision during the year for WPPF.

### **19 Income statement**

| 12,363,131,669 | 9,542,268,922   |
|----------------|---|
| 1,572,788      | 2,585,000   |
| 950,343,010    | 1,242,128,185   |
| -              | -   |
| -              | -   |
|                |   |
| 1,175,656,065  | 899,352,675   |
| -              | -   |
| 290,971,779    | 405,248,019   |
| -              | -   |
| 14,781,675,311 | 12,091,582,801  |
|                |   |
| 8,202,658,439  | 5,420,584,211   |
| 1,554,260,698  | 1,344,644,579   |
| 706,602,010    | 872,216,458   |
| 276,185,025    | 205,272,749   |
| 10,739,706,172 | 7,842,717,997   |
| 4,041,969,139  | 4,248,864,804   |
|                | 1,572,788         950,343,010         -         1,175,656,065         -         290,971,779         -         14,781,675,311         8,202,658,439         1,554,260,698         706,602,010         276,185,025         10,739,706,172 |

### 19.1 Interest, discount and similar income

| Interest income/profit on investments (Note 20) | 10,919,699,005 | 8,381,354,215 |
|---|----------------|---------------|
| Interest on treasury bills                      | 32,455,984     | 23,547,960    |
| Interest on treasury bonds                      | 1,061,243,398  | 963,164,997   |
| Interest on debentures                          | 279,683,793    | 529,981       |
| Income from investment in shares                | _              | 117,870,745   |
| Capital gain on Government securities           | 70,049,489     | 55,801,024    |
|   | 12,363,131,669 | 9,542,268,922 |

Figures of previous year have been rearranged, wherever considered necessary, to conform the current year's presentation.

| Notes | Amount in Taka |                |  |
|-------|----------------|----------------|--|
|       | At 31 Dec 2011 | At 31 Dec 2010 |  |

### 19.2 Fees, commission and brokerage

| Commission 950,343,010 | 1,242,128,185 |
|------------------------|---------------|
| Brokerage -            |               |
| 950,343,010            | 1,242,128,185 |

### **19.3 Administrative expenses**

| Salaries and allowances (Note 25)                  | 1,096,638,636 | 1,015,219,528 |
|--|---------------|---------------|
| Rent, taxes, insurance, electricity, etc (Note 26) | 284,470,714   | 158,628,865   |
| Legal expenses (Note 27)                           | 4,006,480     | 4,196,492     |
| Postage, stamp, telecommunication, etc (Note 28)   | 23,053,219    | 21,267,327    |
| Stationery, printing, advertisement, etc (Note 29) | 78,967,034    | 84,019,298    |
| Managing Director's salary and fees (Note 30)      | 7,368,420     | 6,417,200     |
| Directors' fees (Note 31)                          | 2,238,000     | 1,582,000     |
| Auditors' fees                                     | 1,152,375     | 450,000       |
| Repair of Bank's assets (Note 32.1)                | 56,365,820    | 52,863,869    |
|  | 1,554,260,698 | 1,344,644,579 |

### 20 Interest income/profit on investments

| Conventional and Islamic banking (Note 20.1) | 10,861,022,470 | 8,317,818,178 |
|--|----------------|---------------|
| Off-shore banking unit                       | 58,676,535     | 63,536,037    |
|  | 10,919,699,005 | 8,381,354,215 |

### 20.1 Conventional and Islamic banking

| Loans (General)/Musharaka                              | 400,158       | 3,523,855     |
|--|---------------|---------------|
| Loans against trust receipts/ Bai Murabaha post import | 3,011,468,875 | 2,432,325,831 |
| Packing credit   | 9,849,545     | 8,716,177     |
| House building loan                                    | 78,332,234    | 43,864,541    |
| Payment against documents                              | 356,128,851   | 493,158,896   |
| Cash credit/Bai-Muajjal                                | 243,208,688   | 17,956,276    |
| Overdraft/ Quard against deposit                       | 417,044,570   | 1,737,527,090 |
| Consumer credit scheme                                 | 64,687,073    | 398,159,024   |
| Staff loan   | 26,984,991    | 25,972,775    |
| Local bills purchased                                  | 823,433,411   | 661,412,962   |
| Foreign bills purchased                                | 157,160,734   | 56,093,800    |
| Interest income from credit card                       | 129,580,792   | 100,235,267   |
| Term loan- others/ Hire purchase Shirkatul Melk        | 1,046,983,530 | 794,268,307   |
| Term loan- industrial                                  | 455,246,087   | 374,616,722   |
| Demand loan  | 714,575,993   | 515,548,996   |
| Transport loan   | 190,624,900   | 66,997,639    |

|                          | Notes | Amount in Taka |                |
|--------------------------|-------|----------------|----------------|
|                          |       | At 31 Dec 2011 | At 31 Dec 2010 |
|                          |       |                |                |
|                          |       | 1              | r              |
| Poverty alleviation loan |       | -              | 2,340,074      |
|                          |       |                |                |

|  |                | 2,0 10,07 1   |
|--|----------------|---------------|
| Sachsondo - SME  | 324,344,800    | 218,084,976   |
| Upfront fee  | _              | 2,113,650     |
| Other loans and advances   | 2,553,719,905  | 121,975,180   |
| Net interest on margin loan of broker house                            | 37,298,359     | 113,104,715   |
| Total interest/profit on loans and advances/investments                | 10,641,073,496 | 8,187,996,753 |
| Interest/profit on balance with other banks and financial institutions | 203,502,323    | 117,900,431   |
| Interest/profit received from foreign banks                            | 16,446,651     | 11,920,994    |
|  | 10,861,022,470 | 8,317,818,178 |

### 20(a) Consolidated Interest income/profit on investments

| Bank Asia limited            | 10,861,022,470 | 8,317,818,178 |
|------------------------------|----------------|---------------|
| Off-shore Banking Unit (OBU) | 58,676,535     | 63,536,037    |
| Bank Asia Securities Ltd     | 490,108,634    | -             |
|                              | 11,409,807,639 | 8,381,354,215 |

### 21 Interest paid/profit shared on deposits and borrowings etc.

| Conventional and Islamic banking (Note 21.1) | 8,176,942,452 | 5,392,773,541 |
|--|---------------|---------------|
| Off-shore banking unit                       | 25,715,987    | 27,810,670    |
|  | 8,202,658,439 | 5,420,584,211 |

### 21.1 Conventional and Islamic banking

| Interest paid/profit shared on deposits |               |               |
|---|---------------|---------------|
| Fixed deposits/ Mudaraba Fixed deposit  | 6,313,645,518 | 3,739,445,735 |
| Sanchaya plus                           | 70,660,992    | 147,822,632   |
| Savings deposits/ Mudaraba Savings bank | 449,154,806   | 291,443,573   |
| Special notice deposits                 | 398,688,219   | 341,760,724   |
| Other deposits                          | 841,162,342   | 436,795,851   |
|   | 8,073,311,877 | 4,957,268,515 |
| Interest on borrowings                  |               |               |
| Local banks including Bangladesh Bank   | 103,547,792   | 435,505,026   |
| Foreign banks                           | 82,783        | -             |
|   | 103,630,575   | 435,505,026   |
|   | 8,176,942,452 | 5,392,773,541 |
|   |               |               |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

### 21(a) Consolidated Interest Expenses/profit paid on Deposits

| Bank Asia limited            | 8,176,942,452 | 5,392,773,541 |
|------------------------------|---------------|---------------|
| Off-shore Banking Unit (OBU) | 25,715,987    | 27,810,670    |
| Bank Asia Securities Ltd.    | 381,001,724   | -             |
|                              | 8,583,660,163 | 5,420,584,211 |

### 22 Investment income

| Interest on treasury bills             | 32,192,740    | 23,547,960    |
|--|---------------|---------------|
| Interest on treasury bonds             | 1,061,243,398 | 963,164,997   |
| Interest on Islamic bonds              | 263,244       | _             |
| Capital gain from investment in shares | -             | 117,870,745   |
| Dividend on shares                     | 1,572,788     | 2,585,000     |
| Interest on debentures                 | 279,683,793   | 529,981       |
| Capital gain on Government securities  | 70,049,489    | 55,801,024    |
|  | 1,445,005,452 | 1,163,499,707 |
|  |               |               |

Figures of previous year have been rearranged, wherever considered necessary, to conform the current year's presentation.

### 23 Commission, exchange and brokerage

| Conventional and Islamic banking (Note 23.1) | 2,123,743,675 | 2,134,970,563 |
|--|---------------|---------------|
| Off-shore banking unit                       | 2,255,400     | 6,510,297     |
|  | 2,125,999,075 | 2,141,480,860 |

### 23.1 Conventional and Islamic Banking

| Commission on L/C                 | 319,428,197   | 329,107,892   |
|-----------------------------------|---------------|---------------|
| Commission on back to back L/C    | 295,764,807   | 277,304,213   |
| Fees and commission               | 56,592,363    | 53,973,637    |
| Commission on L/G                 | 54,483,342    | 64,866,156    |
| Commission on export bills        | 135,293,636   | 54,205,858    |
| Commission on PO, DD, TT, TC, etc | 10,704,427    | 20,139,008    |
| Commission on brokerage           | 68,797,847    | 429,414,894   |
| Other commission                  | 7,022,991     | 6,606,230     |
|                                   | 948,087,610   | 1,235,617,888 |
| Foreign exchange gain             | 1,175,656,065 | 899,352,675   |
|                                   | 2,123,743,675 | 2,134,970,563 |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |
|       |                |                |

### 23(a) Consolidated Commission, exchange and brokerage

| Conventional and Islamic banking (Note 23.1) | 2,123,743,675 | 2,134,970,563 |
|--|---------------|---------------|
| Off-shore banking unit                       | 2,255,400     | 6,510,297     |
| Bank Asia Securities Ltd                     | 128,418,373   | -             |
| BA Exchange Company (UK) Limited             | 4,369,300     | -             |
|  | 2,258,786,748 | 2,141,480,860 |

### 24 Other operating income

| Conventional and Islamic banking (Note 24.1) | 286,415,471 | 400,881,747 |
|--|-------------|-------------|
| Off-shore banking unit                       | 4,556,308   | 4,366,272   |
|  | 290,971,779 | 405,248,019 |

### 24.1 Conventional and Islamic banking

| Locker charge                      | 5,250,775   | 4,401,380   |
|------------------------------------|-------------|-------------|
| Service and other charges          | 125,787,009 | 107,222,536 |
| Master/Visa card fees and charges  | 76,789,638  | 65,184,868  |
| Postage/telex/SWIFT/fax recoveries | 33,905,980  | 184,151,716 |
| Profit on sale of fixed assets     | 31,200      | -           |
| Non-operating income               | 20,159,564  | 15,453,671  |
| Rebate on nostro account           | 22,767,175  | 24,467,576  |
| Other income from brokerage        | 1,724,130   | -           |
|                                    | 286.415.471 | 400.881.747 |

### 24(a) Other operating income

| Conventional and Islamic banking (Note 24.1) | 286,415,471 | 400,881,747 |
|--|-------------|-------------|
| Off-shore banking unit                       | 4,556,308   | 4,366,272   |
| Bank Asia Securities Ltd                     | 9,160,256   | -           |
| BA Exchange Company (UK) Limited             | -           | -           |
|  | 300,132,035 | 405,248,019 |

### 25 Salaries and allowances

| Conventional and Islamic banking (Note 25.1) | 1,096,638,636 | 1,015,219,528 |
|--|---------------|---------------|
| Off-shore banking unit                       | -             | -             |
|  | 1,096,638,636 | 1,015,219,528 |

### 25.1 Conventional and Islamic banking

| Basic salary                | 391,154,556   | 307,282,444   |
|-----------------------------|---------------|---------------|
| Allowances                  | 419,479,188   | 393,748,096   |
| Festival bonus              | 67,434,042    | 67,380,956    |
| Gratuity                    | 32,997,676    | 29,113,794    |
| Provident fund contribution | 35,573,174    | 29,728,206    |
| Performance bonus           | 150,000,000   | 187,966,032   |
|                             | 1,096,638,636 | 1,015,219,528 |

| Notes | Amount         | in Taka        |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |
|       |                |                |

### 25(a) Consolidated Salaries and allowances

| Conventional and Islamic banking (Note 25.1) | 1.096.638.636 | 1.015.219.528 |
|--|---------------|---------------|
| Off-shore banking unit                       | -             | -             |
| Bank Asia Securities Ltd                     | 21,402,877    | _             |
| BA Exchange Company (UK) Limited             | 4,496,310     | -             |
|  | 1,122,537,823 | 1,015,219,528 |

### 26 Rent, taxes, insurance, electricity etc.

| Conventional and Islamic banking (Note 26.1) | 284,394,968 | 158,529,081 |
|--|-------------|-------------|
| Off-shore banking unit                       | 75,746      | 99,784      |
|  | 284,470,714 | 158,628,865 |

### 26.1 Conventional and Islamic banking

| Rent, rate and taxes  | 186,187,002 | 85,202,660  |
|-----------------------|-------------|-------------|
| Insurance             | 68,252,100  | 43,456,764  |
| Power and electricity | 29,955,866  | 29,869,657  |
|                       | 284,394,968 | 158,529,081 |

### 26(a) Rent, taxes, insurance, electricity etc.

| Conventional and Islamic banking (Note 26.1) | 284,394,968 | 158,529,081 |
|--|-------------|-------------|
| Off-shore banking unit                       | 75,746      | 99,784      |
| Bank Asia Securities Ltd                     | 7,042,298   | -           |
| BA Exchange Company (UK) Limited             | 7,004,660   | -           |
|  | 298,517,672 | 158,628,865 |

### 27 Legal expenses

| Conventional and Islamic banking (Note 27.1) | 4,006,480 | 4,196,492 |
|--|-----------|-----------|
| Off-shore banking unit                       | -         | -         |
|  | 4,006,480 | 4,196,492 |

### 27.1 Conventional and Islamic Banking

| Legal expenses             | 2,644,028 | 2,766,422 |
|----------------------------|-----------|-----------|
| Other professional charges | 1,362,452 | 1,430,070 |
|                            | 4,006,480 | 4,196,492 |

### 27(a) Legal expenses

| Conventional and Islamic banking (Note 27.1) | 4,006,480 | 4,196,492 |
|--|-----------|-----------|
| Off-shore banking unit                       | _         | -         |
| Bank Asia Securities Ltd                     | 3,343     | _         |
| BA Exchange Company (UK) Limited             | 1,469,910 | _         |
|  | 5,479,733 | 4,196,492 |

| Notes  |   | Amount in Taka<br>At 31 Dec 2011 At 31 Dec 2010 |                |
|--|---|---|----------------|
|  |   | At ST Dec 2011                                  | AL ST DEC 2010 |
| Postage, stamps, telecommunication etc.                                |   |   |                |
| Conventional and Islamic banking (Note 28.1)                           |   | 22,756,487                                      | 20,900,55      |
| Off-shore banking unit   |   | 296,732   | 366,76         |
|  |   | 23,053,219                                      | 21,267,32      |
| 28.1 Conventional and Islamic banking                                  |   |   |                |
| Courier  |   | 16,117,653                                      | 14,036,54      |
| Master/VISA card process fee   |   | 1,816,585                                       | 1,977,27       |
| ATM charge   |   | 1,454,776                                       | 1,827,39       |
| Reuter charge  |   | 1,495,766                                       | 1,399,44       |
| Internet   |   | 1,871,707                                       | 1,659,90       |
|  |   | 22,756,487                                      | 20,900,55      |
| Conventional and Islamic banking (Note 28.1)<br>Off-shore banking unit |   | 22,756,487                                      | 20,900,55      |
| 28(a) Postage, stamps, telecommunication etc.                          |   |   |                |
|  |   |   |                |
| Bank Asia Securities Ltd   |   | 2,485,292                                       | 500,70         |
| BA Exchange Company (UK) Limited                                       |   | 362,960   |                |
|  |   | 25,901,471                                      | 21,267,32      |
| tationery, printing, advertisements etc.                               |   |   |                |
| Conventional and Islamic banking (Note 29.1)                           |   | 78,967,034                                      | 84,019,29      |
| Off-shore banking unit   | - | _   |                |
|  |   | 78,967,034                                      | 84,019,29      |
| 29.1 Conventional and Islamic banking                                  |   |   |                |
| Office and security stationery   |   | 43,519,755                                      | 35,416,39      |
| Calendar, diary, souvenir, etc   |   | 6,037,695                                       | 1,081,94       |
| ATM card   |   | 102,800   | 463,80         |
| Books and periodicals  |   | 992,154   | 1,385,09       |
| Publicity and advertisement  |   | 28,314,630                                      | 45,672,06      |
|  |   | 78,967,034                                      | 84,019,29      |
| 29(a) Consolidated Stationery, printing, advertisements etc.           |   |   |                |
| Conventional and Islamic banking (Note 29.1)                           |   | 78,967,034                                      | 84,019,29      |
| Off-shore banking unit   |   |   |                |

110,646

1,440,270

80,517,950

-

-

84,019,298

Bank Asia Securities Ltd

BA Exchange Company (UK) Limited

|  | Notes | Amount         |                |
|--|-------|----------------|----------------|
|  |       | At 31 Dec 2011 | At 31 Dec 2010 |
| lanaging Director's salary and fees  |       |                |                |
|  |       | 4.000.000      | 2 502 00       |
| Basic salary   |       | 4,668,065      | 3,592,00       |
| House rent allowance   |       | 1,054,516      | 1,176,00       |
| Entertainment allowances   |       | 300,806        | 60,00          |
| Bonus  |       | 500,000        | 690,00         |
| Utility allowance  |       | 190,323        | 240,000        |
| House maintenance allowance  |       | 187,903        | 300,000        |
| Provident fund   |       | 466,807        | 359,200        |
|  |       | 7,368,420      | 6,417,20       |
| virectors' fees  |       |                |                |
| Directors' fees  |       | 2,238,000      | 1,582,00       |
|  |       | 2,238,000      | 1,582,00       |
| 31(a) Directors' fees  |       | 2 220 000      | 1 592 00       |
| Conventional and Islamic banking   |       | 2,238,000      | 1,582,00       |
| Off-shore banking unit   |       | -              |                |
| Bank Asia Securities Ltd.  |       | 51,750         | 45,00          |
|  |       | 2,289,750      | 1,627,00       |
| udiors fees  |       |                |                |
|  |       |                |                |
| Audiors fees   |       | 1,152,375      | 450,00         |
| Audiors fees 32(a) Auditors fees   |       | 1,152,375      | 450,00         |
|  |       | 1,152,375      |                |
| 32(a) Auditors fees  |       |                |                |
| <b>32(a) Auditors fees</b> Conventional and Islamic banking                              |       |                |                |
| <b>32(a) Auditors fees</b><br>Conventional and Islamic banking<br>Off-shore banking unit |       | 1,152,375      | 450,000        |

### 33 Depreciation and repair of Bank's assets

| Conventional and Islamic banking (Note 33.1) | 332,550,845 | 258,136,618 |
|--|-------------|-------------|
| Off-shore banking unit                       | -           |             |
|  | 332,550,845 | 258,136,618 |

| Notes | Amount in Taka |                |
|-------|----------------|----------------|
|       | At 31 Dec 2011 | At 31 Dec 2010 |

### 33.1 Conventional and Islamic banking

| Depreciation (Details are shown in Annexure-E) |             |             |
|--|-------------|-------------|
| Owned assets                                   | 212,183,337 | 158,000,420 |
| Leased assets                                  | 64,001,688  | 47,272,329  |
|  | 276,185,025 | 205,272,749 |
| Repairs  |             |             |
| Building                                       | 15,615,973  | 2,678,287   |
| Furniture and fixtures                         | 238,282     | 273,843     |
| Equipments                                     | 3,887,102   | 3,600,921   |
| Maintenance                                    | 36,624,463  | 46,310,818  |
|  | 56,365,820  | 52,863,869  |
|  | 332,550,845 | 258,136,618 |

### 33(a) Depreciation and repairs of Bank's assets

| Conventional and Islamic banking (Note 33.1) | 332,550,845 | 258,136,618 |
|--|-------------|-------------|
| Off-shore banking unit                       | -           | _           |
| Bank Asia Securities Ltd                     | 5,741,977   | _           |
| BA Exchange Company (UK) Limited             | 1,815,320   | _           |
|  | 340,108,142 | 258,136,618 |

### 34 Other expenses

| Conventional and Islamic banking (Note 34.1) | 706,602,010 | 871,987,284 |
|--|-------------|-------------|
| Off-shore banking unit                       | _           | 229,174     |
|  | 706,602,010 | 872,216,458 |

### 34.1 Conventional and Islamic banking

| Car expenses                                 | 100,215,737 | 87,240,124  |
|--|-------------|-------------|
| Contractual service expenses                 | 147,971,503 | 124,265,668 |
| Computer expenses                            | 95,226,266  | 70,797,188  |
| Other management and administrative expenses | 83,096,022  | 92,356,844  |
| Entertainment                                | 23,457,512  | 37,703,297  |
| AGM/EGM expenses                             | 16,747,335  | 7,905,064   |
| Office plantation                            | 4,795,440   | 4,326,297   |
| Payment to superannuation fund               | 2,400,000   | 2,400,000   |
| Finance charge for lease assets              | 13,795,312  | 19,633,652  |
| Donation and subscription to institutions    | 30,030,588  | 27,317,620  |
| Travelling expenses                          | 7,870,429   | 9,353,490   |
| Training and internship                      | 4,868,888   | 4,228,866   |
| Directors' travelling expenses               | 197,760     | 447,354     |
|  |             |             |

|                                   | Notes | Amount         | in Taka        |
|-----------------------------------|-------|----------------|----------------|
|                                   |       | At 31 Dec 2011 | At 31 Dec 2010 |
|                                   |       |                |                |
| Provision for profit equalisation |       |                |                |
| Provision for others              |       | -              | 9,910,037      |
| Sharia council fees               |       | 350,000        | -              |
| Loss on revaluation on investment |       | 175,579,218    | 132,692,254    |
| Loan write-off                    |       | _              | 241,409,529    |
|                                   |       | 706,602,010    | 871,987,284    |

### 34(a) Other expenses

| Conventional and Islamic banking (Note 34.1) | 706,602,010 | 871,987,284 |
|--|-------------|-------------|
| Off-shore banking unit                       | -           | 229,174     |
| Bank Asia Securities Ltd                     | 12,673,289  | -           |
| BA Exchange Company (UK) Limited             | 1,980,290   | -           |
|  | 721,255,589 | 872,216,458 |

### 34(b) Provision for loans and advances/investments and off-balance sheet items

| Conventional and Islamic banking | 489,107,924  | 610,329,124 |
|----------------------------------|--------------|-------------|
| Off-shore banking unit           | (24,993,230) | 35,177,240  |
|                                  | 464,114,694  | 645,506,364 |

### Break up of provision for loans and advances/Investments is shown below:

| General provision                     |              |             |
|---------------------------------------|--------------|-------------|
| Conventional and Islamic banking      | 42,718,673   | 301,441,640 |
| Off-shore banking unit                | (28,410,210) | 35,343,216  |
|                                       | 14,308,463   | 336,784,856 |
| Specific provision                    |              |             |
| Conventional and Islamic banking      | 402,341,928  | 140,787,589 |
| Off-shore banking unit                | -            |             |
|                                       | 402,341,928  | 140,787,589 |
| Provision for off-balance sheet items |              |             |
| Conventional and Islamic banking      | 44,047,323   | 168,099,895 |
| Off-shore banking unit                | 3,416,980    | (165,976    |
|                                       | 47,464,303   | 167,933,919 |
|                                       | 464,114,694  | 645,506,364 |
|                                       |              |             |

### 35 Receipts from other operating activities

| Conventional and Islamic banking (Note 35.1) | 313,355,679 | 597,079,850 |
|--|-------------|-------------|
| Off-shore banking unit                       | 65,090      | 4,366,272   |
|  | 313,420,769 | 601,446,122 |

|                                     | Notes | Amount<br>At 31 Dec 2011 | in Taka<br>At 31 Dec 2010 |
|-------------------------------------|-------|--------------------------|---------------------------|
| 1 Conventional and Islamic banking  |       |                          |                           |
| Locker charge                       |       | 5,250,775                | 4,401,380                 |
| Service and other charges           |       | 125,787,009              | 107,222,536               |
| Master card fees and charges        |       | 76,789,638               | 65,184,868                |
| Postage/telex/SWIFT/ fax recoveries |       | 33,905,980               | 203,563,069               |
| Non-operating income                |       | 71,622,277               | 216,707,997               |
|                                     |       | 313,355,679              | 597,079,850               |

### 35(a) Consolidated Receipts from other operating activities

| Conventional and Islamic banking (Note 35.1) | 313,355,679 | 597,079,850 |
|--|-------------|-------------|
| Off-shore banking unit                       | 65,090      | 4,366,272   |
| Bank Asia Securities Ltd                     | 9,160,256   | _           |
| BA Exchange Company (UK) Limited             | -           | -           |
|  | 322,581,025 | 601,446,122 |

### 36 Payments for other operating activities

| Conventional and Islamic banking (Note 36.1) | 852,736,254 | 1,083,840,737 |
|--|-------------|---------------|
| Off-shore banking unit                       | 372,478     | 328,958       |
|  | 853,108,732 | 1,084,169,695 |

### 36.1 Conventional and Islamic banking

| Rent, rates and taxes                  | 284,394,968 | 158,529,081   |
|--|-------------|---------------|
| Legal expenses                         | 4,006,480   | 4,196,492     |
| Directors' fees                        | 2,238,000   | 1,582,000     |
| Repair and maintenance                 | _           | -             |
| Postage, stamp, telecommunication, etc | 23,053,219  | 40,678,680    |
| Other expenses                         | 531,022,792 | 871,987,284   |
| Managing Director's salary             | 7,368,420   | 6,417,200     |
| Auditors' fee                          | 652,375     | 450,000       |
|  | 852,736,254 | 1,083,840,737 |

### 36(a) Payments for other operating activities

| Conventional and Islamic banking (Note 36.1) | 852,736,254 | 1,083,840,737 |
|--|-------------|---------------|
| Off-shore banking unit                       | 372,478     | 328,958       |
| Bank Asia Securities Ltd                     | 22,282,756  | -             |
| BA Exchange Company (UK) Limited             | 15,930,313  | _             |
|  | 891,321,801 | 1,084,169,695 |

### 37 Earnings per share (EPS)

| Net profit after tax (Numerator)                    | 1,916,214,381 | 1,929,582,157 |
|---|---------------|---------------|
| Number of ordinary shares outstanding (Denominator) | 525,479,060   | 420,383,250   |
| Earnings per share (EPS)                            | 3.65          | 4.59          |

Earnings per share has been calculated in accordance with BAS 33: "Earnings Per Share (EPS)". Earnings per share for previous year has been restated since the bonus issue is an issue without consideration of cash. It is treated as if it has occurred prior to the beginning of 2011, the earliest period reported. Actual EPS for 2010 was Taka 64.26.

### 37(a) Consolidated Earnings per share (EPS)

| Net profit after tax (Numerator)                    | 2,043,256,551 | 1,929,582,157 |
|---|---------------|---------------|
| Number of ordinary shares outstanding (Denominator) | 525,480,060   | 420,383,250   |
| Earnings per share (EPS)                            | 3.89          | 4.59          |

### 38 Number of employees

The number of employees receiving remuneration of Taka 36,000 or above per employee per year were 1,390 (2010: 1,237).

### 39 Audit committee

In pursuance of the directives of the Bangladesh Bank vide BRPD Circular no.12 dated 23 December 2002, the Board of Directors in its meeting held on 18 January 2003 constituted an Audit Committee. Presently, the Audit Committee members are:

| Name "Status in the Audit<br>Committee" |   | Educational qualification            |
|---|---|--------------------------------------|
| Mr. Rumee A Hossain                     | Chairman                                | B. Sc in Mechanical Engineering, MBA |
| Mr. Mohammed Lakiotullah                | Member                                  | M.Sc.                                |
| Mr. Shah Md. Nurul Alam                 | Member                                  | MBA (IBA), M.Sc (Applied Physics)    |
| The Company Secretary of the            | Bank acts as the Secretary of the Commi | ttee.                                |

ne Company Secretary of the Bank acts as the Secretary of the Committee.

| No. of meeting | Date              | No. of meeting | Date               |
|----------------|-------------------|----------------|--------------------|
| 71st Meeting   | January 3, 2011   | 84th Meeting   | May 11, 2011       |
| 72nd Meeting   | January 11, 2011  | 85th Meeting   | June 7, 2011       |
| 73rd Meeting   | January 25, 2011  | 86th Meeting   | July 5, 2011       |
| 74th Meeting   | February 1, 2011  | 87th Meeting   | July 19, 2011      |
| 75th Meeting   | February 8, 2011  | 88th Meeting   | August 2, 2011     |
| 76th Meeting   | February 23, 2011 | 89th Meeting   | August 17, 2011    |
| 77th Meeting   | March 1, 2011     | 90th Meeting   | September 13, 2011 |
| 78th Meeting   | March 13, 2011    | 91st Meeting   | October 12, 2011   |
| 79th Meeting   | March 23, 2011    | 92nd Meeting   | November 1, 2011   |
| 80th Meeting   | April 4, 2011     | 93rd Meeting   | November 15, 2011  |
| 81st Meeting   | April 17, 2011    | 94th Meeting   | November 23, 2011  |
| 82nd Meeting   | April 24, 2011    | 95th Meeting   | December 2, 2011   |
| 83rd Meeting   | May 4, 2011       |                |                    |

In the meetings amongst others the Committee discussed the following issues:

- 1. Audit and inspection report of the internal and external auditors and Bangladesh Bank inspection team and progress towards addressing the lapse indentified in those reports to ensure internal control and for development of compliance culture in the Bank.
- 2. Financial report with explanation from the management, internal and external auditors, when necessary.
- 3. Examine the organization structure of Audit Department, its functions, efficiency, effectiveness, resources and ensure no hindrance and unjustified restrictions are made.
- 4. Evaluate whether the banking operations are conducted in conformity with regulations and guidelines of the regulatory authorities the Board of the Bank.
- 5. Operations of branches and other departments of the Bank like- Credit Adminstration, ICCD,CRM, Treasury, Accounts, GSD among others which are concerned with exposure to risk.

### **40 Related Party Transactions**

During the year 2011, the Bank concluded business deals with the following organizations in which the directors had interest:

| Name of director          | Status with the<br>Bank | Name of the organization      | Nature of business           |
|---------------------------|-------------------------|-------------------------------|------------------------------|
| Mr. A. Rouf Chowdhury     | Chairman                | Rangs Motors Ltd.             | Vehicles                     |
|                           |                         | Ranks ITT Ltd.                | IT connectivity/service      |
|                           |                         | Reliance Insurance Ltd.       | Insurance                    |
|                           |                         | Shield Security Services Ltd. | Security Service             |
|                           |                         | Rangs Industries Ltd          | Generator/AC/TV              |
|                           |                         | The Daily Star                | Publication of advertisement |
|                           |                         | The Daily Shakaler Khabor     | Publication of advertisement |
|                           |                         | Rangs Properties Ltd.         | Tenancy                      |
|                           |                         | Enterprise Asia               | Tenancy                      |
| Mr. Romo Rouf Chowdhury   | Director                | Rangs Motors Ltd.             | Vehicles                     |
|                           |                         | Ranks ITT Ltd.                | IT connectivity/service      |
|                           |                         | Reliance Insurance Ltd.       | Insurance                    |
|                           |                         | Shield Security Services Ltd. | Security Service             |
|                           |                         | Rangs Industries Ltd          | Generator/AC/TV              |
|                           |                         | Rangs Properties Ltd.         | Tenancy                      |
|                           |                         | Enterprise Asia               | Tenancy                      |
| Ms. Sohana Rouf Chowdhury | Director                | Rangs Motors Ltd.             | Vehicles                     |
| Mr. Rumee A Hossain       | Director                | Romask Ltd.                   | Printing                     |
|                           |                         | Rangs Industries Ltd          | Generator                    |

The Bank sanctioned the following facilities in favor of the Daily Star (Media World Limited) during the year 2011.

| Name of the director having<br>interest | Nature<br>of<br>facility | Limit(Taka) | Outstanding balance as<br>at 31 December 2011<br>(Taka) | Nature of Security          |
|---|--------------------------|-------------|---|-----------------------------|
| Mr. A Rouf Chowdhury                    |                          |             |   |                             |
| Mr. Romo Rouf Chowdhury                 | L/C 50,0                 | 50,000,000  | 34,983,000  | Documents of title to goods |
| Ms. Sohana Rouf Chowdhury               | y                        |             | 10 90003  |                             |

As at the balance sheet date, the Bank had no transaction with the related party(ies) as defined in the BRPD Circular No. 14 issued by the Bangladesh Bank on 25 June 2003 other than as disclosed above.

### 41 Coverage of external audit

The external auditor of the Bank, M/s S. F. Ahmed & Co, Chartered Accountants worked about 3,200 person hours. They have reviewed more than 80% of the Bank's risk weighted assets as at the Balance Sheet date.

### 42 Share trading

The bank started trading its ordinary shares in CDBL on 30 January 2006. The closing market price on 31 December 2011 was Tk. 38.20 (2010: 383.25) at DSE and Tk. 38.30 (2010: 382.25) at CSE.

### 43 General

Highlights on the overall activities of the bank have been furnished in Annex A.

### 44 Events after the reporting period

The Board of Directors in its 222th meeting held on 15 February 2012 has recommended stock dividend @ 20% subject to the approval of the shareholders at the next Annual General Meeting.

Other than this, no material events which have occurred after the reporting period which could affect the values stated in the financial statements.

### Highlights on the overall activities as at and for the year ended 31 December 2011

| SI<br>no. | Particulars   |       | 2011            | 2010            |
|-----------|---|-------|-----------------|-----------------|
| 1         | Paid-up capital   | Taka  | 5,254,790,600   | 3,002,737,500   |
| 2         | Total capital   | Taka  | 12,447,324,526  | 8,156,961,160   |
| 3         | Capital (deficit)/surplus   | Taka  | 4,080,904,526   | (892,138,840)   |
| 4         | Total assets  | Taka  | 117,729,408,006 | 105,198,050,148 |
| 5         | Total deposits  | Taka  | 95,131,098,609  | 86,365,638,147  |
| 6         | Total loans and advances / investments  | Taka  | 82,819,973,884  | 79,504,232,613  |
| 7         | Total contingent liabilities and commitments  | Taka  | 47,457,247,641  | 48,974,684,278  |
| 8         | Credit deposit ratio  |       | 87.06%          | 92.06%          |
| 9         | Percentage of classified loans / investments against total loans and advances / investments |       | 2.72%           | 1.62%           |
| 10        | Profit after tax and provision  | Taka  | 1,916,214,381   | 1,929,582,157   |
| 11        | Amount of classified loans/investments during current year                                  | Taka  | 2,249,962,000   | 1,284,251,217   |
| 12        | Provisions kept against classified loans / investments                                      | Taka  | 772,422,000     | 354,630,899     |
| 13        | Provision surplus against classified loans / investments                                    | Taka  | -               | 41,797          |
| 14        | Cost of fund  |       | 11.97%          | 9.23%           |
| 15        | Interest earning assets   | Taka  | 108,423,655,375 | 98,949,482,217  |
| 16        | Non-interest earning assets   | Taka  | 9,305,752,631   | 6,248,567,931   |
| 17        | Return on investment (ROI) [PAT/(Shareholders equity + Borrowing)]                          |       | 13.98%          | 15.79%          |
| 18        | Return on assets (ROA) [PAT/ Average assets]  |       | 1.72%           | 2.22%           |
| 19        | Income from investment  | Taka  | 1,445,005,452   | 1,163,499,707   |
| 20        | Capital adequacy  |       | 14.88%          | 8.11%           |
| 21        | Stock dividend  |       | (Proposed) 20%  | 40%             |
| 22        | Earnings per share  | Taka  | 3.65            | 4.59            |
| 23        | Net income per share  | Taka  | 3.65            | 4.59            |
| 24        | Price earning ratio   | Times | 10.48           | 8.34            |

### (Analysis of Maturity of Assets and Liabilities) at 31 December 2011

| Particulars   |                  |                 | Maturity       |                |                   | Total           |
|---|------------------|-----------------|----------------|----------------|-------------------|-----------------|
|   | "Up to 1 month " | "1-3 months"    | "3-12 months " | "1-5 years "   | " Above 5 years " |                 |
| Assets  |                  |                 |                |                |                   |                 |
| Cash in hand and with banks   | 975,073,612      | 1               | 1              | 6,052,205,429  | 1                 | - 7,027,279,041 |
| Balance with other banks and financial institutions                             | 1,595,256,541    | 40,593,671      |                |                |                   | 1,635,850,212   |
| Money at call and on short notice   | 1                | I               | 1              | 1              | 1                 | 1               |
| Investments   | 3,121,448,528    | 2,296,756,080   | 731,951,734    | 8,229,164,544  | 2,051,211,381     | 16,430,532,266  |
| Loans and advances  | 16,539,240,771   | 23,286,397,470  | 22,648,489,457 | 13,323,424,917 | 7,022,421,269     | 82,819,973,884  |
| Fixed assets including premises, furniture and fixtures                         | 1                | 1               | 1              | 518,367,813    | 4,066,179,384     | 4,584,547,197   |
| Other assets  | 493,544,988      | 325,853,409     | 3,960,952,259  | 450,874,750    | 1                 | 5,231,225,406   |
| Non-banking assets  | 1                | I               |                | 1              | 1                 | 1               |
| Total Assets (A)  | 22,724,564,440   | 25,949,600,630  | 27,341,393,450 | 28,574,037,453 | 13,139,812,033    | 117,729,408,006 |
| Liabilities   |                  |                 |                |                |                   |                 |
| Borrowings from Bangladesh Bank, other banks, financial institutions and agents | 200,000,000      | 1,026,743,285   | I              | I              | 1                 | 1,226,743,285   |
| Deposits  | 15,963,768,238   | 29,706,491,760  | 16,583,512,479 | 23,694,878,147 | 9,182,447,984     | 95,131,098,609  |
| Provision and other liabilities   | 517,782,474      | 506,012,933     | 7,868,837,165  |                |                   | 8,892,632,571   |
| Total Liabilities (B)   | 16,681,550,712   | 31,239,247,978  | 24,452,349,644 | 23,694,878,147 | 9,182,447,984     | 105,250,474,466 |
| Net Liquidity Excess/(Shortage) (A-B)   | 6,043,013,728    | (5,289,647,348) | 2,889,043,805  | 4,879,159,306  | 3,957,364,049     | 12,478,933,540  |

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## Balance with other banks-Outside Bangladesh (Nostro Account) as at 31 December 2010

|                                       |         |          | 2011         |          |             |                | 2010     | <b>N</b>   |
|---------------------------------------|---------|----------|--------------|----------|-------------|----------------|----------|--|
| Name of the Bank                      | Account | Currency | FC           | Exchange | Equivalent  | FC             | Exchange | Equivalent   |
|                                       | type    | type     | amount       | rate     | Taka        | amount         | rate     | Taka   |
| Conventional and Islamic banking:     |         |          |              |          |             |                |          | <b>A</b>   |
| Interest bearing :                    | ļ       |          |              |          |             |                |          |  |
| Citibank N.A., London                 | Ŋ       | EUKO     | 4,852.99     | 90.00    | 436,/69     | 16,345.02      | 90.00    | 1,4/1,052  |
| Citibank N.A., London                 | Ð       | GBP      | 2,282.65     | 130.00   | 296,745     | 65,640.86      | 130.00   | 8,533,312  |
| Citibank NA, New York                 | CD      | USD      | 769,406.39   | 70.00    | 53,858,447  | (422,190.33)   | 70.00    | (29,553,323)   |
| Habib American Bank, New York         | D       | USD      | 1,760,579.22 | 70.00    | 123,240,545 | 592,405.23     | 70.00    | 41,468,366   |
| Mashregbank psc, New York             | 9       | USD      | 3,601,575.86 | 70.00    | 252,110,310 | 15,854.13      | 70.00    | 1,109,789  |
| National Westminster Bank plc, London | Ð       | GBP      | 25,719.44    | 130.00   | 3,343,527   | 157,319.26     | 90.00    | 14,158,733   |
| Standard Chartered Bank, Mumbai       | CD      | ACU      | 2,175.94     | 70.00    | 152,316     | 49,340.09      | 70.00    | 3,453,806  |
| Standard Chartered Bank, New York     | C       | USD      | 8,200.08     | 70.00    | 574,006     | 847,464.39     | 70.00    | 59,322,507   |
|                                       |         |          | 6,174,792.57 |          | 434,012,665 |                |          | 99,964,242   |
| Non-interest bearing :                |         |          |              |          |             |                |          |  |
| AB Bank Ltd., Mumbai                  | C       | ACU      | 8,196.23     | 70.00    | 573,736     | (2,070,581.07) | 70.00    | (144,940,675)  |
| Bank of Nova Scotia, Toronto          | C       | CAD      | I            | 55.00    | ı           | 1              | 55.00    | 1  |
| Bhutan National Bank Ltd., Thimphu    | 9       | USD      | 70,129.95    | 70.00    | 4,909,097   | 67,641.27      | 70.00    | 4,734,889  |
| Canadian Imperial Bank of commerce    | Ð       | CAD      | 30,272.64    | 55.00    | 1,664,995   | 10,742.42      | 55.00    | 590,833  |
| Commerzbank AG, Frankfurt             | 0       | EURO     | 110,441.93   | 00.06    | 9,939,774   | 121,706.66     | 90.06    | 10,953,599   |
| Credit Suisse First Boston, Zurich    | CD      | CHF      | 6,588.33     | 50.00    | 329,417     | 9,725.56       | 50.00    | 486,278  |
| Habib Metropolitan Bank Ltd., Karachi | CD      | ACU      | 90,453.36    | 70.00    | 6,331,735   | 531.01         | 70.00    | 37,171   |
| HSBC Australia Ltd., Sydney           | C       | AUD      | 827.67       | 50.00    | 41,384      | 1,044.44       | 50.00    | 52,222   |
| HSBC, New York                        | CD      | USD      | 10,405.58    | 70.00    | 728,391     | 222,303.61     | 70.00    | 15,561,253   |
| Hypo Vereinsbank, Munich              | Ð       | EURO     | 15,665.08    | 00.06    | 1,409,857   | 2,135.08       | 90.00    | 192,157  |
| ICICI Bank Ltd., Kowloon              | C       | USD      | 9,607.74     | 70.00    | 672,542     | 33,766.69      | 70.00    | 2,363,668  |
| ICICI Bank Ltd., Mumbai               | 0       | ACU      | 1,849.69     | 70.00    | 129,478     | (1,321,613.06) | 70.00    | (92,512,914)   |
| Muslim Commercial Bank Ltd., Colombo  | Ð       | ACU      | 26,357.66    | 70.00    | 1,845,036   | 26,855.04      | 70.00    | 1,879,853  |
| Muslim Commercial Bank Ltd., Karachi  | C       | ACU      | 99,699.50    | 70.00    | 6,978,965   | 261,776.29     | 70.00    | 18,324,340   |
| Nepal Bangladesh Bank Ltd., Kathmandu | CD      | ACU      | 47,073.32    | 70.00    | 3,295,132   | 7,667.91       | 70.00    | 536,754  |
| UBAF, Tokyo                           | CD      | γqſ      | 1,742,976.00 | 0.55     | 958,637     | 1,138,052.73   | 0.55     | 625,929  |
| Wachovia Bank N.A, New York           | CD      | USD      | 5,594.19     | 70.00    | 391,593     | (319,570.47)   | 70.00    | (22,369,933)   |
| Wachovia Bank, London                 | CD      | EURO     | 332.02       | 90.00    | 29,937      | 1,384.84       | 90.00    | 124,636  |
| Sonali Bank (UK) Ltd                  | CD      | USD      | 27,607.05    | 70.00    | 1,932,494   |                |          |  |
|                                       |         |          | 2,304,077.94 |          | 42,162,199  |                |          | (203,359,940)  |
| Off-shore banking unit:               |         |          |              |          |             |                |          | November 111000111100011110001111000111100011110001111 |
| Commerzbank AG, Frankfurt             | C       | EURO     | 918.90       | 94.49    | 86,835      | 1,047,955.39   | 90.06    | 94,315,985   |
| Habib American Bank, New York         | 0       | USD      | 362,782.83   | 70.00    | 25,394,798  | 495,847.37     | 70.00    | 34,709,316   |
| Sonali Bank, London                   | CD      | GPB      | 3,764.21     | 112.70   | 424,227     | -              | 1        | <b>4</b>   |
|                                       |         |          |              | I        | 25,905,860  |                | I        | 129,025,301  |
|                                       |         |          |              |          | 502,080,724 |                |          | 25,629,603   |
|                                       |         |          |              | 11       |             |                | 11       |  |

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Annex D

| si.<br>no. | Name of the company                           | Type of<br>shares | Face<br>value<br>Taka | No. of<br>shares<br>including<br>bonus shares | Cost of<br>holding<br>Taka | Average<br>cost<br>Taka | Quoted rate<br>per share<br>as at<br>31.12.2010<br>Taka | Total<br>market<br>value as at<br>31.12.2010<br>Taka |
|------------|---|-------------------|-----------------------|---|----------------------------|-------------------------|---|--|
|            | Quoted  |                   |                       |   |                            |                         |   | <b>A</b> 111111111111111111111111111111111111        |
| -          | AB Bank Limited                               | A                 | 10                    | 69,000  | 9,720,996                  | 140.88                  | 68.30   | 4,712,700  |
| 2          | Aftab Automobiles Limited                     | A                 | 10                    | 410,205                                       | 50,000,000                 | 121.89                  | 141.27  | 57,949,660   |
| m          | Advanced Chemical Ind. Ltd.                   | A                 | 10                    | 15,100  | 2,590,337                  | 171.55                  | 207.50  | 3,133,250  |
| 4          | Dhaka Bank Limited                            | A                 | 10                    | 234,900                                       | 15,811,119                 | 67.31                   | 44.50   | 10,453,050   |
| 5          | Exim Bank Limited                             | A                 | 10                    | 342,900                                       | 16,380,333                 | 47.77                   | 27.80   | 9,532,620  |
| 9          | Goldenson Limited                             | A                 | 10                    | 73,700  | 8,586,787                  | 116.51                  | 61.10   | 4,503,070  |
| 7          | HeidelbergCement Bangladesh Limited           | A                 | 10                    | 36,600  | 14,723,082                 | 402.27                  | 255.90  | 9,365,940  |
| ∞          | IDLC Finance Limited                          | A                 | 10                    | 58,350  | 18,102,504                 | 310.24                  | 138.50  | 8,081,475  |
| 6          | Islami Bank Bangladesh Limited                | A                 | 10                    | 712,620                                       | 42,439,371                 | 59.55                   | 54.50   | 38,837,790   |
| 10         | Khulna Power Company Limited                  | A                 | 10                    | 2,889   | 406,759                    | 140.80                  | 62.60   | 180,851  |
| 11         | Lanka Bangla Finance Limited                  | A                 | 10                    | 103,375                                       | 36,014,816                 | 348.39                  | 170.20  | 17,594,425   |
| 12         | Mercantile Bank Limited                       | A                 | 10                    | 2,431,290                                     | 99,658,577                 | 40.99                   | 34.80   | 84,608,892   |
| 13         | MI Cement                                     | A                 | 10                    | 43,656  | 3,608,921                  | 82.67                   | 110.50  | 4,823,988  |
| 14         | National Housing Finance & Investment Limited | A                 | 10                    | 50,000  | 6,716,450                  | 134.33                  | 95.70   | 4,785,000  |
| 15         | NCC Bank Limited                              | A                 | 10                    | 56,250  | 1,821,938                  | 32.39                   | 30.40   | 1,710,000  |
| 16         | Ocean Containers Limited                      | A                 | 10                    | 4,556   | 295,945                    | 64.96                   | 65.90   | 300,240  |
| 17         | Phoenix Finance and Investments Limited       | A                 | 10                    | 88,420  | 15,580,842                 | 176.21                  | 69.60   | 6,154,032  |
| 18         | Prime Finance & Investment Limited            | A                 | 10                    | 43,200  | 12,001,824                 | 277.82                  | 98.40   | 4,250,880  |
| 19         | Prime Insurance Limited                       | A                 | 10                    | 39,650  | 5,466,942                  | 137.88                  | 53.90   | 2,137,135  |
| 20         | Pubali Bank Limited                           | A                 | 10                    | 50,085  | 3,358,700                  | 67.06                   | 50.40   | 2,524,284  |
| 21         | Premier Bank Limited                          | A                 | 10                    | 1,968,250                                     | 66,763,040                 | 33.92                   | 30.80   | 60,622,100   |
| 22         | RAK Ceramics (Bangladesh) Limited             | A                 | 10                    | 50,069  | 2,184,864                  | 43.64                   | 78.40   | 3,925,410  |
| 23         | Reliance Insurance Limited                    | A                 | 10                    | 45,970  | 6,458,279                  | 140.49                  | 102.10  | 4,693,537  |
| 24         | Southeast Bank Limited                        | A                 | 10                    | 972,500                                       | 34,732,838                 | 35.72                   | 30.10   | 29,272,250   |
| 25         | United Commercial Bank Limited                | A                 | 10                    | 715,025                                       | 46,154,864                 | 64.55                   | 43.90   | 31,389,598   |
|            |   |                   |                       |   | 519,580,128                |                         |   | 405,542,179  |

Unquoted

| _ | Industrial and Infrastructure Development Finance Co. Limited | 100   | 331157    | 20,345,700  | 61.44  | I |  |
|---|---|-------|-----------|-------------|--------|---|--|
| ~ | Central Depository Bangladesh Limited                         | 10    | 512,889   | 3,138,890   | 6.12   | I |  |
|   | Era-Infotech Limited  | 100   | 3,837     | 383,700     | 100.00 | I |  |
| _ | Nepal Bangladesh Bank Limited *                               | 90.42 | 2,767,500 | 250,227,683 | 90.42  | I |  |
|   | Dun and Bradstreet rating agency                              | 100   | 24,995    | 2,499,500   | 100.00 | I |  |
|   | MSF Asset Management Co. Ltd.                                 | 10    | 200,000   | 2,000,000   | 10.00  |   |  |
|   |   |       | 3,640,378 | 278,595,473 |        |   |  |

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\* The Bank purchased shares of Nepal Bangladesh Bank Limited @ NRs. 100 per share on behalf of IFIC Bank Limited. There is a buy back agreement between the bank and IFIC Bank Limited to repurchase the shares within three years.

### Schedule of fixed assets including premises, furniture and fixtures as at 31 December 2011

**Annex E** 

|                          |                                       |                                 | Cost                      |   |   |                    |                                       |                               | Depreciation  |   |   | Written                                    |
|--------------------------|---------------------------------------|---------------------------------|---------------------------|---|---|--------------------|---------------------------------------|-------------------------------|---|---|---|--|
| Particulars              | Balance<br>as at<br>1 January<br>2011 | Additions<br>during<br>the year | Revaluation               | Disposal/<br>adjustment<br>during<br>the year | Balance<br>as at<br>31 December<br>2011 | Rate<br>of<br>dep. | Balance<br>as at<br>1 January<br>2011 | Charged<br>during<br>the year | Charged from<br>Revaluation<br>reserve<br>during the year | Disposal/<br>adjustment<br>during<br>the year | Balance<br>as at<br>31 December<br>2011 | down value<br>as at<br>31 December<br>2011 |
|                          | Taka                                  | Taka                            |                           | Taka  | Taka                                    | %                  | Taka                                  | Taka                          | Taka  | Taka  | Taka                                    | Taka                                       |
| Own assets               |                                       |                                 |                           |   |   |                    |                                       |                               |   |   |   |  |
| Land                     | 734,660,017                           | 167,092,000                     | 1,629,399,983             | -   | 2,531,152,000                           | 0                  | -                                     | -                             | 1   | -   | -                                       | 2,531,152,000                              |
| Building                 | 740,501,200                           | 68,017,000                      | 858,536,930               | -   | 1,667,055,130                           | 5                  | 90,969,399                            | 40,425,933                    | 42,926,847  |   | 174,322,179                             | 1,492,732,951                              |
| Furniture and fixtures   | 284,886,148                           | 156,113,914                     |                           | (14,982,396)                                  | 426,017,666                             | 20                 | 110,460,515                           | 80,556,967                    | I   | (3,615,639)                                   | 187,401,843                             | 238,615,823                                |
| Equipments               | 204,051,206                           | 77,138,479                      | I                         | (5,061,275)                                   | 276,128,410                             | 20                 | 79,588,149                            | 50,076,669                    | I   | (640,190)                                     | 129,024,628                             | 147,103,782                                |
| Computer and             | 103,897,178                           | 29,614,139                      | I                         | (7,221,523)                                   | 126,289,794                             | 20                 | 42,775,987                            | 22,872,128                    | 1   | (1,757,579)                                   | 63,890,536                              | 62,399,258                                 |
| accessories              |                                       |                                 |                           |   |   |                    |                                       |                               |   |   |   | A  |
| Motor vehicles           | 40,673,360                            | 50,920,000                      | I                         | I   | 91,593,360                              | 20                 | 19,623,310                            | 18,251,641                    | I   | 1   | 37,874,951                              | 53,718,409                                 |
|                          | 2,108,669,109                         | 548,895,532                     | 2,487,936,913             | (27,265,194)                                  | 5,118,236,360                           |                    | 343,417,360                           | 212,183,338                   | 42,926,847  | (6,013,408)                                   | 592,514,137                             | 4,525,722,223                              |
| Leased assets            |                                       |                                 |                           |   |   |                    |                                       |                               |   |   |   |  |
| Building                 | 16,000,000                            | 1                               | 33,573,087                | 1   | 49,573,087                              | 5                  | 4,800,000                             | 800,000                       | 1,678,654   |   | 7,278,654                               | 42,294,433                                 |
| Furniture and fixtures   | 167,162,848                           | I                               | I                         | I   | 167,162,848                             | 20                 | 141,650,018                           | 25,512,830                    | I   | 1   | 167,162,848                             | I  |
| Equipments               | 106,201,139                           | I                               | I                         | I   | 106,201,139                             | 20                 | 83,550,370                            | 21,240,228                    | I   | 1   | 104,790,598                             | 1,410,541                                  |
| Computer and accessories | 72,204,100                            | I                               | I                         | I   | 72,204,100                              | 20                 | 59,535,470                            | 12,668,630                    | 1   | 1   | 72,204,100                              | I  |
| Motor vehicles           | 26,422,925                            | 18,900,000                      | -                         | (26,422,925)                                  | 18,900,000                              | 20                 | 26,422,925                            | 3,780,000                     |   | (26,422,925)                                  | 3,780,000                               | 15,120,000                                 |
|                          | 387,991,012                           | 18,900,000                      | 33,573,087                | (26,422,925)                                  | 414,041,174                             |                    | 315,958,783                           | 64,001,688                    | 1,678,654   | (26,422,925)                                  | 355,216,200                             | 58,824,974                                 |
| Total                    | 2,496,660,121                         | 567,795,532                     | 567,795,532 2,521,510,000 | (53,688,119)                                  | 5,532,277,534                           |                    | 659,376,143                           | 276,185,026                   | 44,605,501  | (32,436,333)                                  | 947,730,337                             | 4,584,547,197                              |

Schedule of fixed assets including premises, furniture and fixtures as at 31 December 2010

|                          |                                       |                                 | Cost        |   |   |                    |                                       |                               | Depreciation  |   |   | Written                                    |
|--------------------------|---------------------------------------|---------------------------------|-------------|---|---|--------------------|---------------------------------------|-------------------------------|---|---|---|--|
| Particulars              | Balance<br>as at<br>1 January<br>2010 | Additions<br>during<br>the year | Revaluation | Disposal/<br>adjustment<br>during<br>the year | Balance<br>as at<br>31 December<br>2010 | Rate<br>of<br>dep. | Balance<br>as at<br>1 January<br>2010 | Charged<br>during<br>the year | Charged from<br>Revaluation<br>reserve<br>during the year | Disposal/<br>adjustment<br>during<br>the year | Balance<br>as at<br>31 December<br>2010 | down value<br>as at<br>31 December<br>2010 |
|                          | Taka                                  | Taka                            |             | Taka  | Taka                                    | %                  | Taka                                  | Taka                          | Taka  | Taka  | Taka                                    | Taka                                       |
| Own assets               |                                       |                                 |             |   |   |                    |                                       |                               |   |   |   |  |
| Land                     | 182,443,587                           | 552,216,430                     | 1           | 1   | 734,660,017                             | 0                  | 1                                     |                               | 1   | -   | -                                       | 734,660,017                                |
| Building                 | 552,481,174                           | 188,020,026                     | I           | I   | 740,501,200                             | 2                  | 53,944,339                            | 37,025,060                    | I   | 1   | 90,969,399                              | 649,531,801                                |
| Furniture and fixtures   | 155,376,708                           | 130,543,141                     | 1           | (1,033,701)                                   | 284,886,148                             | 20                 | 55,851,092                            | 54,621,921                    | 1   | (12,498)                                      | 110,460,515                             | 174,425,633                                |
| Equipments               | 99,121,256                            | 104,929,950                     | 1           | 1   | 204,051,206                             | 20                 | 41,602,874                            | 37,985,275                    | 1   | 1   | 79,588,149                              | 124,463,057                                |
| Computer and accessories | 65,929,412                            | 37,967,766                      | 1           | I   | 103,897,178                             | 20                 | 22,475,444                            | 20,300,543                    | 1   | 1   | 42,775,987                              | 61,121,191                                 |
| Motor vehicles           | 29,147,860                            | 11,525,500                      | I           | I   | 40,673,360                              | 20                 | 11,555,689                            | 8,067,621                     | 1   | 1   | 19,623,310                              | 21,050,050                                 |
|                          | 1,084,499,997                         | 1,025,202,813                   | 1           | (1,033,701)                                   | 2,108,669,109                           |                    | 185,429,438                           | 158,000,420                   | 1   | (12,498)                                      | 343,417,360                             | 1,765,251,749                              |
| Leased assets            |                                       |                                 |             |   |   |                    |                                       |                               |   |   |   |  |
| Building                 | 16,000,000                            | I                               | I           | I   | 16,000,000                              | 2                  | 4,000,000                             | 800,000                       | I   |   | 4,800,000                               | 11,200,000                                 |
| Furniture and fixtures   | 167,162,848                           | 1                               | 1           | I   | 167,162,848                             | 20                 | 122,258,657                           | 19,391,361                    | 1   | 1   | 141,650,018                             | 25,512,830                                 |
| Equipments               | 106,201,139                           | 1                               | 1           | I   | 106,201,139                             | 20                 | 68,268,632                            | 15,281,738                    | 1   | 1   | 83,550,370                              | 22,650,769                                 |
| Computer and accessories | 72,204,100                            | I                               | I           | I   | 72,204,100                              | 20                 | 50,567,840                            | 8,967,630                     | I   | I   | 59,535,470                              | 12,668,630                                 |
| Motor vehicles           | 26,422,925                            | I                               | I           | I   | 26,422,925                              | 20                 | 23,591,325                            | 2,831,600                     | 1   | 1   | 26,422,925                              | 1  |
|                          | 387,991,012                           | I                               | 1           | 1   | 387,991,012                             |                    | 268,686,454                           | 47,272,329                    | 1   | 1   | 315,958,783                             | 72,032,229                                 |
| Total                    | 1,472,491,009                         | 1,025,202,813                   |             | (1,033,701)                                   | 2,496,660,121                           |                    | 454,115,892                           | 205,272,749                   |   | (12,498)                                      | 659,376,143                             | 1,837,283,978                              |

# consolidated Schedule of fixed assets including premises, furniture and fixtures as at 31 December 2011

Annex E-2

| Particulars                       |                                       | Cost                            | -   |   | Rate of |                                       | Dep                           | Depreciation  |   |   | Written                                    |
|-----------------------------------|---------------------------------------|---------------------------------|---|---|---------|---------------------------------------|-------------------------------|---|---|---|--|
|                                   | Balance<br>as at<br>1 January<br>2011 | Additions<br>during<br>the year | Disposal/<br>adjustment<br>during<br>the year | Balance<br>as at<br>31 December<br>2011 | dep.    | Balance<br>as at<br>1 January<br>2011 | Charged<br>during<br>the year | Charged from<br>Revaluation<br>reserve<br>during the year | Disposal/<br>adjustment<br>during<br>the year | Balance<br>as at<br>31 December<br>2011 | down value<br>as at<br>31 December<br>2011 |
|                                   | Taka                                  | Taka                            | Taka  | Taka                                    | %       | Taka                                  | Taka                          | Taka  | Taka  | Taka                                    | Taka                                       |
| Own assets                        |                                       |                                 |   |   |         |                                       |                               |   |   |   |  |
| Land                              | 734,660,017                           | 1,796,491,983                   | 1   | 2,531,152,000                           | 0       | 1                                     | 1                             | I   | I   | I                                       | 2,531,152,000                              |
| Building                          | 740,501,200                           | 926,553,930                     | 1   | 1,667,055,130                           | 5       | 90,969,399                            | 40,425,933                    | 42,926,847  | 1   | 174,322,179                             | 1,492,732,951                              |
| Furniture and fixtures            | 284,886,148                           | 167,038,991                     | (14,982,396)                                  | 436,942,743                             | 20      | 110,460,515                           | 82,688,371                    | 1   | (3,615,639)                                   | 189,533,247                             | 247,409,496                                |
| Equipments                        | 204,051,206                           | 84,010,664                      | (5,061,275)                                   | 283,000,595                             | 20      | 79,588,149                            | 51,421,874                    | 1   | (640,190)                                     | 130,369,833                             | 152,630,762                                |
| Computer and accessories          | 103,897,178                           | 35,936,862                      | (7,221,523)                                   | 132,612,517                             | 20      | 42,775,987                            | 24,136,673                    | 1   | (1,757,579)                                   | 65,155,081                              | 67,457,436                                 |
| Motor vehicles                    | 40,673,360                            | 50,920,000                      | 1   | 91,593,360                              | 20      | 19,623,310                            | 18,251,641                    | 1   | I   | 37,874,951                              | 53,718,409                                 |
|                                   | 2,108,669,109                         | 3,060,952,430                   | (27,265,194)                                  | 5,142,356,345                           |         | 343,417,360                           | 216,924,492                   | 42,926,847  | (6,013,408)                                   | 597,255,291                             | 4,545,101,054                              |
| Leased assets                     |                                       |                                 |   |   |         |                                       |                               |   |   |   |  |
| Leasehold(BA Exchange<br>(UK)Ltd. |                                       | 15,969,961                      | 1   | 15,969,961                              | 5       | 1                                     | 1,064,664                     | 1   | 1   | 1,064,664                               | 14,905,297                                 |
| Building                          | 16,000,000                            | 33,573,087                      | -   | 49,573,087                              | 5       | 4,800,000                             | 800,000                       | 1,678,654   | -   | 7,278,654                               | 42,294,433                                 |
| Furniture and fixtures            | 167,162,848                           | I                               | 1   | 167,162,848                             | 20      | 141,650,018                           | 25,512,830                    | 1   | I   | 167,162,848                             | 1  |
| Equipments                        | 106,201,139                           | I                               | 1   | 106,201,139                             | 20      | 83,550,370                            | 21,240,228                    | 1   | 1   | 104,790,598                             | 1,410,541                                  |
| Computer and accessories          | 72,204,100                            | I                               | 1   | 72,204,100                              | 20      | 59,535,470                            | 12,668,630                    | 1   | 1   | 72,204,100                              | 1  |
| Motor vehicles                    | 26,422,925                            | 18,900,000                      | (26,422,925)                                  | 18,900,000                              | 20      | 26,422,925                            | 3,780,000                     | 1   | (26,422,925)                                  | 3,780,000                               | 15,120,000                                 |
|                                   | 387,991,012                           | 68,443,048                      | (26,422,925)                                  | 430,011,135                             |         | 315,958,783                           | 65,066,352                    | 1,678,654   | (26,422,925)                                  | 356,280,864                             | 73,730,271                                 |
| Total                             | 2,496,660,121                         | 3,129,395,478                   | (53,688,119)                                  | 5,572,367,480                           |         | 659,376,143                           | 281,990,843                   | 44,605,501  | (32,436,333)                                  | 953,536,154                             | 4,618,831,326                              |

### Statement of tax position as at 31 December 2011

| Accounting<br>year | Assessment<br>year | Tax provision<br>as per accounts | Tax demand as<br>per assessment<br>order | Excess/(Short)<br>provision | Status   |
|--------------------|--------------------|----------------------------------|--|-----------------------------|--|
|                    |                    | Taka                             | Taka                                     | Taka                        |  |
|                    |                    |                                  |  |                             |  |
| 2000               | 2001-2002          | 2,000,000                        | 7,080,931                                | (5,080,931)                 | Assessment finalized                           |
| 2001               | 2002-2003          | 42,626,674                       | 38,156,227                               | 4,470,447                   | Assessment finalized                           |
| 2002               | 2003-2004          | 91,950,000                       | 83,933,056                               | 8,016,944                   | Assessment finalized                           |
| 2003               | 2004-2005          | 165,000,000                      | 155,712,331                              | 9,287,669                   | Assessment finalized                           |
| 2004               | 2005-2006          | 166,807,728                      | 187,552,594                              | (20,744,866)                | Assessment finalized                           |
| 2005               | 2006-2007          | 220,089,576                      | 273,929,209                              | (53,839,633)                | Assessment finalized                           |
| 2006               | 2007-2008          | 432,447,206                      | 433,037,008                              | (589,802)                   | Assessment finalized                           |
| 2007               | 2008-2009          | 704,871,326                      | 707,990,638                              | (3,119,312)                 | Tribunal final waiting for<br>IT 10 B from LTU |
| 2008               | 2009-2010          | 790,000,000                      | 715,369,681                              | 74,630,319                  | Tribunal final waiting for<br>IT 10 B from LTU |
| 2009               | 2010-2011          | 779,000,000                      | _  | -                           | Assessment under process                       |
| 2010               | 2011-2012          | 1,498,735,610                    | -  | -                           | Return filed                                   |

### Details of Large Loan as at 31 December 2011

|                                       | 2011      | 2010      |
|---------------------------------------|-----------|-----------|
| Number of clients                     | 10        | 12        |
| Amount of outstanding advances (Taka) | 16,663.90 | 13,928.80 |
| Amount of classified advances (Taka)  | NIL       | NIL       |
| Measures taken for recovery (Taka)    | NIL       | NIL       |

Client-wise break up is as follows:

Amount in million

| SI. No. | Name of clients                 | Outsta   | nding (Taka   | a) 2011   | Outst    | anding (Tak   | a) 2010   |
|---------|---------------------------------|----------|---------------|-----------|----------|---------------|-----------|
|         |                                 | Funded   | Non<br>Funded | Total     | Funded   | Non<br>Funded | Total     |
| 1       | Abdul Monem Ltd                 | 747.30   | 882.50        | 1,629.80  | 705.90   | 111.60        | 817.50    |
| 2       | Aftab-Navana                    |          |               | -         | 627.40   | 650.40        | 1,277.80  |
| 3       | Adury Apparels Limited & Group  | 204.10   | 1,864.00      | 2,068.10  | -        | -             | -         |
| 4       | Abul Khair Steel Industries Ltd | 836.10   | 1,168.30      | 2,004.40  | -        | -             | -         |
| 5       | B. S. R. M. Steels Ltd          | 532.60   | 831.90        | 1,364.50  | 422.20   | 627.90        | 1,050.10  |
| 6       | Bashundhara Group               | 824.10   | 709.20        | 1,533.30  | 201.60   | 1,620.60      | 1,822.20  |
| 7       | BRAC & BRAC Feed                | 409.70   | 1,477.00      | 1,886.70  | 179.80   | 1,244.60      | 1,424.40  |
| 8       | Islam Brothers & Co             | 1,167.70 | 310.80        | 1,478.50  |          |               |           |
| 9       | Karim Spinning Mills Ltd        | -        | -             | -         | 530.30   | 408.60        | 938.90    |
| 10      | Kayaba Group                    | -        | -             | -         | 299.30   | 583.50        | 882.80    |
| 11      | KDS Packaing Industries Ltd     | 991.30   | 595.70        | 1,587.00  | 710.20   | 410.40        | 1,120.60  |
| 12      | Petromax Refinery Ltd.          | -        | -             | -         | -        | 958.30        | 958.30    |
| 13      | Prime Ship Recycling Limited    | 831.80   | 843.10        | 1,674.90  |          |               |           |
| 14      | S.A.Oil Refinery                | -        | -             | -         | 826.60   | 110.00        | 936.60    |
| 15      | Sufia Cotton Mills Limited      | -        | -             | -         | 660.70   | 718.00        | 1,378.70  |
| 16      | Western Marine Group            | 627.20   | 809.50        | 1,436.70  | 459.00   | 861.90        | 1,320.90  |
|         | Total                           | 7,171.90 | 9,492.00      | 16,663.90 | 5,623.00 | 8,305.80      | 13,928.80 |

### Names of Directors and their interest in different entities as at 31 December 2011

| SI. no. | Name  | Status with<br>the Bank | Names of firms/companies in which<br>interested as proprietor/director/<br>managing<br>agent/guarantor/employee/partner, etc.<br>Rangs Ltd |
|---------|---|-------------------------|--|
| 1.      | Mr. A Rouf Chowdhury                        | Chairman                | Rangs Ltd  |
|         |   |                         | Rangs Workshop Ltd   |
|         |   |                         | Rangs Industries Ltd   |
|         |   |                         | Rangs Motors Ltd   |
|         |   |                         | Ranks ITT Ltd  |
|         |   |                         | Rangs Properties Ltd   |
|         |   |                         | Dears International Ltd  |
|         |   |                         | Rancon Engineering Ltd   |
|         |   |                         | Shield Security Services Ltd   |
|         |   |                         | Reliance Insurance Ltd   |
|         |   |                         | Media World Ltd (The Daily Star)   |
|         |   |                         | Sea Resources Ltd  |
|         |   |                         | Sea Fishers Ltd  |
|         |   |                         | Deep Sea Fishers Ltd   |
|         |   |                         | Sea Resources Cold Storage Ltd   |
|         |   |                         | Sea Resources Agencies Ltd   |
|         |   |                         | Fishers shipyard Ltd   |
|         |   |                         | Semans Dockyard & Fishmeal Ltd   |
|         |   |                         | Rangs Pharmaceuticals Ltd  |
|         |   |                         | Rangs Telecom Ltd  |
|         |   |                         | Mavis Ispat Ltd  |
|         |   |                         | Yellow Lines Ltd   |
|         |   |                         | Rancon Motors Ltd  |
|         |   |                         | Rangs Union Ltd  |
|         |   |                         | Rancon Sweaters Ltd  |
|         |   |                         | Ranks Energy Ltd   |
|         |   |                         | Rancon Services Ltd  |
|         |   |                         | Bengal Laboratories Ltd  |
|         |   |                         | Appollo Steel Mills Ltd  |
|         |   |                         | Bon Kids Ltd   |
|         |   |                         | SDIL   |
|         |   |                         | Rancon Autos Ltd   |
|         |   |                         | Ranks Interiors Ltd  |
|         |   |                         | Ranks Agro Bioteq Ltd  |
|         |   |                         | Ran-Jas Ltd  |
| 2.      | Mr. Mohd. Safwan Choudhury                  | Vice Chairman           | M. Ahmed Tea & Lands Co.   |
|         | (Representing Phulbari<br>Tea Estates Ltd.) |                         | Phulbari Tea Estates Ltd   |
|         |   |                         | M. Ahmed Cold Storage Ltd  |

| SI. no. | Name                     | Status with<br>the Bank | Names of firms/companies in which<br>interested as proprietor/director/<br>managing<br>agent/guarantor/employee/partner, etc.<br>Rangs Ltd |
|---------|--------------------------|-------------------------|--|
|         |                          |                         | Premier Dyeing & Calendaring Ltd   |
|         |                          |                         | Anandaniketan Ltd  |
|         |                          |                         | Ranks Telecom Ltd  |
|         |                          |                         | Enterprise Asia Ltd  |
| 3.      | Mr. Mohammed Lakiotullah | Vice Chairman &         | Hajj Finance Company Ltd   |
|         |                          | Independent Director    | RSL Consultancy  |
| 4.      | Mr. Anisur Rahman Sinha  | Director                | Medlar Garments Ltd  |
|         |                          |                         | Medlar Fashions Ltd  |
|         |                          |                         | Medlar Apparels Ltd  |
|         |                          |                         | Medlar Accessories Ltd   |
|         |                          |                         | Sinha Fashions Ltd   |
|         |                          |                         | Sinha Apparels Ltd   |
|         |                          |                         | Sinha Apparels Accessories Ltd   |
|         |                          |                         | Spencer Apparels Ltd   |
|         |                          |                         | J K Fashions (Pvt.) Ltd  |
|         |                          |                         | Jaycee Fashions Ltd  |
|         |                          |                         | Sinha Rotor Spinning Ltd   |
|         |                          |                         | Sinha Garments & Textiles Ltd  |
|         |                          |                         | Sinha Dyeing and Finishing Ltd   |
|         |                          |                         | Sinha Denim Ltd  |
|         |                          |                         | Sinha Yarn Dyeing & Fabrics Ltd  |
|         |                          |                         | Sinha Home Furnishings Ltd   |
|         |                          |                         | Sinha Designerd Ltd  |
|         |                          |                         | Sinha Agro Based Industries Ltd  |
|         |                          |                         | Sinha Knitting Ltd   |
|         |                          |                         | Sinha Power Gen. Co. Ltd   |
|         |                          |                         | Sinha Washing Plant  |
|         |                          |                         | Sinha Textiles Ltd   |
|         |                          |                         | Sinha Spinning Ltd   |
|         |                          |                         | Sinha Auto Spinning Mills Ltd  |
|         |                          |                         | Sinha Rope Denim Ltd   |
|         |                          |                         | Sinha Denim wear Ltd   |
|         |                          |                         | Sinha Industries Ltd   |
|         |                          |                         | Sinha Style Wear Ltd   |
|         |                          |                         | Sinha Printing Press   |
|         |                          |                         | Sinha Sp.Denim Washing Plant Ltd   |
|         |                          |                         | Sinha Specialized Cold Storage   |
|         |                          |                         | Enterprise Asia Ltd  |
|         |                          |                         | Venture Energy Resources Ltd   |

| SI. no. | Name                    | Status with<br>the Bank | Names of firms/companies in which<br>interested as proprietor/director/<br>managing<br>agent/guarantor/employee/partner, etc<br>Rangs Ltd |
|---------|-------------------------|-------------------------|---|
|         | -                       |                         | Opex Apparels Ltd   |
|         |                         |                         | Opex Industries Ltd   |
|         |                         |                         | Opex Style Wear Ltd   |
|         |                         |                         | Opex Apparels Accessories Ltd   |
|         |                         |                         | Opex Fashions Ltd   |
|         |                         |                         | Opex Sweaters Ltd   |
|         |                         |                         | Opex Readywears Ltd   |
|         |                         |                         | Opex Washing Plant  |
|         |                         |                         | Opex Designers Ltd  |
|         |                         |                         | Opex C & F Ltd  |
|         |                         |                         | Pritha Apparels Ltd   |
|         |                         |                         | Pritha Fashions Ltd   |
|         |                         |                         | Ornate Garments Ltd   |
|         |                         |                         | Ornate Apparels Ltd   |
|         |                         |                         | Multi Apparels Ltd  |
|         |                         |                         | Mirpur Packaging Ltd  |
|         |                         |                         | Sinha Packaging Ltd   |
|         |                         |                         | Sinha Poly Industries Ltd   |
|         |                         |                         | Lafarge Surma Cement Ltd  |
|         |                         |                         | National Telecom Ltd  |
|         |                         |                         | Sattar Jute Mills Ltd   |
|         |                         |                         | Supreme Knitwear Ltd  |
|         |                         |                         | Supreme Smart Wear Ltd  |
| 5.      | Mr. Rumee A Hossain     | Director                | Rangs Industries Ltd  |
|         |                         |                         | Ranks ITT Ltd   |
|         |                         |                         | Romask Ltd  |
|         |                         |                         | Rangs Pharmaceuticals Ltd   |
|         |                         |                         | Ranks Telecom Ltd   |
|         |                         |                         | Ranks Petroleum Ltd (Representative<br>Director)  |
| 6.      | Mr. Romo Rouf Chowdhury | Director                | Rangs Ltd   |
|         |                         |                         | Rangs Workshop Ltd  |
|         |                         |                         | Rangs Industries Ltd  |
|         |                         |                         | Rangs Motors Ltd  |
|         |                         |                         | Rangs Properties Ltd  |
|         |                         |                         | Agro Food Services Ltd  |
|         |                         |                         | Ranks ITT Ltd   |
|         |                         |                         | Rancon Engineering Ltd  |
|         |                         |                         | Shield Security Services Ltd  |

| Sl. no. | Name   | Status with<br>the Bank | Names of firms/companies in which<br>interested as proprietor/director/<br>managing<br>agent/guarantor/employee/partner, etc.<br>Rangs Ltd |
|---------|--|-------------------------|--|
|         |  |                         | Rangs Pharmaceuticals Ltd  |
|         |  |                         | Ranks Telecom Ltd  |
|         |  |                         | Rancon Motors Ltd  |
|         |  |                         | Ranks Union Ltd  |
|         |  |                         | Rancon Services Ltd  |
|         |  |                         | Bangle Industrial Trading co. Ltd  |
|         |  |                         | Bengal Laboratories Ltd  |
|         |  |                         | Appollo Steel Mills Ltd  |
|         |  |                         | Rancon Automobiles Ltd   |
|         |  |                         | Mavis Ispat Ltd  |
|         |  |                         | Rancon Autos Ltd   |
|         |  |                         | Bon Childs Ltd   |
|         |  |                         | Rancon Autos Ltd   |
| 7.      | Mr. A M Nurul Islam  | Director                | Nil  |
| 8.      | Mr. Mashiur Rahman (Alternate<br>Director of Mr. Mir Shahjahan)  | Director                | Nil  |
| 9.      | Mr. M Irfan Syed   | Director                | VihreaCom Ltd  |
| 10.     | Mr. Faisal Samad   | Director                | Savar Textiles Ltd   |
|         |  |                         | Supasox Ltd  |
|         |  |                         | Surma Garments Ltd   |
|         |  |                         | Surma Dyeing Ltd   |
|         |  |                         | Multi Source   |
|         |  |                         | Smart Sox Ltd  |
| 11.     | Ms. Sohana Rouf Chowdhury  | Director                | Rangs Motors   |
|         |  |                         | Rangs Ltd  |
| 12.     | Lt. Col. Fariduddin Ahmed (Retd)                                 | Director                | Executive Director,Opex Garments Ltd   |
| 13.     | Mr. Shah Md. Nurul Alam<br>(Representing Amiran Generations Ltd) | Director                | Nil  |
| 14      | Mr. Murshed Sultan Choudhury                                     | Director                | Rangs Pharmaceuticals Ltd  |

### Islamic Banking

### Operations of Bank Asia for the year ended 31 December 2011

The operation of our Islamic Banking Windows is totally different from the Bank's conventional operation as the former operate their business on the basis of Islamic Shariah. Accounting system is vital for ensuring Shariah compliance in such banking operation. Our Bank is committed to follow the accounting principles that prevent the Islamic Banking operations from interest. In a nutshell, we follow under noted principles for accounting under its Islamic Banking umbrella, run through a separate Islamic Banking software styled HIKMAH:

### 1. Deposit Collection and Income Sharing Ratio (ISR) based Profit Distribution:

For procuring funds from depositors, our Islamic Banking follows Al-Wadiah and Mudaraba principles. In case of Al-Wadiah Account, no profit is allowed at present. But for Mudaraba depositors, Bank Asia as the first Bank in Bangladesh, follows Income Sharing technique with variable management fees for the Bank. It is different from traditional Weightage System so far practised by all Islamic Banking operators in the country.

Income sharing module of Bank Asia has been appreciated by different quarters, particularly by the Central Shariah Board for Islamic Banks of Bangladesh. Our module offers pre-defined Investment Income Sharing Ratio (ISR) for each type of depositor and the Bank. The ISR determines the portion of income for each type of depositor and the Bank. For example, the ISR of 75 : 25 would mean that 75% of distributable income is to be shared by the concerned depositors and the rest 25% to be shared by the Bank. The ISR between each type of Mudaraba depositors and the Bank (Mudarib) are duly disclosed at the time of Account opening and/or beginning of the concerned period. Profit rate is emerged at actual, as derived from the income fetched from deployment of the concerned fund. As such our rate of profit on deposit under Islamic Banking is nothing but a post facto expression of the respective agreed sharing ratios.

### The ISR declared on Mudaraba deposits for the year 2011

|      |   | Distributable Investment Income<br>Sharing Ratio (ISR) |      |  |
|------|---|--|------|--|
| Туре | es of Mudaraba Deposit                                  | Client   | Bank |  |
| 1.   | Mudaraba Term Deposit Account(MTDA) 1 month             | 65%  | 35%  |  |
| 2.   | Mudaraba Term Deposit Account(MTDA) 2 months            | 70%  | 30%  |  |
| 3.   | Mudaraba Term Deposit Account(MTDA) 3 months            | 78%  | 22%  |  |
| 4.   | Mudaraba Term Deposit Account(MTDA) 6 months            | 79%  | 21%  |  |
| 5.   | Mudaraba Term Deposit Account(MTDA) 12 months           | 80%  | 20%  |  |
| 6.   | Mudaraba Term Deposit Account(MTDA) 24 months           | 83%  | 17%  |  |
| 7.   | Mudaraba Term Deposit Account(MTDA) 36 months and above | 85%  | 15%  |  |
| 8.   | Mudaraba Special Notice Deposit Account(MSND)           | 35%  | 65%  |  |
| 9.   | Mudaraba Savings Account (MSA)                          | 50%  | 50%  |  |
| 10.  | Mudaraba Savings Account (MSA) Staff                    | 50%  | 50%  |  |
| 11.  | Smart Junior Saver                                      | 70%  | 30%  |  |
| 12.  | Mudaraba Hajj Savings Scheme (MHSA)                     | 90%  | 10%  |  |
| 13.  | Mudaraba Deposit Pension Scheme (MDPS)                  | 85%  | 15%  |  |
| 14.  | Mudaraba Monthly Profit Paying Deposit (MMPPD)          | 85%  | 15%  |  |

### 2. Investment Operation and Return Thereon

For investment purpose our Islamic Banking follows two systems:

a. Fixed return based investment

### b. Variable return based investment

Fixed return base investment system is applicable for our Bai-Murabaha Muajjal Investment mode. Under this mode, Bank sells the goods to a client at a fixed profit /mark-up on deferred payment basis. Hire Purchase Shirkatul Melk (HPSM) is also a fixed return based investment mode. In this case rate of rent is fixed but amount of rent becomes variable on the basis of diminishing balance method.

Variable return based income is applied for our Musaharaka mode of investment. In these cases, only ratio of Income Sharing is stated in the agreement. Bank bags income on the basis of the concerned venture according to the agreed ratio (comparable to our Mudaraba deposit products). Genuine loss, if any, is borne according to capital ratio of the client & the Bank.

### 3. Income/ Revenue Recognition Principle

The bank earns income from various sources such as charges, fees, commission and investment. To recognize all sorts of income, Bank follows Shariah principle strictly. Usually charges, fees & commission etc. are recognized on actual basis. Recognition of income from investment follows principles as under:

### For Bai-Murabaha Muajjal Investment

While creating each deal, in case of Bai-Murabaha Muajjal mode of investment, markup/profit is added to the bank's purchase cost with a credit to unearned income A/c. Thereafter time apportionment of profit is recognised out of the unearned income amount at the end of each month on accrual basis but deducting Bank's discretionary allowance (rebate) for early repayment, if any.

### For Hire Purchase Shirkatul Melk (HPSM) Investment

In case of HPSM mode of investment Rent is charged and taken into income account at the end of each month on accrual basis.

If the account has a provision of gestation period, no income is earned during the period. In this case income starts just after the end of gestation period. However Rent is chargeable in spite of gestation, if the delivery of asset is completed in usable condition such as a machine or a set of machinery or building etc.

All accrual income is subject to prevailing classification and provisioning rules of Bangladesh Bank. For Musharaka Investment

In recognizing the revenue from Musharaka Investment we follow the actual (cash/ realization) basis instead of accrual i.e. no income is recognised until the result of the venture is arrived at.

### 4. Cost Recognition Principle

Cost in respect of profit paid on deposit is recognized on accrual basis. Monthly accruals in this respect are calculated on the basis of Income Sharing Ratio. Other costs are also recognized on the accrual basis following the matching concept of Accounting.

To ensure/ supervise Shariah compliance in banking operation, Bank Asia has a knowledgeable Shariah Council comprising renowned Fuqaha, Islamic bankers and academicians conversant in Islamic Economics & Finance.

### Islamic Banking Unit Balance Sheet as at 31 December 2011

|   | Amount in Taka |                |
|---|----------------|----------------|
|   | At 31 Dec 2011 | At 31 Dec 2010 |
| PROPERTY AND ASSETS   |                |                |
| Cash:   |                |                |
| Cash in hand (including foreign currencies)   | 16,458,150     | 14,888,052     |
| Balance with Bangladesh Bank and its agent bank   | 139,896,836    | 93,766,667     |
| (Including foreign currencies)  | 156,354,986    | 108,654,719    |
| Balance with other banks and financial institutions                                     |                |                |
| In Bangladesh   | 1,070,612,465  | 500,389,669    |
| Outside Bangladesh  | -              | _              |
| L   | 1,070,612,465  | 500,389,669    |
| Placement with other banks and financial institutions (Bangladesh Bank<br>Islamic Bond) | 92,900,000     | 56,400,000     |
| Investments:  |                |                |
| Investment (Loans, cash credit, overdrafts etc.)  | 2,789,121,907  | 2,608,961,771  |
| Bills Purchased and discounted  | 4,302,550      | _              |
|   | 2,793,424,457  | 2,608,961,771  |
| Fixed assets including premises, furniture and fixtures                                 | 5,452,571      | 3,629,586      |
| Other assets  | 22,835,957     | 293,513,189    |
| Non - banking assets  | _              | _              |
| Total assets  | 4,141,580,436  | 3,571,548,934  |
| LIABILITIES AND CAPITAL   |                |                |
| Liabilities:  |                |                |
| Placement from other banks, financial institutions and agents                           | 900,000,000    | _              |
| Deposits and other Accounts :   |                |                |
| Al-wadeeah current and other deposits accounts, etc.                                    | 138,856,556    | 183,503,567    |
| Bills payable   | 6,072,852      | 10,497,670     |
| Mudaraba savings deposits   | 201,814,348    | 619,594,169    |
| Mudaraba term deposits  | 1,756,332,899  | 2,482,100,619  |
|   | 2,103,076,655  | 3,295,696,025  |
| Other liabilities   | 1,138,503,781  | 275,852,909    |
| Total liabilities   | 4,141,580,436  | 3,571,548,934  |
| OFF- BALANCE SHEET ITEMS  |                |                |
| Contingent liabilities  |                |                |
| Acceptances and endorsements  | -              | -              |
| Letters of guarantee  | 1,000,000      | _              |
| Irrevocable letters of credit   |                | -              |
| Bills for collection  | 32,232         | _              |
| Other contingent liabilities  | -              | _              |
| Other commitments:  | _              | _              |
| Total Off-Balance Sheet items including contingent liabilities                          | 1,032,232      | -              |

### Islamic Banking Unit Profit and Loss Statement for the year ended 31 December 2011

|   | Amoun          | t in Taka      |
|---|----------------|----------------|
|   | At 31 Dec 2011 | At 31 Dec 2010 |
| Investment income   | 344,107,496    | 184,923,592    |
| Profit paid on deposits, borrowings, etc.                 | (231,324,926)  | (83,490,046)   |
| Net investment income                                     | 112,782,570    | 101,433,546    |
| Profit on Investment with bank and financial institutions | 263,244        | 2,048,583      |
|   | 37,130,428     | 30,439,489     |
| Commission, exchange and brokerage                        |                |                |
| Other operating income                                    | 1,523,960      | 1,132,169      |
| Total operating income                                    | 151,700,202    | 135,053,787    |
| Salaries and allowances                                   | 32,840,264     | 24,478,340     |
| Rent, taxes, insurance, electricity, etc.                 | 2,116,574      | 2,251,594      |
| Legal expenses  | 2,613          |                |
| Postage, stamp, telecommunication, etc.                   | 190,928        | 173,248        |
| Stationery, printing, advertisement, etc.                 | 529,054        | 396,776        |
| Depreciation and repair of Bank's assets                  | 2,172,416      | 2,101,678      |
| Other expenses  | 4,059,828      | 4,662,079      |
| Total operating expenses                                  | 41,911,677     | 34,063,715     |
| Profit before provision                                   | 109,788,525    | 100,990,072    |
| Provision for investments                                 |                |                |
| General provision   | 29,069,500     | 12,134,192     |
| Specific provision  | 1,764,500      | 1,134,963      |
|   | 30,834,000     | 13,269,155     |
| Provision for diminution in value of investments          | -              | -              |
| Other provision   | -              | 8,166,144      |
| Total provision   | 30,834,000     | 21,435,299     |
| Total profit/(loss) before taxes                          | 78,954,525     | 79,554,773     |

### Off-shore Banking Unit Balance Sheet as at 31 December 2011

|  | Amount |            |             |               |  |
|--|--------|------------|-------------|---------------|--|
| <b>PROPERTY AND ASSETS</b>                                     | Notes  | 201        | 1           | 2010          |  |
|  |        | USD        | Taka        | Taka          |  |
| Cash   |        |            |             |               |  |
| In hand (including foreign currencies)                         |        | -          | -           | -             |  |
| Balance with Bangladesh Bank and its agent bank                |        | -          | -           | -             |  |
| (including foreign currencies)                                 |        |            |             |               |  |
| Balance with other banks and financial institutions            | 3      | -          | -           | -             |  |
| In Bangladesh  |        | -          | -           |               |  |
| Outside Bangladesh   |        | 370,084    | 25,905,860  | 129,025,301   |  |
|  |        | 370,084    | 25,905,860  | 129,025,301   |  |
| Loans and advances   | 4      |            |             |               |  |
| Loans, cash credits, overdrafts, etc.                          |        | 9,618,185  | 673,272,958 | 2,440,176,127 |  |
| Bills purchased and discounted                                 |        | 48,687     | 3,408,111   | 69,485,117    |  |
|  |        | 9,666,872  | 676,681,069 | 2,509,661,244 |  |
| Fixed assets including premises, furniture and fixtures        |        | -          | -           | -             |  |
| Other assets   | 5      | 235,356    | 16,474,974  | 21,769,469    |  |
| Non - banking assets   |        | -          | -           |               |  |
| Total assets   |        | 10,272,313 | 719,061,903 | 2,660,456,014 |  |
| LIABILITIES AND CAPITAL  |        |            |             |               |  |
| Liabilities  |        |            |             |               |  |
| Borrowings from other banks, financial institutions and agents | 6      | 4,100,000  | 287,000,000 | 2,444,326,401 |  |
| Deposits and other accounts                                    | 7      |            | ]           |               |  |
| Current deposits   |        | 1,618,221  | 113,275,476 | 74,546,707    |  |
| Bills payable  |        | -          | -           | -             |  |
| Savings bank deposits  |        | -          | -           |               |  |
| Fixed deposits   |        | 3,969,891  | 277,892,395 | -             |  |
| Bearer certificate of deposit                                  |        | -          | -           |               |  |
|  |        | 5,588,112  | 391,167,870 | 74,546,707    |  |
| Other liabilities  | 8 –    | 166,334    | 11,643,361  | 130,853,937   |  |
| Total liabilities  |        | 9,854,446  | 689,811,231 | 2,649,727,045 |  |
| Capital / Shareholders' equity                                 | Γ      | ] [        | ]           |               |  |
| Paid up capital  |        | -          | -           | -             |  |
| Statutory reserve  |        | -          | -           | -             |  |
| Other reserve  |        | -          | -           |               |  |
| Deficit in profit and loss account/Retained earnings           |        | 417,866    | 29,250,676  | 10,728,969    |  |
| Total Shareholders' equity                                     |        | 417,866    | 29,250,676  | 10,728,969    |  |
| Total liabilities and Shareholders' equity                     |        | 10,272,313 | 719,061,908 | 2,660,456,014 |  |

### Off-shore Banking Unit Off-Balance Sheet Items for the year ended 31 December 2011

|  | Notes | Amount       |             |             |  |
|--|-------|--------------|-------------|-------------|--|
|  |       | 2011         |             | 2010        |  |
|  |       | USD          | Taka        | Taka        |  |
| Contingent liabilities   |       |              |             |             |  |
| Acceptances and endorsements   | 9     | 2,186,782.00 | 153,074,740 | 119,710,220 |  |
| Letters of guarantee   |       | -            | -           | -           |  |
| Irrevocable letters of credit  | 10    | 1,935,190.00 | 135,463,300 | 82,758,550  |  |
| Bills for collection   |       | 759,428.00   | 53,159,960  | 68,009,095  |  |
| Other contingent liabilities   |       | -            | -           | -           |  |
|  |       | 4,881,400.00 | 341,698,000 | 270,477,865 |  |
| Other commitments  |       |              |             |             |  |
| Documentary credits and short term trade -related transactions         |       | _            | _           |             |  |
| Forward assets purchased and forward deposits placed                   |       | -            | -           | _           |  |
| Undrawn note issuance and revolving underwriting facilities            |       | -            | -           | -           |  |
| Undrawn formal standby facilities , credit lines and other commitments |       | _            | _           | -           |  |
| Liabilities against forward purchase and sale                          |       | -            | -           | -           |  |
| Other commitments  |       | -            | -           | -           |  |
|  |       |              |             |             |  |
|  |       | 4,881,400.00 | 341,698,000 | 270,477,865 |  |
| Other memorandum items   |       |              |             |             |  |
| Value of travellers' cheques in hand                                   |       | -            | -           | -           |  |
| Value of Bangladesh Sanchayapatra in hand                              |       | -            | -           | -           |  |
| Total Off-Balance Sheet items including contingent liabilities         |       | 4,881,400.00 | 341,698,000 | 270,477,865 |  |

### Off-shore Banking Unit Profit and Loss Statement for the year ended 31 December 2011

|  |       | Amount       |              |              |  |
|--|-------|--------------|--------------|--------------|--|
|  | Notes | 2011         |              | 2010         |  |
|  |       | USD          | Taka         | Taka         |  |
| Interest income                                  | 11    | 838,236.22   | 58,676,535   | 63,536,037   |  |
| Interest paid on deposits and borrowings, etc.   | 12    | (367,371.24) | (25,715,987) | (27,810,670) |  |
| Net interest/net profit on investments           |       | 470,864.97   | 32,960,548   | 35,725,367   |  |
| Commission, exchange and brokerage               | 13    | 32,220.00    | 2,255,400    | 6,510,297    |  |
| Other operating income                           | 14    | 65,090.12    | 4,556,308    | 4,366,272    |  |
| Total operating income (A)                       |       | 568,175.09   | 39,772,256   | 46,601,936   |  |
| Salaries and allowances                          |       | -            | -            | -            |  |
| Rent, taxes, insurance, electricity, etc.        |       | 1,082.09     | 75,746       | 99,784       |  |
| Postage, stamp, telecommunication, etc.          |       | 4,239.03     | 296,732      | 366,769      |  |
| Stationery, printing, advertisements, etc.       |       | -            | -            | _            |  |
| Auditors' fees                                   |       | -            | -            | -            |  |
| Depreciation and repair of Bank's assets         |       | -            | -            | -            |  |
| Other expenses                                   |       |              | -            | 229,174      |  |
| Total operating expenses (B)                     |       | 5,321.11     | 372,478      | 695,727      |  |
| Profit before provision (C=A-B)                  |       | 562,853.98   | 39,399,778   | 45,906,209   |  |
| Provision for loans and advances                 |       |              |              |              |  |
| General provision                                |       | 99,042.93    | 6,933,005    | 35,343,216   |  |
| Specific provision                               |       |              | -            | -            |  |
|  |       | 99,042.93    | 6,933,005    | 35,343,216   |  |
| Provision for off-balance sheet items            |       | 48,814.00    | 3,416,980    | (165,976)    |  |
| Provision for diminution in value of investments |       | _            | -            | -            |  |
| Other provision                                  |       | _            | _            | _            |  |
| Total provision (D)                              |       | 147,856.93   | 10,349,985   | 35,177,240   |  |
| Total profit/(loss) (C-D)                        |       | 414,997.05   | 29,049,793   | 10,728,969   |  |
|  |       |              | -            |              |  |

## Off-shore Banking Unit Cash Flow Statement for the year ended 31 December 2011

|     |  | Amount          |                 |                |  |
|-----|--|-----------------|-----------------|----------------|--|
|     |  | 2011            |                 | 2010           |  |
|     |  | USD             | Taka            | Taka           |  |
| 4)  | Cash flows from operating activities                       |                 |                 |                |  |
|     | Interest receipts  | 602,879.30      | 42,201,556      | 63,536,03      |  |
|     | Interest payments  | (324,218.67)    | (22,695,307)    | (27,810,670    |  |
|     | Fees and commission receipts                               | 32,220.00       | 2,255,400       | 6,510,29       |  |
|     | Cash payment to employees                                  | -               | -               |                |  |
|     | Cash payment to suppliers                                  | (4,239.03)      | (296,732)       | (366,769       |  |
|     | Income tax paid  | -               | -               |                |  |
|     | Receipts from other operating activities                   | 65,090.12       | 4,556,308       | 4,366,27       |  |
|     | Payments for other operating activities                    | (1,082.09)      | (75,746)        | (328,958       |  |
|     | Cash generated from operating activities before changes in | 370,649.11      | 25,945,479      | 45,906,20      |  |
|     | operating assets and liabilities                           |                 |                 |                |  |
|     | Increase/(decrease) in operating assets and liabilities:   |                 |                 |                |  |
|     | Loans and advances to customers                            | 26,185,431.07   | 1,832,980,175   | (2,137,203,889 |  |
|     | Other assets   | -               | -               | (10,818,064    |  |
|     | Deposits from customers                                    | 4,523,159.52    | 316,621,163     | 31,325,82      |  |
|     | Trading liabilities  | (30,818,948.59) | (2,157,326,401) | 2,111,826,40   |  |
|     | Other liabilities  | (1,318,429.41)  | (92,290,059)    | 78,329,18      |  |
|     | L  | (1,428,787.40)  | (100,015,122)   | 73,459,46      |  |
|     | Net cash generated from/(used in) operating activities     | (1,058,137.77)  | (74,069,647)    | 119,365,66     |  |
| )   | Cash flows from investing activities                       |                 |                 |                |  |
|     | Investments of treasury bills and bonds                    | -               | -               |                |  |
|     | (Purchase)/sale of trading securities                      | _               | _               |                |  |
|     | Purchase of fixed assets                                   | _               | _               |                |  |
|     | Net cash from investing activities                         |                 | -               |                |  |
| ])  | Cash flows from financing activities                       | -               |                 |                |  |
|     | Transfer of profit to Head Office                          | (414,997.05)    | (29,049,793)    | 1,617,32       |  |
|     | Net cash generated from/(used in) financing activities     | (414,997.05)    | (29,049,793)    | 1,617,32       |  |
| ))  | Net increase in cash and cash equivalents (A+ B + C)       | (1,473,134.82)  | (103,119,436)   | 120,982,99     |  |
| )   | Effects of exchange rate changes on cash and cash          | -               | -               |                |  |
|     | equivalents  |                 |                 |                |  |
| )   | Cash and cash equivalents at beginning of the year         | 1,843,218.59    | 129,025,301     | 8,042,30       |  |
| 5)  | Cash and cash equivalents at end of the year (D+E+F)       | 370,083.77      | 25,905,865      | 129,025,30     |  |
| a   | h and cash equivalents at end of the year represents       |                 |                 |                |  |
| las | h in hand (including foreign currencies)                   | -               | -               |                |  |
|     | ance with Bangladesh Bank and its agent bank (including    | -               | -               |                |  |
|     | eign currencies)   |                 |                 |                |  |
|     | ance with other banks and financial institutions           | 370,083.71      | 25,905,860      | 129,025,30     |  |
| Ло  | ney at call and on short notice                            | -               | -               |                |  |
| riz | e bond   | _               | _               |                |  |
|     |  | 370,083.71      | 25,905,860      | 129,025,30     |  |

#### Off-shore Banking Unit

# Notes to the Financial Statements at and for the year ended 31 December 2011

#### 1 Status of the unit

Off-shore banking Unit ("the Unit") is a separate business unit of Bank Asia Limited, governed under the Rules and Guidelines of Bangladesh Bank. The Bank obtained the Off-shore banking unit permission vide letter no.BRPD(P-3)744(94)/2007-1853 dated 21 June 2007. The Bank commenced the operation of its Off-shore Banking Unit from 28 January 2008 and its office is located at Zone Service Complex, Chittagong Export Processing Zone, Chittagong.

#### 2 Significant accounting policies and basis of preparations

#### 2.1 Basis of preparation

The financial statements are prepared on the basis of a going concern and represent the financial performance and financial position of the OBU. The financial statements of the OBU are prepared in accordance with the Bank Companies Act 1991, in particular, Banking Regulation and Policy Department (BRPD) Circular No. 14 dated 25 June 2003, other Bangladesh Bank Circulars, Bangladesh Financial Reporting Standards (BFRSs) and other rules and regulations where necessary.

#### 2.2 Foreign currency

Items included in the financial statements of the Unit are measured using the currency of the primary economic environment in which the entity operates ("the functional currency"). The financial statements of the Unit are presented in US Dollar (USD) and Taka where USD is the functional currency and USD and Taka are the Unit's presentation currency.

#### 2.3 Loans and advances

- a) Loans and advances are stated in the balance sheet on gross basis.
- b) Interest is calculated on daily product basis, but charged and accounted for quarterly on accrual basis. Interest on classified loans and advances/investments is kept in interest suspense account as per BRPD circulars no. 16 of 1998, 9 of 2001 and 10 of 2005 and recognised as income on realisation. Interest is not charged on bad and loss loans and advances/investments as per guidelines of Bangladesh Bank. Records of such interest Amount are kept in separate memorandum accounts.
- c) Provision for loans and advances is made based on the arrear in equivalent month and reviewed by the management following instructions contained in Bangladesh Bank BRPD circulars no. 16 of 6 December 1998, 9 of 14 May 2001, 9 and 10 of 20 August 2005, 5 of 5 June 2006, 8 of 7 August 2007, 10 of 18 September 2007, 5 of 29 April 2008 and 32 of 27 October 2010.

#### 3 Balance with other banks and financial institutions

|                    |            | Amount                 |             |  |  |  |
|--------------------|------------|------------------------|-------------|--|--|--|
|                    | 2011 USD   | 2011 USD 2011Taka 2010 |             |  |  |  |
| In Bangladesh      | -          | -                      | -           |  |  |  |
| Outside Bangladesh | 370,083.71 | 25,905,860             | 129,025,301 |  |  |  |
|                    | 370,083.71 | 25,905,860             | 129,025,301 |  |  |  |

#### 4 Loans and advances

| Loans, cash credit, overdrafts etc. (Note 4.1) | 9,618,185.11 | 673,272,958 | 2,440,176,127 |
|--|--------------|-------------|---------------|
| Bills purchased and discounted (Note 4.2)      | 48,687.30    | 3,408,111   | 69,485,117    |
|  | 9,666,872.41 | 676,681,069 | 2,509,661,244 |

|  |          | Amount   |           |
|--|----------|----------|-----------|
|  |          |          |           |
|  | 2011 USD | 2011Taka | 2010 Taka |
|  |          |          |           |

#### 4.1 Loans, cash credit, overdrafts etc.

| 8,729,116.30 | 611,038,141 | 1,929,966,846              |
|--------------|-------------|----------------------------|
|              | -           | 11,043,346                 |
| 105,612.88   | 7,392,902   | 19,953,056                 |
|              | -           | 253,225,298                |
| 783,455.93   | 54,841,915  | 225,987,552                |
|              | -           | 30                         |
| 9,618,185.11 | 673,272,958 | 2,440,176,128              |
|              | 783,455.93  | - 105,612.88 7,392,902<br> |

#### 4.2 Bills purchased and discounted

| Payable in Bangladesh      | _         | _         | -          |
|----------------------------|-----------|-----------|------------|
| Payable outside Bangladesh | 48,687.30 | 3,408,111 | 69,485,117 |
|                            | 48,687.30 | 3,408,111 | 69,485,117 |

#### 5 Other assets

| Interest receivable | 235,356.91 | 16,474,979 | 21,769,469 |
|---------------------|------------|------------|------------|
|                     | 235,356.91 | 16,474,979 | 21,769,469 |

#### 6 Borrowings from other banks, financial institutions and agents

| Borrowing from Bangladesh Bank         | 4,100,000.00 | 287,000,000 | 1,357,926,401 |
|--|--------------|-------------|---------------|
| Borrowing from corporate office, Dhaka |              | -           | 1,086,400,000 |
|  | 4,100,000.00 | 287,000,000 | 2,444,326,401 |

#### 7 Deposits and other accounts

| Bank deposits                                   | -            | -           | -          |
|---|--------------|-------------|------------|
| Customer deposits and other accounts (Note 7.1) | 5,588,112.43 | 391,167,870 | 74,546,707 |
|   | 5,588,112.43 | 391,167,870 | 74,546,707 |

#### 7.1 Customer deposits and other accounts

| 1,462,275.31 | 102,359,272                | 54,097,513   |
|--------------|----------------------------|--|
| 155,945.77   | 10,916,204                 | 20,449,194   |
| 3,969,891.35 | 277,892,395                |  |
| _            | _                          | _  |
| 5,588,112.43 | 391,167,870                | 74,546,707   |
|              | 155,945.77<br>3,969,891.35 | 155,945.77         10,916,204           3,969,891.35         277,892,395 |

#### 8 Other liabilities

| Provision for off balance sheet items48,814.003,416,980(165,97Due to Head OfficeInterest payable-2,093,26Branch adjustment account-92,363,03Accrued expense payable-49,00Interest suspense account10,366.30725,641Adjustment account credit balance8,110.50567,735200,97 |                                       |            |            |             |
|--|---------------------------------------|------------|------------|-------------|
| Due to Head Office-Interest payable-Branch adjustment account-Accrued expense payable-Interest suspense account10,366.30Adjustment account credit balance8,110.50567,735200,97   | Provision for loans and advances      | 99,042.93  | 6,933,005  | 35,343,216  |
| Interest payable-2,093,26Branch adjustment account-92,363,03Accrued expense payable-49,00Interest suspense account10,366.30725,641Adjustment account credit balance8,110.50567,735   | Provision for off balance sheet items | 48,814.00  | 3,416,980  | (165,976)   |
| Branch adjustment account92,363,03Accrued expense payable-Interest suspense account10,366.30Adjustment account credit balance8,110.50567,735200,95   | Due to Head Office                    | _          | -          | -           |
| Accrued expense payable-49,00Interest suspense account10,366.30725,641970,42Adjustment account credit balance8,110.50567,735200,92   | Interest payable                      |            | -          | 2,093,262   |
| Interest suspense account         10,366.30         725,641         970,42           Adjustment account credit balance         8,110.50         567,735         200,92   | Branch adjustment account             |            | _          | 92,363,038  |
| Adjustment account credit balance8,110.50567,735200,97   | Accrued expense payable               |            | -          | 49,000      |
| · · · · · · · · · · · · · · · · · · ·  | Interest suspense account             | 10,366.30  | 725,641    | 970,426     |
| 166,333.73 11,643,361 130,853,95   | Adjustment account credit balance     | 8,110.50   | 567,735    | 200,971     |
|  |                                       | 166,333.73 | 11,643,361 | 130,853,937 |

|          |  | Amount       |             |            |
|----------|--|--------------|-------------|------------|
|          |  | 2011 USD     | 2011Taka    | 2010 Taka  |
| B        | Bills for collection:                                |              |             |            |
|          |  | 759,428.00   | 53,159,960  |            |
| A        | Acceptances and endorsements                         |              |             |            |
| L        | etters of credit (Back to Back)                      | 2,186,782.00 | 153,074,740 | 119,710,22 |
| L        | etters of credit (Acceptances)                       | -            | -           |            |
|          |  | 2,186,782.00 | 153,074,740 | 119,710,22 |
| L        | ess: Margin  |              |             |            |
|          |  | 2,186,782.00 | 153,074,740 | 119,710,22 |
| h        | rrevocable letters of credit                         |              |             |            |
| L        | etters of credit (Back to Back)                      | 1,935,190.00 | 135,463,300 | 66,199,49  |
| L        | etters of credit (cash)                              |              | -           | 16,559,06  |
|          |  | 1,935,190.00 | 135,463,300 | 82,758,55  |
| L        | ess: Margin  |              |             | 1,871,10   |
|          |  | 1,935,190.00 | 135,463,300 | 80,887,45  |
| h        | nterest income                                       |              |             |            |
| Ľ        | Demand loan  | _            | _           |            |
| P        | Packing credit                                       | 4,570.45     | 319,932     | 1,102,41   |
| C        | Dverdraft  | 155,179.16   | 10,862,541  | 10,712,68  |
| L        | oan against trust receipt                            | 165,472.71   | 11,583,089  | 10,368,06  |
| P        | ayment against documents                             | 262.99       | 18,409      | 89,66      |
| T        | erm loan - industrial                                | 12,881.23    | 901,686     | 1,499,98   |
| F        | oreign bill purchased                                | 499,869.68   | 34,990,878  | 39,763,22  |
|          |  | 838,236.22   | 58,676,535  | 63,536,03  |
|          | nterest paid on deposits and borrowings etc.         |              |             |            |
|          |  |              |             |            |
|          | nterest on deposit                                   | -            | _           |            |
|          | nterest on borrowings :                              | 267 274 24   | 25 715 007  | 77 010 17  |
|          | ocal banks including Bangladesh Bank<br>oreign banks | 367,371.24   | 25,715,987  | 27,810,67  |
| <u> </u> |  | 367,371.24   |             | 27,810,67  |

| Commission on remittance | 3,644.83  | 255,138   | 326,582   |
|--------------------------|-----------|-----------|-----------|
| Commission on L/C        | 28,575.17 | 2,000,262 | 6,183,715 |
|                          | 32,220.00 | 2,255,400 | 6,510,297 |

#### 15 Other operating income

| Postage charge recovery |           | -         | 301,000   |
|-------------------------|-----------|-----------|-----------|
| SWIFT Charge recovery   | 24,125.00 | 1,688,750 | 1,037,050 |
| Other                   | 40,965.12 | 2,867,558 | 3,028,222 |
|                         | 65,090.12 | 4,556,308 | 4,366,272 |

Auditors' Report to the Shareholders of Bank Asia Securities Limited

# Statement of outstanding unreconciled entries (nostro account) as at 31 December 2011

| ī |  |     | As per local book | cal book |                       |     | As per correspondents' book | ondents' l | book                  |
|---|--|-----|-------------------|----------|-----------------------|-----|-----------------------------|------------|-----------------------|
|   | Period of unreconciliation                 | De  | Debit entries     | Cre      | <b>Credit entries</b> | ð   | Debit entries               | Cre        | <b>Credit entries</b> |
| į |  | No. | USD               | No.      | USD                   | No. | USD                         | No.        | USD                   |
| - | Upto 3 months                              | 14  | 1,251,096         | 58       | 2,070,901             | 26  | 5,915,224                   | 196        | 5,876,210             |
| 2 | More than 3 months but less than 6 months  | 1   | 1                 | I        | 1                     | I   | I                           | I          | 1                     |
| £ | More than 6 months but less than 9 months  | I   | 1                 | I        | 1                     | I   | I                           | I          | 1                     |
| 4 | More than 9 months but less than 12 months | 1   | 1                 | I        | 1                     | 1   | I                           | I          | 1                     |
| 5 | More than 12 months                        | 1   | 1                 | I        | 1                     | 1   | I                           | I          | 1                     |
|   | Total                                      | 14  | 1,251,096         | 58       | 2,070,901             | 26  | 5,915,224                   | 196        | 5,876,210             |

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102,607,422

# Reconciliation between Bangladesh Bank statement and Bank's book

The reconciling items relates to clearing of the following:

- a. Bangladesh Bank cheques
- b. Foreign currency demand drafts
- c. Government bonds

| Local currency :                                    | "As per<br>Bangladesh<br>Bank Statement"<br>BDT | "As per Bank's<br>General ledger "<br>BDT | Reconciling<br>Difference<br>BDT |
|---|---|---|----------------------------------|
| Bangladesh Bank, Dhaka                              | 5,420,847,646                                   | 5,523,060,356                             | 102,212,710                      |
| Bangladesh Bank, Dhaka (Al-wadeeah current account) | 139,896,836                                     | 139,896,836                               | -                                |
| Bangladesh Bank, Chittagong                         | 42,955,893                                      | 43,386,913                                | 431,020                          |
| Bangladesh Bank, Sylhet                             | 2,462,998                                       | 2,431,488                                 | (31,510)                         |
| Bangladesh Bank, Khulna                             | 7,128,270                                       | 7,128,464                                 | 194                              |
| Bangladesh Bank, Rajshahi                           | 1,412,884                                       | 1,407,884                                 | (5,000)                          |
| Bangladesh Bank, Bogra                              | 848,720   | 848,727                                   | 7                                |
| Total   | 5,615,553,246                                   | 5,718,160,668                             | 102,607,422                      |
| Bank credited but not debited by Bangladesh Bank    |   |   | (46,199,112)                     |
| Bank debited but not credited by Bangladesh Bank    |   |   | 94,600,000                       |
| Bangladesh Bank credited but not debited by Bank    |   |   | (150,010)                        |
| Bangladesh Bank debited but not credited by Bank    |   |   | 54,356,544                       |

| Foreign currency:                               | As per<br>angladesh Bank<br>statement | As per Bank's g | eneral ledger | Reconciling<br>difference |
|---|---------------------------------------|-----------------|---------------|---------------------------|
|   | USD                                   | USD             | BDT           | USD                       |
| USD Clearing account                            | 4,910,063.26                          | 3,873,259.89    | 271,128,193   | 1,036,803.37              |
| Total   | 4,910,063.26                          | 3,873,259.89    | 271,128,193   | 1,036,803.37              |
| Bank credited but not debited by Bangladesh Ban | ık                                    |                 |               | 13,401,489.24             |
| Bank debited but not credited by Bangladesh Ban | ık                                    |                 |               | (1,917.97)                |
| Bangladesh Bank credited but not debited by Ban | nk                                    |                 |               | 1,330,784.75              |
| Bangladesh Bank debited but not credited by Ban | ık                                    |                 |               | (13,693,552.65)           |
|   |                                       |                 |               | 1,036,803.37              |

| Foreign currency:                           | As per<br>Bangladesh Bank<br>statement | As per Bank's ge | neral ledger | Reconciling<br>difference |
|---|--|------------------|--------------|---------------------------|
|   | GBP                                    | GBP              | BDT          | GBP                       |
| GBP Clearing account                        | 2,398.58                               | 2,192.09         | 284,972      | 206.49                    |
| Total                                       | 2,398.58                               | 2,192.09         | 284,972      | 206.49                    |
| Bank credited but not debited by Bangladesh | Bank                                   |                  |              | 214.14                    |
| Bank debited but not credited by Bangladesh | n Bank                                 |                  |              | (8.62)                    |
| Bangladesh Bank credited but not debited by | / Bank                                 |                  |              | 0.97                      |
| Bangladesh Bank debited but not credited by | / Bank                                 |                  |              | -                         |
|   |  |                  |              | 206.49                    |

| Foreign currency:                           | As per<br>Bangladesh Bank<br>statement | As per Bank's g | eneral ledger | Reconciling<br>difference |
|---|--|-----------------|---------------|---------------------------|
|   | EUR                                    | EUR             | BDT           | EUR                       |
| EUR Clearing account                        | 21,450.52                              | 21,537.59       | 1,938,383     | (87.07)                   |
| Total                                       | 21,450.52                              | 21,537.59       | 1,938,383     | (87.07)                   |
| Bank credited but not debited by Bangladesh | Bank                                   |                 |               | -                         |
| Bank debited but not credited by Bangladesh | n Bank                                 |                 |               | (105.04)                  |
| Bangladesh Bank credited but not debited by | / Bank                                 |                 |               | 17.97                     |
| Bangladesh Bank debited but not credited by | / Bank                                 |                 |               | -                         |
|   |  |                 |               | (87.07)                   |

| Foreign currency:    | As per<br>Bangladesh Bank<br>statement | As per Bank's | general ledger | Reconciling<br>difference |
|----------------------|--|---------------|----------------|---------------------------|
|                      | JPY                                    | JPY           | BDT            | JPY                       |
| JPY Clearing account | 45,238                                 | 45,238        | 24,881         | -                         |
|                      | 45,238                                 | 45,238        | 24,881         | -                         |
| Total(BDT)           |  |               | 5,991,537,096  |                           |

The Bank reports its operations under the following buiness segments as per Bangladesh Financial Reporting Standards (BFRS) 8 "Operating segment"

| Particulars   | Convetional<br>Banking | Off-shore<br>Banking unit | Islamic Banking | BA Securities<br>Ltd. | BA Exchange<br>(UK) | Total           |
|---|------------------------|---------------------------|-----------------|-----------------------|---------------------|-----------------|
| Income  | 6,764,777,390          | 39,772,256                | 155,468,950     | 246,685,539           | 4,369,300           | 7,211,073,435   |
| Less: Inter segmental income                                  | (381,001,724)          |                           |                 |                       |                     | (381,001,724)   |
| Total income  | 6,383,775,666          | 39,772,256                | 155,468,950     | 246,685,539           | 4,369,300           | 6,830,071,711   |
| Operating Profit (Profit before unallocated expenses and tax) | 6,383,775,666          | 39,772,256                | 155,468,950     | 246,685,539           | 4,369,300           | 6,830,071,711   |
| Allocated expense   | (2,494,763,577)        | (372,478)                 | (41,911,677)    | (49,590,007)          | (24,548,549)        | (2,611,186,288) |
| Provision against loans and advances                          | (599,412,439)          | (10,349,985)              | I               | I                     | I                   | (609,762,424)   |
| Profit/ (loss) before tax                                     | 3,289,599,650          | 29,049,793                | 113,557,273     | 197,095,533           | (20,179,249)        | 3,609,122,999   |
| Income tax including deffared tax                             | (1,515,992,334)        | I                         | I               | (54,812,943)          | I                   | (1,570,805,277) |
| Net profit  | 1,773,607,316          | 29,049,793                | 113,557,273     | 142,282,590           | (20,179,249)        | 2,038,317,722   |
| Segment assets  | 112,392,775,657        | 719,061,913               | 4,141,580,436   | 869,381,195           | 20,708,165          | 118,143,507,366 |
| Segment liabilities   | 112,392,775,657        | 719,061,913               | 4,141,580,436   | 869,381,195           | 20,708,165          | 118,143,507,366 |

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# Auditors' Report to the Shareholders of Bank Asia Securities Limited

We have audited the accompanying financial statements of Bank Asia Securities Limited (the Company) namely, Statement of Financial Position (Balance Sheet) as at 31 December 2011, Statement of Comprehensive Income (Profit and Loss Statement), Statement of Cash Flows, Statement of Changes in Equity and notes thereto for the period from 17 April 2011 to 31 December 2011 as prepared and produced to us by the management of the Company for our examination in due conformance with generally accepted accounting principles and procedures and Bangladesh Accounting Standards as applicable to the Company. Preparation of these financial statements including notes thereto is the responsibility of Company's management. Our responsibility is to express an independent opinion on these financial statements based on our audit.

We conducted our audit in accordance with Bangladesh Standards on Auditing. Those standards required that we plan and perform the audit to obtain a reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the Amount and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall presentation of financial statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements, prepared in accordance with Bangladesh Accounting Standards, give a true and fair view of the state of the Company's affairs at 31 December 2011 and comply with the requirements of Securities and Exchange Commission Regulations Act 1996 and other applicable laws and regulations.

We also report that:

- (i) 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 and made due verification thereof;
- (ii) our examination and checking of relevant financial records, books of account, schedules and details were sufficient to enable us to form an informed and assessed opinion on the authenticity and accuracy of the said financial statements;
- (iii) proper books of account as required by law have been kept by the management of the Company so far as it appeared from our examination of those books;
- (iv) the Company's financial statements dealt with by the report are in agreement with the books of account maintained by the Company; and
- (v) the expenditure incurred and payments made were for the purposes of the Company's business during the year.

F AHMED & CC

Chartered Accountants House 25, Road 13A, Block D Banani, Dhaka 1213, Bangladesh Dated, 26 January 2012

#### Statement of Financial Position

Annex N-1

Balance Sheet as at 31 December 2011

|  | Notes | Amount in Taka<br>at 31 Dec 2011 |
|--|-------|----------------------------------|
| Non-Current Assets                     |       |                                  |
| Property, plant and equipment          | 4     | 17,272,329                       |
| Membership of Dhaka Stock Exchange Ltd |       | 153,119,000                      |
| Pre-operating Expenses                 | 5     | 3,941,620                        |
| Total non- current assets              |       | 174,332,949                      |
| Current Assets                         |       |                                  |
| Advances, deposits and prepayments     |       | 60,000                           |
| Loans and advances                     | 6     | 4,402,311,765                    |
| Accounts receivable                    | 7     | 35,261,027                       |
| Advance income tax                     | 8     | 35,554,463                       |
| Cash and cash equivalents              | 9     | 101,077,495                      |
| Total current assets                   |       | 4,574,264,750                    |
| Total assets                           |       | 4,748,597,699                    |
| Equity                                 |       |                                  |
| Share capital                          | 10    | 450,000,000                      |
| Retained earnings                      |       | 142,282,590                      |
| Shareholders' equity                   |       | 592,282,590                      |
| Current Liabilities                    |       |                                  |
| Customer deposits                      | 11    | 95,826,867                       |
| Loans and borrowings                   | 12    | 3,879,216,504                    |
| Accounts payable                       | 13    | 118,532,157                      |
| Liability for expenses                 | 14    | 7,926,638                        |
| Provision for taxation                 | 15    | 54,812,943                       |
| Total current liabilities              |       | 4,156,315,109                    |
| Total equity and liabilities           |       | 4,748,597,699                    |

See annexed notes, for Bank Asia Securities Limited

Arghin Hung. Chairman

Signed in terms of our report of even date annexed

S. F. AHMED & CO Chartered Accountants



Chief Executive Officer

#### Statement of Comprehensive Income

## Profit and Loss Statement for the period from 17 April 2011 to 31 December 2011

|   | Notes | Amount in Taka<br>year ended 31<br>Dec 2011 |
|---|-------|---|
| Brokerage commission                      |       | 128,418,373                                 |
| Interest income                           | 16    | 490,108,634                                 |
| Interest expense                          | 17    | (381,001,724)                               |
| Net interest income                       |       | 109,106,910                                 |
| Other operating income                    | 18    | 9,160,256                                   |
| Total operating income                    |       | 246,685,539                                 |
| Operating expenses                        | 19    | (49,590,007)                                |
| Operating profit                          |       | 197,095,533                                 |
| Profit before income tax                  |       | 197,095,533                                 |
| Income tax expense                        | 15    | (54,812,943)                                |
| Profit after tax                          |       | 142,282,590                                 |
| Other comprehensive income                |       | -   |
| Total comprehensive income for the period |       | 142,282,590                                 |

See annexed notes. for Bank Asia Securities Limited

Arg. Am Hung Chairman

Signed in terms of our report of even date annexed

S. F. AHMED & CO Chartered Accountants



Chief Executive Officer

# Statement of Cash Flows for the period from 17 April 2011 to 31 December 2011

|    |  | Amount in Taka<br>year ended 31<br>Dec 2011 |
|----|--|---|
| A. | Cash Flows from Operating Activities                         |   |
|    | Net profit before tax  | 197,095,533                                 |
|    | Adjustments to net profit for non-cash items:                | -   |
|    | Depreciation   | 4,318,082                                   |
|    | Amortisation of pre-operating expenses                       | 985,405                                     |
|    | Changes in working capital                                   | _   |
|    | (Increase)/decrease in current assets                        | _   |
|    | Loans and advances   | (4,402,311,765)                             |
|    | Accounts receivable  | (35,261,027)                                |
|    | Advances, deposits and prepayments                           | (60,000)                                    |
|    | Increase/(decrease) in current liabilities                   |   |
|    | Customer deposits  | 95,826,867                                  |
|    | Loans and borrowings   | 3,879,216,504                               |
|    | Accounts payable   | 118,532,157                                 |
|    | Liability for expenses                                       | 7,926,638                                   |
|    | Income tax paid  | (35,554,463)                                |
|    | Net Cash from Operating Activities                           | (169,286,069)                               |
| В. | Cash Flows from Investing Activities                         |   |
|    | Acquisition of property, plant and equipment                 | (21,590,411)                                |
|    | Membership of DSE  | (153,119,000)                               |
|    | Increase in pre-operating expenses                           | (4,927,025)                                 |
|    | Net Cash Used in Investing Activities                        | (179,636,436)                               |
| C. | Cash Flows from Financing Activities                         |   |
|    | Increase in share capital                                    | 450,000,000                                 |
|    | Net Cash Used in Financing Activities                        | 450,000,000                                 |
| D. | Net increase/(decrease) in cash and cash equivalents (A+B+C) | 101,077,495                                 |
| E. | Opening cash and cash equivalents                            | _   |
| F. | Closing cash and cash equivalents                            | 101,077,495                                 |

for Bank Asia Securities Limited

Arg. Am Huny, Chairman

Signed in terms of our report of even date annexed

stem 2

S. F. AHMED & CO Chartered Accountants

Director

Secret

Chief Executive Officer

# Statement of Changes in Equity for the period from 17 April 2011 to 31 December 2011

| Particulars                    | " Share<br>capital " | " Share<br>premium " | " Retained<br>earnings " | Amount in Taka<br>Total |
|--------------------------------|----------------------|----------------------|--------------------------|-------------------------|
| Opening balance                | -                    | -                    | -                        | -                       |
| Issue during the period        | 450,000,000          | _                    | _                        | 450,000,000             |
| Net profit for the period 2011 | _                    | _                    | 142,282,590              | 142,282,590             |
| Closing balance                | 450,000,000          | -                    | 142,282,590              | 592,282,590             |

for Bank Asia Securities Limited

Arg. A. Buy. Chairman

Director

Secon Chief Executive Officer

Signed in terms of our report of even date annexed

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S. F. AHMED & CO Chartered Accountants

# Notes to financial statements for the period from 17 April 2011 to 31 December 2011

#### 1. Reporting entity

"Bank Asia Securities Limited (the Company), a fully owned subsidiary company of Bank Asia Limited was incorporated as a private limited company in Bangladesh on 04 August 2010 bearing certificate of incorporation no. C-86230/10 dated 04 August 2010 under the Companies Act 1994 having its registered office at Hadi Mansion, (7th floor), 2 Dilkusha Commercial Area, Dhaka 1000 which has commenced its business on the 17 April 2011. The main objective of the company is to act as a full fledged stock broker and stock dealer to execute buy and sell order and to maintain own portfolio as well as customers portfolio under the discretion of customers. The company also performs the other activities relates to capital market as and when regulators permits the company to carry out activities as per their guidelines.

#### 2. Basis of preparation

#### 2.1 Statement of compliance

The financial statements of the Company are prepared on a going concern basis under historical cost conversion in accordance with generally accepted accounting principles following Bangladesh Financial Reporting Standards (BFRS)/Bangladesh Accounting Standards (BAS). Wherever appropriate, such principles are explained in succeeding notes.

#### 2.2 Functional and presentational currency

The financial statements are presented in Bangladesh Taka, which is the Company's functional currency.

#### 2.3 Use of estimates and judgments

The preparation of financial statements in conformity with BFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported Amount of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are reviewed on an ongoing basis. Revisions to accounting estimate is revised and in any future periods affected.

#### 3. Significant accounting policies

The accounting policies set out below have been applied consistently to all periods presented in these financial statements. Certain comparative Amount have been reclassified to conform with the current year's presentation.

#### 3.1 Interest income

Interest income on STD and margin loan account is recognised when the respective banks credited on accounts.

#### 3.2 Income from brokerage commission

Income from brokerage is recognised on daily basis in the Statement of Comprehensive Income after receiving the trading note of securities transacted from Dhaka Stock Exchange Limited, at which point performance is assured to be completed.

#### 3.3 Statement of Cash Flows

Statement of Cash Flows has been prepared as per Bangladesh Accounting Standard BAS 7 under indirect method.

#### 3.4 Property, plant and equipment

Items of property, plant and equipment, are measured at cost less accumulated depreciation and impairment losses, as per BAS 16: Property, Plant and Equipment. Cost includes expenditures that are directly attributable to the acquisition of the asset

#### Subsequent costs

The cost of replacing part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company and its cost can be measured reliably. The cost of day-to-day servicing items of property, plant and equipment are expensed when incurred.

#### Depreciation

Depreciation on property, plant and equipment was charged applying straight-line method. Full year's depreciation is charged on items of property, plant and equipment those are acquired during the year and no depreciation is charged on the items in the year of disposal. Rates of depreciation on various items of property, plant and equipment considering the useful lives of assets are as follows:

| Asset category           | Rate of<br>depreciation (%) |
|--------------------------|-----------------------------|
| Computer and accessories | 20                          |
| Furniture and fixtures   | 20                          |
| Office equipment         | 20                          |
| Office renovation        | 20                          |
| Details are in Annex I.  |                             |

#### 3.5 Intangible assets

Computer software:

Computer software acquired by the Company which have finite useful lives are measured at cost less accumulated amortisation.

#### Subsequent costs:

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is recognised in profit or loss.

#### Amortisation of intangible assets:

Computer software are amortised @ 20% per annum in a straight-line method.

#### 4. Property, Plant and Equipment

| Opening balance                          | -          |
|--|------------|
| Add: Additions                           | 21,590,411 |
| Less: Adjustment /Disposal               | -          |
| Less: Depreciation charge for the period | 4,318,082  |
| Closing balance                          | 17,272,329 |

#### 5. Pre-operating Expenses

These represent the following expenses which are being charged to Statement of Comprehensive Income @ 20% per annum ie, the expenses are to be amortised over 5 years equally with effect from the year 2011.

|                                    | Amount in Taka<br>Total |
|------------------------------------|-------------------------|
| Pre-operating Expenses             | 4,927,025               |
| Less: Amortisation during the year | 985,405                 |
|                                    | 3,941,620               |
|                                    | 4,402,311,765           |

#### 6. Margin loans to customers

The portfolio management department extends margin loan facilities to customers trading on the secondary capital market in Bangladesh. Margin loans are extended on a ratio based on the equity invested by individual customers. The ratio during the period 1:2 based on directives issued by the Securities and Exchange Commission.

#### 7. Accounts receivable

| Receivable from Dhaka Stock Exchange Ltd | 29,145,993 |
|--|------------|
| Receivable from clients                  | 5,520,034  |
| Cheques in hand                          | 595,000    |
|  | 35,261,027 |

#### 8. Advance income tax

| Paid  | 7,000,000  |
|---|------------|
| Intome tax withheld from brokerage commission | 26,723,141 |
| Income tax withheld on bank interest          | 1,831,322  |
|   | 35,554,463 |

#### 9. Cash and cash equivalents

| Cash in hand                          | 12,469      |
|---------------------------------------|-------------|
|                                       |             |
| Bank balances with:                   |             |
| Bank Asia Limited                     | 5,605,409   |
| One Bank Limited                      | 10,459,617  |
| Fixed deposits with Bank Asia Limited | 85,000,000  |
|                                       | 101,077,495 |

The interest rates applicable on such fixed deposits is @ 12% during the period.

#### 10. Share capital

| Authorised :                                |               |
|---|---------------|
| 20,000,000 ordinary shares of Taka 100 each | 2,000,000,000 |
| Issued, subscribed and paid up:             |               |
| 4,500,000 ordinary shares of Taka 100 each  | 450,000,000   |

The Company's shareholding position as at 31 December date was as follows:

|                     |                     | year endeo      | Amount in Taka<br>year ended 31<br>Dec 2011 |
|---------------------|---------------------|-----------------|---|
| Name of shareholder | Number of<br>shares | % of<br>holding | Value/Taka                                  |
| Bank Asia Limited   | 4,499,900           | 99.99778        | 449,990,000                                 |
| Anisur Rahman Sinha | 100                 | 0.002222        | 10,000                                      |
|                     | 4,500,000           | 100             | 450,000,000                                 |

#### 11. Customer deposits

| Deposits | 95,826,867 |
|----------|------------|
|          |            |
|          |            |

Customer deposits represents un-invested funds lying in the Company's account at the reporting date.

#### 12. Loans and borrowings

This note provides information about the Company's interest bearing loans and borrowings which are measured at amortised cost.

| Bank Asia Limited | 3,879,216,504 |
|-------------------|---------------|
|                   | 3,879,216,504 |

This overdraft facility has been taken from Bank Asia Limited, Dhaka vide its facility advice letter dated 09 May 2011. Maximum limit of the facility is Taka 3885.73 million at an interest @ 13.5% to 14.5% per annum.

#### 13. Accounts payable

| Bank Asia Limited                     | 117,397,136 |
|---------------------------------------|-------------|
| Witholding VAT on supplies' payments  | 478,247     |
| Withholding tax on supplies' payments | 52,410      |
| Security for server                   | 91,750      |
| Dhaka Stock Exchange Ltd              | 512,614     |
|                                       | 118,532,157 |

#### 14. Liabilities for expenses

| Office rent             | 769,425   |
|-------------------------|-----------|
| Telephone               | 39,548    |
| Repair and maintenance  | 222,678   |
| Plantation              | 30,000    |
| CDBL charges            | 6,394,865 |
| Utlities                | 45,790    |
| Salaries and allowances | 345,098   |
| Audit fees              | 78,534    |
| Others                  | 700       |
|                         | 7,926,638 |

|  |  | Amount in Taka |
|--|--|----------------|
|  |  | year ended 31  |
|  |  | Dec 2011       |

#### 15. Provision for Corporate Income Tax

Provision for corporate income tax was made following applicable tax laws. Income tax as withheld from the transactions of traded securities @ 0.05%/0.10% under section 53BBB is the final tax liability of the Company under section 82C(2) (k) of Income Tax Ordinance 1984.

#### 16. Interest income

| Income from fixed deposits | 18,313,228  |
|----------------------------|-------------|
| Income from bank deposits  | 529,313     |
| Income from margin loan    | 471,266,093 |
|                            | 490,108,634 |

#### 17. Interest expense

| Interest on loan            | 376,689,578 |
|-----------------------------|-------------|
| Bank charges and commission | 4,312,146   |
|                             | 381,001,724 |

#### 18. Other operating income

| BO account opening fees        | 93,000     |
|--------------------------------|------------|
| BO account maintenance charges | 1,103,000  |
| Income from CDBL               | 7,917,416  |
| Others                         | 8,127,621  |
|                                | 17,241,037 |
| Less: CDBL charges             | 8,080,781  |
|                                | 9,160,256  |

#### 19. Operating expenses

| 1,331,652<br>6,786,251 |
|------------------------|
|                        |
|                        |
| 21,402,877             |
| 5,927,970              |
| 1,114,328              |
| 1,753,658              |
| 278,450                |
| 474,215                |
| 123,744                |
| 110,646                |
|                        |

|  | Amount in Taka<br>year ended 31<br>Dec 2011 |
|--|---|
| Internet charges                       | 1,751,077                                   |
| Depreciation                           | 4,318,082                                   |
| Amortisation of pre-operating expenses | 985,405                                     |
| License and renewal fees               | 16,897                                      |
| Professional fees                      | 3,343                                       |
| Conveyance                             | 87,575                                      |
| Telephone                              | 260,000                                     |
| Newspaper                              | 12,485                                      |
| Service charges                        | 1,950,933                                   |
| Plantation                             | 123,190                                     |
| Cleaning expenses                      | 476,904                                     |
| Fuel and oil                           | 160,040                                     |
| Audit fees                             | 78,534                                      |
| Directors' remuneration                | 51,750                                      |
| Others                                 | 10,000                                      |
|  | 49,590,007                                  |

#### 20. Others

20.1 Figures in these notes and in the annexed financial statements have been rounded off to the nearest Taka.

20.2 These notes from an integral part of the annexed financial statements and accordingly are to be read in conjunction therewith.

Arg. Am Huy. Chairman



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Chief Executive Officer

Signed in terms of our report of even date annexed

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S. F. AHMED & CO Chartered Accountants

Annex I

|                                    |                       | Cost  | ţ                           |                             |          |                       | Depreciation             | ntion  |                            | "Written down            |
|------------------------------------|-----------------------|---|-----------------------------|-----------------------------|----------|-----------------------|--------------------------|--|----------------------------|--------------------------|
| Particulars                        | " At 17 Apr<br>2011 " | " At 17 Apr Addition during 2011 " the period | Adjustment<br>for /disposal | " Total at 31<br>Dec 2011 " | Rate (%) | " At 17 Apr<br>2011 " | Charge for<br>the period | "At 17 Apr Charge for Adjustment/<br>2011" the period Disposal | "Total at<br>31 Dec 2011 " | value at<br>31 Dec 2011" |
|                                    |                       |   |                             |                             |          |                       |                          |  |                            |                          |
| Computer and accessories           | I                     | 5,277,083                                     | 1                           | 5,277,083                   | 20       | I                     | 1,055,417                | I  | 1,055,417                  | 4,221,666                |
| <sup>-</sup> urniture and fixtures | 1                     | 2,915,764                                     | 1                           | 2,915,764                   | 20       | I                     | 583,153                  | 1  | 583,153                    |                          |
| Office equipment                   | 1                     | 4,942,425                                     | 1                           | 4,942,425                   | 20       | I                     | 988,485                  | 1  | 988,485                    | 3,953,940                |
| Office renovation                  | 1                     | 7,409,499                                     | 1                           | 7,409,499                   | 20       | 1                     | 1,481,900                | 1  | 1,481,900                  | 5,927,599                |
| Computer software                  | 1                     | 1,045,640                                     | I                           | 1,045,640                   | 20       | I                     | 209,128                  | 1  | 209,128                    | 836,512                  |
| Total at 31 Dec 2011               |                       | 21,590,411                                    |                             | 21,590,411                  |          | 1                     | 4,318,082                |  | 4,318,082                  | 17,272,329               |

Annex O

Registered number: 07314397

### BA EXCHANGE COMPANY (UK) LIMITED

# A Subsidiary of Bank Asia Limited

Directors' report and financial statements

for the period ended December 31, 2011

|                   | Company Information  |
|-------------------|--|
| DIRECTORS         | A R Chowdhury (appointed July 14, 2010)<br>E U Ahmed (appointed July 14, 2010 & resigned January 25, 2012)<br>Md Mehmood Husain (appointed January 25, 2012) |
| COMPANY NUMBER    | 07314397   |
| REGISTERED OFFICE | 1339 High Road<br>London<br>N20 9HR  |
| TRADING ADDRESS   | 125 W hitechapel Road<br>London<br>E1 1DT  |
| AUDITORS          | Green & Peter<br>Chartered Accountants & Registered Auditors<br>The Limes<br>1339 High Road<br>Wh etstone<br>London<br>N20 9HR                               |

#### Directors' report for the period ended December 31, 2011

The directors present their report and the financial statements for the period ended December 31, 2011 .

#### DIRECTORS' RESPONSIBILITIES STATEMENT

The directors are responsible for preparing the Directors' report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under that law the directors have elected to prepare the financial statements in accordance with United Kingdom G enerally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business .

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### PRINCIPAL ACTIVITIES`

The Company 's principal activity was the provision of money remittance services and related services.

#### DIRECTORS

The directors who served during the period were:

A R Chowdhury (appointed July 14, 2010) E U Ahmed (appointed July 14, 2010 & resigned January 25, 2012)

PRINCIPAL RISKS AND UNCERTAINTIES

#### Risk 1

The Company's business is subject the immigration policy of the UK government, in relation to existing student and future migration policies.

#### Risk 2

The demand for the Company's business is subject to the conversion rate of the Bangladeshi Taka and also to the general investment platform and economy in Bangladesh which has in recent years been driving larger amounts of inward Taka remittance in addition to the funds remitted for family spport.

Directors' report for the period ended December 31, 2011

#### PROVISION OF INFORMATION TO AUDITORS

Each of the persons who are directors at the time when this Directors' report is approved has confirmed that:

- so far as that director is aware, there is no relevant audit information of which the company's auditors are unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any information needed by the company's auditors in connection with preparing their report and to establish that the company's auditors are aware of that information.

#### AUDITORS

Under section 487(2) of the Companies Act 2006, Green & Peter will be deemed to have been reappointed as auditors 28 days after these financial statements were sent to members or 28 days after the latest date prescribed for filing the accounts with the registrar, whichever is earlier.

In preparing this report, the directors have taken advantage of the small companies exemptions provided by section 415A of the Companies Act 2006  $\,$ .

This report was approved by the board on March 1, 2012 and signed on its behalf.

A R Chowdhury

A R Chowal Director

#### Independent auditor's r eport to the shareholders of BA Exchange Company (UK) Limited

We have audited the financial statements of BA Exchange Company (UK) Limited for the period ended December 31, 2011, set out on pages 5 to 10. The financial reporting framework that has been applied in their preparation is applicable law and the Financial Reporting Standard for Sm aller Entities (effective April 2008) (United Kingdom Generally Accepted Accounting Practice applicable to Smaller Entities).

This report is made solely to the company's members, as a body , in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our a udit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an Auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body , for our audit work, for this report, or for the opinions we have formed.

#### RESPECTIVE RESPONSIBILITIES OF DIRECTORS AND AUDITORS

As explained more fully in the Directors' responsibilities statement, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

#### SCOPE OF THE AUDIT OF THE FINANCIAL STATEMENTS

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Directors' report to identify material inconsistencies with the audited financial statements. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

We have undertaken the audit in accordance with the requirements of APB Ethical Standards including APB Ethical Standards - Provisions Available for Small Entities, in the following circumstances:

In common with many other businesses of this size and nature, the company uses our firm to prepare and submit returns to the tax authorities and assist with the preparation of the financial statements .

As part of audit activities we have also been requested to carry out a review of systems and records and to advise on Anti Money Laundering rules and related compliance matters.

#### **OPINION ON FINANCIAL STATEMENTS**

In our opinion the financial statements :

- give a true and fair view of the state of the company's affairs as at December 31, 2011 and of its loss for the period then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice applicable to Sm aller Entities ; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

OPINION ON OTHER MATTER PRESCRIBED BY THE COMPANIES ACT 2006

In our opinion the information given in the Directors' report for the financial period for which the financial statements are prepared is consistent with the financial statements

Independent auditor's r eport to the shareholders of BA Exchange Company (UK) Limited

MATTERS ON WHICH WE ARE REQUIRED TO REPORT BY EXCEPTION

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not m ade; or
- we have not received all the information and explanations we require for our audit ; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies' exemption in preparing the Directors' report.

statutory

& Peter

Robert Green FCA (Senior statutory auditor)

for and on behalf of Green & Peter

Chartered Accountants Registered Auditors

The Limes 1339 High Road Wh etstone London N20 9HR

March 1, 2012

#### Profit and loss account for the period ended December 31, 2011

|   | Note | 2011<br>£ |
|---|------|-----------|
| TURNOVER                                    | 1    | 33,610    |
| Cost of sales                               |      | (8,252)   |
| GROSS PROFIT                                |      | 25,358    |
| Administrative expenses                     |      | (142,516) |
| OPERATING LOSS                              | 2    | (117,158) |
| Interest pay able and similar charges       |      | (75)      |
| LOSS ON ORDINARY ACTIVITIES BEFORE TAXATION |      | (117,233) |
| Tax on loss on ordinary activities          | 3    | _         |
| LOSS FOR THE FINANCIAL PERIOD               | 8    | (117,233) |

The notes on pages 7 to 10 form part of these financial statements .

Arg. Am Huny. Chairman



Chief Executive Officer

Signed in terms of our report of even date annexed

Robert Green FCA (Senior statutory Auditor) for and on behalf of Green & Peter Chartered Accountants Registered Auditors The Limes 1339 High Road Whetstone London London N20 9HR March 1, 2012

| Registered number: 0731439                      | <del>9</del> / |          |           |
|---|----------------|----------|-----------|
| Balance sheet<br>as at December 31, 2011        |                |          |           |
|   | Note           | £        | 2011<br>£ |
| FIXED ASSETS                                    |                |          |           |
| Tangible assets                                 | 4              |          | 130,860   |
| CURRENT ASSETS                                  |                |          |           |
| Debtors   | 5              | 13,131   |           |
| Cash at bank and in hand                        |                | 15,555   |           |
|   |                | 28,686   |           |
| CREDITORS: amounts falling due within one y ear | 6              | (76,779) |           |
| NET CURRENT LIABILITIES                         |                |          | (48,093)  |
| TOTAL ASSETS LESS CURRENT LIABILITIES           |                |          | 82,767    |
| CAPITAL AND RESERVES                            |                |          |           |
| Called up share capital                         | 7              |          | 200,000   |
| Profit and loss account                         | 8              |          | (117,233) |
| SHAREHOLDERS' FUNDS                             |                |          | 82,767    |

The financial statements have been prepared in accordance with the special provisions relating to companies subject to the small companies regime within Part 15 of the Companies Act 2006 and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008) .

The financial statements were approved and authorised for issue by the board and were signed on its behalf on March 1, 2012 .

Arg. how The

A R Chowdhury Director



Chief Executive Officer

The notes on pages 7 to 10 form part of these financial statements.

Robert Green FCA (Senior statutory Auditor) for and on behalf of Green & Peter Chartered Accountants Registered Auditors The Limes 1339 High Road Whetstone London N20 9HR March 1, 2012

## Notes to the financial statements for the period ended December 31, 2011

#### 1. ACCOUNTING POLICIES

1.1 Basis of preparation of financial statements

The financial statements have been prepared under the historical cost convention and in accordance with the Financial Reporting Standard for Smaller Entities (effective April 2008).

1.2 Turnover

Turnover comprises revenue recognised by the company in respect of goods and services supplied during the period, exclusive of Value Added Tax and trade discounts.

1.3 Tangible fixed assets and depreciation

Tangible fixed assets are stated at cost less depreciation. Depreciation is provided at rates calculated to write off the cost of fixed assets, less their estimated residual value, over their expected useful lives on the following bases:

| S/Term Leasehold Property | - | 10% Straight line basis     |
|---------------------------|---|-----------------------------|
| Fixtures and fittings     | - | 25 % Reducing Balance Basis |

1.4 Deferred taxation

Full provision is made for deferred tax assets and liabilities arising from all timing differences between the recognition of gains and losses in the financial statements and recognition in the tax computation.

A net deferred tax asset is recognised only if it can be regarded as more likely than not that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted.

Deferred tax assets and liabilities are calculated at the tax rates expected to be effective at the time the timing differences are expected to reverse.

Deferred tax assets and liabilities are not discounted.

1.5 Foreign currencies

Monetary a ssets and liabilities denominated in foreign currencies are translated into sterling at rates of exchange ruling at the balance sheet date.

Transactions in foreign currencies are translated into sterling at the rate ruling on the date of the transaction.

Exchange gains and losses are recognised in the Profit and loss account .

## Notes to the financial statements for the period ended December 31, 2011

#### 2. OPERATING LOSS

The operating loss is stated after charging:

|  | 2011   |
|--|--------|
|  | £      |
| Depreciation of tangible fixed assets: |        |
| - owned by the company                 | 11,444 |
| Auditors' remuneration                 | 3,000  |
| Auditors' remuneration - non-audit     | 5,000  |

During the period, no director received any emoluments.

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#### 3. TAXATION

Factors that may affect future tax charges

The Company has taxable losses carried forward, no deferred tax asset has been made due to the uncertainty of future taxable profits available for offset.

#### 4. TANGIBLE FIXED ASSETS

|                       | S/Term<br>Leasehold<br>Property<br>£ | Fixtures and<br>fittings<br>£ | Total<br>£ |
|-----------------------|--------------------------------------|-------------------------------|------------|
| Cost                  |                                      |                               |            |
| Additions             | 122,846                              | 19,458                        | 142,304    |
| At December 31, 2011  | 122,846                              | 19,458                        | 142,304    |
| Depreciation          |                                      |                               |            |
| Charge for the period | 8,190                                | 3,254                         | 11,444     |
| At December 31, 2011  | 8,190                                | 3,254                         | 11,444     |
| Net book value        |                                      |                               |            |
| At December 31, 2011  | 114,656                              | 16,204                        | 130,860    |

5. DEBTORS

|                               | 2011<br>£       |
|-------------------------------|-----------------|
| Prepay ments<br>Other debtors | 2,379<br>10,752 |
|                               | 13,131          |

## Notes to the financial statements for the period ended December 31, 2011

6. CREDITORS: Amounts falling due within one year

|                                 | 2011<br>£ |
|---------------------------------|-----------|
| Trade creditors                 | 18,776    |
| Social security and other taxes | 457       |
| Accruals                        | 14,882    |
| Other creditors                 | 42,664    |
|                                 |           |
|                                 | 76,779    |

#### 7. SHARE CAPITAL

|                                     | 2011    |
|-------------------------------------|---------|
|                                     | £       |
| Al lotted, called up and fully paid |         |
| 200,000 Ordinary shares of £1 each  | 200,000 |

During the period the Company issued 200,000 £1 Ordinary share for cash.

8. RESERVES

|                      | Profit and<br>loss account<br>£ |
|----------------------|---------------------------------|
| Loss for the period  | (117,233)                       |
| At December 31, 2011 | (117,233)                       |

#### 9. OPERATING LEASE COMMITMENTS

At December 31, 2011 the company had annual commitments under non-cancellable operating leases as follows:

|                          | 2011   |
|--------------------------|--------|
|                          | £      |
| Expiry date:             |        |
| Between 2 and 5 y ears   | -      |
| After more than 5 y ears | 42,000 |

Notes to the financial statements for the period ended December 31, 2011

#### 10. ULTIMATE PARENT UNDERTAKING AND CONTROLLING PARTY

The Company's ultimate parent undertaking is Bank Asia Limited, a company incorporated in Bangladesh. The accounts for this entity may be obtained from Head Office Bank Asia Corporate Office, Rangs Tower (2nd - 6th Floor), 68 Purana Paltan, Dhaka 1000, Bangladesh or on their website www.bankasia-bd.com.

| Branch Name                                | Address                                   | Phone/Fax Number                              | Swift Code         |
|--|---|---|--------------------|
| Dranch Halle                               | Noor Tower (1st floor)                    |   | SWITCOUC           |
| Correcto Drop de                           | 73, Sonargaon Road                        | Ph: 880-2-9674501-2,                          |                    |
| Corporate Branch                           | (1/F Free School Street)                  | 9677031, 9614061-3<br>Fax: 880-2-9677032      | BALBBDDH002        |
|  | Dhaka-1205, Bangladesh                    |   |                    |
|  | Tea Board Building                        | Ph: 880-2-9571450-1, 9563652,                 |                    |
| Principal Office Branch                    | 111-113, Motijheel C/A<br>Dhaka - 1000    | 9571020-1, 9571023<br>Fax: 880-2-9566223      | BALBBDDH003        |
|  | Bay's Gallaria 57, Gulshan Avenue         | Ph: 880-2-9889268-9, 8828103, 8828387         |                    |
| Gulshan Branch                             | (Ground Floor), Dhaka - 1212              | Fax: 880-2-8816739                            | BALBBDDH004        |
|  |   | Ph: 880-31-714665,                            |                    |
| Agrabad Branch                             | 69, Agrabad C/A,<br>Chittagong            | 724876, 714703, 2517303                       | BALBBDDH005        |
|  | Chittagong                                | Fax: 880-31-714548.                           |                    |
|  | Union Parishad Bhaban                     | Ph: 01913511287                               |                    |
| Malkhanagar Branch                         | Taltola Bazar, Malkhanagar,<br>Munshigoni | Fax: 06924-63225                              |                    |
|  | Munshigonj                                | Ph: 880-2-8110161,                            |                    |
| Scotia Branch                              | 32, Kazi Nazrul Islam Avenue,             | 8125011-2, 9137512-5, 9136049                 | BALBBDDH           |
|  | Kawran Bazar, Dhaka                       | Fax: 880-2-9123077                            |                    |
| MCB Dilkusha Branch                        | 4 Dilkusha C/A,                           | Ph: 880-2-9568871 - 3                         | BALBBDDH008        |
| med piikusiia pianen                       | Dhaka                                     | Fax: 880-2-9563649                            |                    |
| MCB Sk. Mujib Road Branch                  | 1269/b Sk. Mujib Road                     | Ph: 880-31-715125 - 7                         | BALBBDDH009        |
| Agrabad C/A, Chittagong Fax: 880-31-710352 |   |   |                    |
| Sylhet Main Branch                         | 60 NILOY, Dargah Gate                     | Ph: 880-821-724722,<br>712256                 |                    |
| Syntet Main Dianth                         | Sylhet                                    | Fax: 880-821-722616                           |                    |
|  |   | Ph: 09434-75099                               |                    |
| Tarail Branch                              | Tarail Bazar, Kishoreganj                 | Fax: 09434-75099                              |                    |
|  | A. R. Tower                               | Ph: 880-2-9885610, 9894699, 9889104           |                    |
| MCB Banani Branch                          | 24 Kamal Ataturk Road                     | Fax: 880-2-9882181                            |                    |
|  | Banani, Dhaka - 1213                      |   |                    |
| Khatunganj Branch                          | 273/268, Khatunganj                       | Ph: 880-31-610036,<br>638013-4, 618419, 63841 | BALBBDDH013        |
| nina cangang branch                        | Chittagong                                | Fax: 880-31-632905                            | DALDDDDHOTS        |
| Laba yaya Duay da                          | Mostafa Center, Lohagara,                 | Ph: 03034-56304                               |                    |
| Lohagara Branch                            | Chittagong                                | Fax: 03034-56305                              |                    |
| North South Road Branch                    | 89 Shaheed Syed Nazrul Islam              | Ph: 880-2-9563768-9, 9567671                  |                    |
| ivai (ii saakii kodu bidii(ii              | Shoroni, North South Road, Dhaka          | Fax: 880-2-9563223                            |                    |
| Uttara Branch                              | House # 79A, Road #07                     | Ph: 880-2-8957427 - 9                         |                    |
|  | Uttara Model Town, Dhaka                  | Fax: 880-2-8957431                            |                    |
| Achulia Dranch                             | Chowdhury Plaza (1st Floor)               | Ph: 880-2-7790447                             |                    |
| Asnulla Dranch                             | Zamgara Bazar, Ashulia, Savar,<br>Dhaka   | Fax: 880-2-7790448                            |                    |
|  | Bismillah Tower 147/148, Mitford          | Ph: 880-2-7320620 - 1                         |                    |
| Mitford Branch                             | Road, Dhaka - 1100                        | Fax: 880-2-7314999                            |                    |
| CDA Avenue Branch                          | 665 CDA Avenue, East Nasirabad,           | Ph: 880-31-2850091-2, 2863640                 | SWIFT: BALBBDDH018 |
| ZAY VAEINE DIQUCU                          | Chittagong                                | Fax:880-31-612933                             |                    |
|  |   |   |                    |

| Branch Name               | Address   | Phone/Fax Number  | Swift Code  |
|---------------------------|---|---|-------------|
| Sylhet Uposhohor Branch   | Rahim Tower, Subhanighat Bishwa<br>Road, Sylhet   | Ph: 880-821-2833448-9<br>Fax: 880-821-2830791               |             |
| Dhanmondi Branch          | Meher Plaza,<br>House # 13/A (2nd Floor)<br>Road # 5, Dhaka-1205                        | Ph: 880-2-9668361, 8624872-5, 9675918<br>Fax: 880-2-9664640 |             |
| Station Road Branch       | Station Road Branch<br>Mohiuddin Market,<br>170, Station Road, Chittagong               | Ph: 88-031-2850934-5<br>Fax: 88-031-2850936                 |             |
| Bashundhara Branch        | Plot # 25, Block-A, Avenue Road,<br>Bashundhara R/A, Dhaka                              | Ph: 880-2-8402021, 8845182<br>Fax: 880-2-8401322, 8845181   |             |
| Khuina Branch             | Al-Mashah Complex, 44, Mojid<br>Sarani, KDA Avenue (Shib Bari Mor),<br>Khulna           | Ph: 88-041-2830136-7, 2831451, 2831361<br>Fax: 041-2830135  |             |
| Rajshahi Branch           | Ahmed Plaza, Alu Patti, Rajshahi  | Ph: 880-721-812503-4<br>Fax: 880-0721-812502                |             |
| Chatkhil Branch           | Holding No. 3147,<br>Khilpara Road Chatkhil Bazar,<br>Chatkhil, Noakhali                | Ph: 03222-75179<br>Fax: 03222-75179, 75224                  |             |
| EPZ Branch                | Zone Service Complex (Ground<br>Floor) CEPZ, Chittagong                                 | Ph: 880-31-800340, 800406<br>Fax: 880-31-801391             |             |
| Mohakhali Branch          | 82, Mohakhali C/A<br>Dhaka-1212   | Ph: 02-9857236, 9857420, 9857429<br>Fax: 8855431            |             |
| Mirpur Branch             | Nishi Plaza Plot No: 1, Avenue: 4<br>Section: 6, Block: C Pallabi, Mirpur<br>Dhaka-1216 | Ph: 9013814,<br>9013841, 9013844<br>Fax: 880-2-9012122      |             |
| Anderkilla Branch         | 184, J.M Sen Avenue<br>Anderkilla, Chittagong   | Ph: 880-31-2854882-3, 2854556<br>Fax: 880-31-2854881        |             |
| Rohitpur Branch           | Rima Plaza<br>Rohitpur Boarding<br>Keranigonj, Dhaka                                    | Ph: 880-2-7766677<br>Fax: 880-2-7766600, 7766444            |             |
| Bogra Branch              | Jamil Shopping Centre,<br>Baragola, Bogra   | Ph: 880-51-51642-3<br>Fax: 880-5178641                      |             |
| Jessore Branch            | Jess Tower (1st Floor)<br>39/M.K. Road, Jessore   | Ph: 0421-67783-4, 67748<br>Fax: 0421-67738                  |             |
| <b>Bahadderhat Branch</b> | Mamtaz Tower 4540,<br>Bahadderhat, Chittagong   | Ph: 031-2553741-3<br>Fax: 88-031-2553745                    | BALBBDDH018 |
| Shantinagar Branch        | Treasure Island,<br>42/43, Siddeshwari Circular Road,<br>Dhaka-1217                     | Ph: 8333979, 8332836, 8312729<br>Fax: 8333978               |             |
| Tongi Branch              | Mariom Tower (1st floor)<br>13 Anarkoli Road, Tongi Bazar,<br>Tongi, Gazipur            | Ph: 9816303-4<br>Fax: 880-9816306                           |             |

| Branch Name            | Address   | Phone/Fax Number                                       | Swift Code |
|------------------------|---|--|------------|
| Konabari Branch        | Bunian Tower, Nilnagar Konabari   | Ph: 02-9298882-3<br>Fax: 02-9298885                    |            |
| <b>Bhatiary Branch</b> | Bhatiary Bazar, Sitakund,<br>Chittagong   | Ph: 031-2781077-79<br>Fax: 031-2781080                 |            |
| Progoti Sharoni Branch | Venus Complex Progoti Sharoni,<br>Kha 199/2-199/4, Pragati Shoroni,<br>Badda, Dhaka | Ph:8824653,8824467<br>8824687<br>Fax: 8825368          |            |
| Ishwardi Branch        | Central jame masjid market (1st<br>floor), Station road, Ishwardi, Pabna            | Ph: 0732664463-5<br>Fax: 0732664462                    |            |
| Savar Branch           | B-70/1 Bazar Road, Savar  | Ph: 88-02-7744857, 7744889, 7744890<br>Fax: 7744891    |            |
| Beani Bazar Branch     | Tazma shopping city<br>1st floor, Beani Bazar                                       | Ph: 08223-56103-4<br>Fax: 08223-56105                  |            |
| Donia Branch           | Hossain tower(1st & 2nd<br>Floor)1050 Donia, Dhaka<br>Ctg high way, Shampur, Dhaka  | Ph: 880-2-7540055, 7540095<br>Fax: 880-2-7551188       |            |
| Mogbazar Branch        | Tropical M.L. Point (1st Floor),<br>43, New Cicular Road, Moghbazar<br>Dhaka-1217   | Ph: 8321578, 8321245<br>Fax: 8312056                   |            |
| Kamal Bazar Branch     | Kabir Tower, Kamal Bazar, Mohora,<br>Kalurghat, Chittagong                          | Ph: 031-2572872-3<br>Fax: 031-2572874                  |            |
| Cox Bazar Branch       | J.N Plaza(1st Floor), Plot<br>226(New),Tekpara, Main Road,<br>Coxs Bazar            | Ph: 88-0341-52240-42<br>Fax: 88-0341-52244             |            |
| Faridpur Branch        | Plot#2354, Goalchamot,<br>ThanaRoad, Faridpur                                       | Ph: 0631-67206-7<br>Fax: 0631-67204                    |            |
| Narayangong Branch     | Jahan plaza (1st Floor), 20<br>Sirajuddala Road,Falpatti<br>Narayangonj             | Ph: 88-02-7648801-5<br>Fax: 88-02-7648805              |            |
| Paltan Branch          | Rangs Tower,68 Purana Paltan<br>Dhaka-1000  | Ph: 7113844, 7110488, 7115594, 7119664<br>Fax: 7111164 |            |
| Jagannathpur Branch    | Jagannathpur Branch<br>76 T&T Road, Ward-07,<br>Jagannathpur Bazar, Sunamgonj       | Ph: 0872-756013<br>Fax: 0872-756014                    |            |
| Moulvibazar Branch     | Shah Mostafa Garden City<br>M. Saifur Rahman Road<br>(Central Road), Moulavi Bazar  | Ph: 0861-63601, 63602<br>Fax: 0861-63600               |            |
| Bhairab Branch         | Kalibari Road, Bhairab Bazar<br>Kishoregonj   | Ph: 09424-72328-31<br>Fax: 09424-72332                 |            |
| Strand Road Branch     | S. A. Chamber (1st Floor),<br>317 Strand Road, Majhiirghat<br>Chittagong            | Ph: 031-2513611-2<br>Fax: 031-2513906                  |            |
| Shyamoli Branch        | 23/4 Khiljee Road, Block B<br>Shyamoli, Dhaka                                       | Ph: 02-9103565-6<br>Fax: 02-9115239                    |            |

| Branch Name                 | Address   | Phone/Fax Number                                | Swift Code |
|-----------------------------|---|---|------------|
| Patherhat Branch            | Ibrahim Sobhar Tower (1st Floor)<br>Patherhat, Noapara, Raozan<br>Chittagong        | Ph: 031-2573111-2<br>Fax: 031-2573113           |            |
| Tejgaon Link Road Branch    | Shanta Western Tower<br>186 Tejgaon I/A, Dhaka                                      | Ph: 88-02-8870081-4<br>Fax: 88-02-8870086       |            |
| Rupnagar Branch             | Plot#34(1st Floor), Road#16<br>Rupnagar<br>Mirpur, Dhaka                            | Ph: 9016692-3<br>Fax: 9008757                   |            |
| Laldighirpar Branch         | Laldighirpar Main Road,<br>Laldighirpar, Sylhet                                     | Phone : 0821-719901, 719904<br>Fax: 0821-719907 |            |
| Madhabdi Branch             | Shitlabari Bazar Road,<br>Narshigndi  | Ph: 880-2-9446553-4<br>Fax: 880-2-9446555       |            |
| <b>Barisal Branch</b>       | Fakir Complex<br>112 Birshrashtra Captain<br>Mohiuddin Jahangir Sarak, Barisal      | Ph: 0431-2177510-1<br>Fax: 0431-62227           |            |
| Oxygen Moor Branch          | 422, Oxyzen Moor<br>Kulgaon, Biazid<br>Chittagong                                   | Ph: 031-2583701-2<br>Fax: 031-2583704           |            |
| Ramganj Branch              | Anupom Super Market (1st Floor)<br>Bypass Road, Ramgonj<br>Laxmipur                 | Ph: 03824-75080,75171<br>Fax: 03824-75124       |            |
| Ashulia SME/Agri Branch     | Tanvir Super Market<br>(1st Floor),Ashulia Bazar Bus Stand<br>Ashulia, Savar, Dhaka | Ph: 88-02-7744975-6<br>Fax: 88-02-7744978       |            |
| Baligaon SME/Agri Branch    | Dewan Super Market,<br>Baligaon Bazar, Baligaon Tongibari<br>Munshigonj             | Ph: 0693251004-5<br>Fax: 0693251004             |            |
| Sirajdikhan SME/Agri Branch | Serajdikhan Bazar, Sikder Market<br>Serajdikhan, Munshiganj                         | Ph: 06924-63364<br>Fax: 06924-63225             |            |

# SME Service Centre

| Branch Name                        | Address  | Phone/Fax Number                            | Swift Code |
|------------------------------------|--|---|------------|
| Jatrabari SME Service Center       | Noor Tower<br>76/Ga Bibir Bagicha<br>North Jatrabari<br>Dhaka    | Ph: 88-02-7554861-2<br>Fax: 7554863         |            |
| Rekabi Bazar SME Service<br>Center | Rekabi Bazar, Sylhet   | Ph: 0821-710419, 710409<br>Fax: 0821-710406 |            |
| Jurain SME Service Center          | Anaz Tower<br>495 East Jurain, Kadamtali<br>Dhaka                | Ph: 88-02-7453414-5<br>Fax: 88-02-7453416   |            |
| Khulna SME Service Center          | 28, Sir Iqbal Road<br>Khulna                                     | Ph: 041-731208-9<br>Fax: 041-723306         |            |
| Chaktai SME Service Center         | 1676/G/1 River City Market<br>New Chaktai, Bakolia<br>Chittagong | Ph: 031-2866395-6<br>Fax: 031-2866398       |            |
| Bashabo SME Service Center         | 87, East Bashabo<br>Dhaka  | Ph: 88-02-7218462-3<br>Fax: 88-02-7218460   |            |

# Islamic Windows

| Window name                                    | Address  | Phone/Fax Number   | Swift Code  |
|--|--|--|-------------|
| Principal Office Branch                        | Tea Board Building<br>111-113, Motijheel C/A.<br>Dhaka - 1000.                 | Ph: 880-2-9571450, 9571451<br>Fax: 880-2-9566223<br>Telex: 632513 BAPO BJ  | BALBBDDH003 |
| Uttara Branch                                  | House # 79A, Road #07, Sector<br># 4,<br>Uttara Model Town,<br>Dhaka - 1230    | Ph: 880-2-8957427 - 9<br>Fax: 880-2-8957431  |             |
| Shantinagar Branch                             | Treasure Island<br>42-43, Siddeshwari Circular Road<br>Shantinagar, Dhaka-1217 | Ph: 8333979, 8312729<br>Fax- 880-8333978   |             |
| Lohagara Branch                                | Mostafa Center<br>Lohagara, Chittagong   | Ph: 88-03034-56641<br>Mobile: 88-01930-530722<br>Fax: 88-03034-56305   |             |
| Sylhet Uposhohor Branch                        | Sylhet Tower<br>Subhanighat Bishwa Road<br>Sylhet                              | Ph: 880-821-2833448-9<br>Fax: 880-821- 2830791   |             |
| Islamic Banking Department<br>Corporate Office | Rangs Tower (2nd to 6th floor)<br>68 Purana Paltan<br>Dhaka-1000               | Ph: 880-2-7110042, 7110062, 7110147,<br>7110173, 7110218, 7110247, 7110278,<br>7110468, 7113867, 7115813, 7115881,<br>7118667, 7118828<br>E-mail: bankasia@bankasia.com.bd<br>Web: www.bankasia-bd.com | BALBBDDH    |

# Off-shore Banking Unit

| Branch Nam | Address                          | Phone/Fax Number | Swift Code |
|------------|----------------------------------|------------------|------------|
| EPZ Branch | Zone Service Complex (1st Floor) | Ph: 031-800320   |            |
|            | CEPZ, Chittagong                 | Fax: 031-801391  |            |

# Subsidiaries

#### Subsidiaries-1 : Bank Asia Securities Ltd.

| Branch Name            | Address   | Phone/Fax Number           | Swift Code |
|------------------------|---|----------------------------|------------|
|                        | Hadi Mansion (7th Floor)  | Phone: 7124743, 7170896    |            |
| Dilkusha (Head Office) | 2 Dilkusha C/A  | Fax: 88-02-9567884         |            |
|                        | Dhaka-1000  | Email: cmd@bankasia.com.bd |            |
| Dhanmondi Branch       | Meher Plaza, House  # 13/A,<br>R # 05 Dhanmondi, Dhaka                        | Phone: 8624874-5           |            |
| Mirpur Branch          | Nishi Plaza, Plot # 01, Avenue-04<br>Section-06, Block-C, Mirpur              | Phone: 9013814, 9013841    |            |
| Khulna Branch          | 28, Sir Iqbal Road (1st Floor),<br>Khulna                                     | Phone: 041-2830136-7       |            |
| Jurain Branch          | Anaz Plaza (2nd Floor), 495,East<br>Jurain Kadamtali, Dhaka                   | Phone: 7453414             |            |
| Uttara Branch          | H # 79/A, (4th Floor), R# 07,<br>Sector # 04 Uttara Model Town,<br>Dhaka-1000 | Phone: 8958371             |            |
| Extension Office       | Moon Mansion(5th Floor), 12,<br>Dilkhusha C/A, Dhaka-1000                     | Phone: 7126173, 7126261    |            |
| Extension Office       | 158-160, Ground Floor, Motijheel,<br>C/A Dhaka-1000                           | Phone: 7124805, 7124816    |            |

#### Subsidiaries-2 : BA Exchange Company (UK) Ltd.

| Office       | Address                               | Phone/Fax Number   | Swift Code |
|--------------|---------------------------------------|--|------------|
| Office in UK | 125 Whitechapel Road<br>London E1 1DT | Tel: 0203 005 4845-6<br>Fax: 0207 426 0097<br>Mob: 0795 081 4675 |            |