# FINANCIAL STATEMENTS For the three months ended 30th June 2012



### PEOPLE'S LEASING COMPANY PLC

INCOME STATEMENT							
		Group			Company		
For the three months ended	30.06.2012 Rs. Mn.	30.06.2011 Rs. Mn.	Growth %	30.06.2012 Rs. Mn.	30.06.2011 Rs. Mn.	Growth %	
-	Unaudited	Unaudited		Unaudited	Unaudited		
Revenue	4,367	3,443	26.8	3,785	3,056	23.9	
Interest and similar income	3,823	2,950	29.6	3,384	2,660	27.2	
Interest and similar expenses	2,259	1,428	58.2	1,890	1,273	48.5	
Net interest income	1,564	1,522	2.8	1,494	1,387	7.7	
Net trading income from sale of vehicles	2	22	(90.9)	2	22	(90.9)	
Fees and commission income	81	61	32.8	133	94	41.5	
Net income from Islamic finance	169	62	172.6	4	14	(71.4)	
Other operating income	208	61	241.0	204	29	603.4	
Total operating income	2,024	1,728	17.1	1,837	1,546	18.8	
Less: Operating expenses							
Employee benefits	295	233	26.6	248	194	27.8	
Depreciation	68	39	74.4	38	27	40.7	
Amortisation of intangible assets	5	2	150.0	3	2	50.0	
Provision charge/(reversal) for credit losses	225	(1,506)	(114.9)	199	(1,518)	(113.1)	
Other operating expenses	261	286	(8.7)	300	260	15.4	
Profit from operations	1,170	2,674	(56.2)	1,049	2,581	(59.4)	
Less: Value Added Tax on Financial Services	79	175	(54.9)	70	168	(58.3)	
Profit before taxation	1,091	2,499	(56.3)	979	2,413	(59.4)	
Income tax expense	371	765	(51.5)	279	735	(62.0)	
Profit for the period	720	1,734	(58.5)	700	1,678	(58.3)	
Attributable to:							
Equity holders of the parent	710	1,728	(58.9)	700	1,678	(58.3)	
Minority interest	10	6	66.7	-			
Net profit for the period	720	1,734	(58.5)	700	1,678	(58.3)	
Earnings per share (Basic/ Diluted) (Rs.)	0.43	1.44	(70.1)	0.43	1.40	(69.3)	

The above figures are provisional and subject to audit. Figures in brackets indicate deductions.

#### BALANCE SHEET Group Company 30.06.2012 31.03.2012 Growth 30.06.2012 Growth As at 31.03.2012 Rs. Mn. Rs. Mn. Rs. Mn. Rs. Mn. Unaudited Audited Unaudited Audited ASSETS Cash and short term funds 3,146 2,693 16.8 1,586 1,338 18.5 Investments in government securities 1,138 1,563 (27.2)1,151 273 393 (30.5)Deposits with banks & financial institutions 896 28.5 57 115 (50.4)55 112 (50.9)Dealing securities 123 112 98 33 29 13.8 Investment securities 305 305 305 305 Loans and other advances 5,622 5,580 0.8 4,135 4,170 (0.8)Rentals receivable on lease, hire-purchase & Islamic finance 78,792 78,915 (0.2)67,137 67,387 (0.4)Deferred tax assets 1 1 Investment in subsidiaries 3,118 3,118 Investment in Associate 168 132 27.3 Long term receivables Other assets 2,496 2.599 (4.0)1.950 2.062 (5.4)Property, plant & equipment 2,830 2,811 0.7 601 621 (3.2)56 Investment property 56 Intangible assets 361 351 2.8 38 37 2.7 Total assets 96,190 96,073 0.1 79,287 79,628 (0.4)LIABILITIES & SHAREHOLDERS' FUNDS LIABILITIES Deposits from customers 9,526 8,684 9.7 Bank overdrafts 1.806 2.309 (21.8)1.527 2.073 (26.3)Other liabilities evidenced by paper 29,783 30,694 28,233 28,514 (3.0)(1.0)329 Tax payable 279 179 299 225 32.9 Deferred tax liabilities 849 766 10.8 762 720 5.8 Borrowings 26,295 26,911 (2.3)23,998 24,702 (2.8)Other liabilities 9,018 7,715 16.9 6,328 5,124 23.5 Total liabilities 77,606 77,358 0.3 61,147 61,358 (0.3)SHAREHOLDERS' FUNDS Stated capital 12,958 12,958 12,958 12,958 General reserve 300 300 300 300 Tax equalisation fund 100 100 100 100 654 8 1 600 707 Reserve fund 565 6.2 Investment fund reserve 637 543 17.3 606 517 17.2 Retained earnings 3.948 3.576 3.830 3.681 (6.8)(6.6)18,383 18,503 (0.6)18,140 18,270 (0.7)Minority interest 201 212 (5.2)Total shareholders' funds 18,584 18,715 (0.7)18,140 18,270 (0.7)Total liabilities & shareholders' funds 96,190 96,073 0.1 79,287 79,628 (0.4)Contingencies 389 377 3.2 369 352 4.8 1,101 1,724 505 Capital commitments (36.1)476 6.1 Net assets value per ordinary share (Rs.) 11.24 11.28 (0.4)11.08 11.13 (0.4)Memorandum Information 1.050 Number of employees 1,063

## Number of branches CERTIFICATION

I certify that the above Interim Financial Statements are in compliance with the requirements of the Companies Act No. 7 of 2007 and give a true and fair view of the state of affairs of People's Leasing Company PLC and the group as at 30th June 2012 and its profit for the period ended 30th June 2012.

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(Sgd.)

Chief Financial Officer

The Board of Directors is responsible for the preparation and presentation of these Interim Financial Statements. Approved and Signed for and on behalf of the Board:

(Sgd.) (Sgd.) (Sgd.) (Sgd.) Chairman Director Chief Executive Officer

31st July 2012 Colombo.

The above figures are provisional and subject to audit.

STATEMENT OF CHANGES IN EQUITY - COMPANY								
	Stated Capital	General Reserve	Tax Equalization Fund	Reserve Fund	Investment Fund Reserve	Retained Earnings	Total	
<u>-</u>	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	
Balance as at 01.04.2011	1,850	300	100	355	70	5.767	8,442	
Redemption of preference shares	-	-	-	-	-	(50)	(50)	
Net profit for the three months ended 30.06.2011	_	_	_	_	_	1,678	1,678	
Capitalisation of reserves	4,088	_	_	_	_	(4,088)	-	
Transfer into / (out) from reserve	-	_	_	84	183	(267)	_	
Dividends - Preference shares	-	-	-	-	-	(3)	(3)	
Balance as at 30.06.2011	5,938	300	100	439	253	3,037	10,067	
Redemption of preference shares	-	_	-	-	_	(100)	(100)	
Issue of shares	7,020	_	-	-	_	-	7,020	
Share issue expenses	-	-	-	-	-	(221)	(221)	
Net profit for the nine months ended 31.03.2012	-	-	-	-	-	2,529	2,529	
Transfer into / (out) from reserve	-	-	-	126	264	(390)	-	
Dividends - Preference shares	-	-	-	-	-	(170)	(170)	
- Ordinary shares	-	-	-	-	-	(855)	(855)	
Balance as at 31.03.2012	12,958	300	100	565	517	3,830	18,270	
Redemption of preference shares	-	-	-	-	-	(50)	(50)	
Net profit for the three months ended 30.06.2012	-	-	-	-	-	700	700	
Transfer into / (out) from reserve	-	-	-	35	89	(124)	-	
Dividends - Ordinary shares		=		-		(780)	(780)	
Balance as at 30.06.2012	12,958	300	100	600	606	3,576	18,140	

The above figures are provisional and subject to audit. Figures in brackets indicate deductions.

#### STATEMENT OF CHANGES IN EQUITY - GROUP

Attributable to Equity Holders of the Company Investment Stated General Tax Reserve Retained **Total** Minority Total Fund Reserve Earnings Capital Reserve **Equalization Fund Interest Fund** Rs. Mn. Balance as at 01.04.2011 1,850 300 100 376 **70** 5,686 8,382 100 8,482 Redemption of preference shares (50)(50)(50)Net profit for the three months ended 30.06.2011 1,728 1,728 6 1,734 Capitalization of reserves 4,088 (4,088)Transfer into/ (out) from reserves 95 190 (285)Increment due to right issue 65 65 Dividends - Preference shares (3) (3) (3) 5,938 Balance as at 30.06.2011 300 100 471 260 2,988 10,057 171 10,228 Redemption of preference shares (100)(100)(100)Issue of shares 7.020 7,020 7,020 Share issue expenses (224)(224)(224)Disposal and changes in holding 18 18 Net profit for the three months ended 31.12.2012 2,775 2,775 33 2,808 Transfer into / (out) from reserve 183 283 (466)Dividends - Preference shares (170)(170)(170)(855)- Ordinary shares (10)(855)(865)12,958 300 654 543 Balance as at 31.03.2012 100 3,948 18,503 212 18,715 Redemption of preference shares (50)(50)(50)\_ Net profit for the three months ended 30.06.2012 710 710 10 720 Transfer into / (out) from reserve 53 94 (147)Dividends - Ordinary shares (780)(780)(21)(801)Balance as at 30.06.2012 12,958 300 100 707 637 18,383 201 18,584 3,681

The above figures are provisional and subject to audit.

Figures in brackets indicate deductions.

#### CASH FLOW STATEMENT

	Gre	oup	Company		
For the three months ended 30th June	2012	2011	2012	2011	
	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	
	Unaudited	Unaudited	Unaudited	Unaudited	
Cash Flow from Operating Activities		_			
Interest and similar income	3,638	2,858	3,199	2,558	
Interest and similar expenses	(2,068)	(1,216)	(1,731)	(1,056)	
Net trading income from sale of vehicles	2	22	2	22	
Fees and commission income	81	55	133	89	
Income from Islamic credits	170	63	4	14	
Other operating income	208	61	204	25	
Cash payments to employees and suppliers	(629)	(519)	(589)	(442)	
Operating profit before changes in operating assets and	1,402	1,324	1,222	1,210	
liabilities					
(Increase)/decrease in other assets	251	72	299	367	
(Increase)/decrease in inventories	57	172	57	191	
Net investment in advances	105	(9,618)	(114)	(6,652)	
Increase/(decrease) in amounts payable	482	(113)	293	(1,050)	
Net cash used for operations	2,297	(8,163)	1,757	(5,934)	
Tax paid	(72)	(350)	(39)	(345)	
Gratuity paid	-	(1)	-	(1)	
Net cash used for operating activities	2,225	(8,514)	1,718	(6,280)	
Cash flow from Investing Activities					
Acquisition of property, plant & equipment	(363)	(282)	(27)	(77)	
Investments in subsidiaries	-	-	-	(75)	
Purchase of rights in subsidiaries	-	-	-	(503)	
Investments in securities/ dealing securities	(14)	-	(10)	-	
Proceeds on sale of shares	5	-	5	-	
Deposits with banks & financial institutions	(254)	124	119	-	
Proceeds on disposal of property, plant & equipment	79	21	12	22	
Dividend/ interest received	13	1	11	21	
Net cash used for investing activities	(534)	(136)	110	(612)	
Cash flow from Financing Activities					
Proceeds from rights issue	-	65	-	-	
Deposits from customers	842	1,488	-	-	
Borrowings	(1,527)	6,044	(984)	5,733	
Dividends paid	(50)	(3)	- ( <b>50</b> )	(3)	
Redemption of preference shares	(50)	(50)	(50)	(50)	
Net cash flow from financing activities	(735)	7,544	(1,034)	5,680	
Net increase in cash & cash equivalents	956	(1,106)	794	(1,212)	
Cash & cash equivalents at the beginning of the period	384	971	(735)	(304)	
Cash & cash equivalents at the end of the period	1,340	(135)	59	(1,516)	
Analysis of Cook & Cook Equivalents at the End of the Best of					
Analysis of Cash & Cash Equivalents at the End of the Period	242	66	00	<i>C</i> 1	
Cash in hand	343	66 1 967	1 005	64 600	
Cash at bank	1,299	1,867	1,005	699 (2.270)	
Bank overdraft  Denosits at call on short notice	(1,806)	(3,320)	(1,527)	(2,279)	
Deposits at call on short notice	1,504	1,252	493	(1.516)	
	1,340	(135)	59	(1,516)	

The above figures are provisional and subject to audit.

Figures in brackets indicate deductions.

#### SEGMENTAL ANALYSIS - GROUP

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For the three months ended 30th June	2012	2011	2012	2011	2012	2011	2012	2011	2012	2011
	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.	Rs. Mn.
Revenue										
Interest and similar income	3,823	2,950	-	-	-	-	-	-	3,823	2,950
Trading income from sale of vehicles	-	-	59	255	-	-	-	-	59	255
Fees and commission	-	-	-	-	81	61	-	-	81	61
Other operating income	-		-		-		404	177	404	177
Segment revenue	3,823	2,950	59	255	81	61	404	177	4,367	3,443
Inter segment revenue	1	2	(1)	(2)	-	-	-	-	-	-
Total segment revenue	3,824	2,952	58	253	81	61	404	177	4,367	3,443
Segment result									1,091	2,499
Income tax expenses									371	765
Net profit									720	1,734
Total assets	84,214	64,844	1,304	5,602	1,778	1,340	8,894	3,890	96,190	75,676
Total liabilities	67,943	56,080	1,052	4,844	1,435	1,159	7,176	3,364	77,606	65,447

#### INFORMATION ON ORDINARY SHARES OF THE COMPANY

#### **Market Price**

Market Prices per share for the quarter ended 30th June 2012 were as follows;

 Rs.

 Highest:
 12.00

 Lowest:
 10.40

 Closing:
 11.70

#### **Stated Capital**

Stated Capital as at 30th June 2012 was represented by the number of shares in issue as given below;

	Number	Rs.
Ordinary shares		_
Ordinary shares as at 30th June 2012	1,560,000,160	11,608,000,800
Fully paid cumulative redeemable preference shares	85,000,000	1,350,000,000
Total	1,645,000,160	12,958,000,800

#### SHAREHOLDERS' INFORMATION

#### Twenty Largest Shareholders as at 30th June 2012

Twenty largest shareholders of the Company as at 30th June 2012 were as follows;

No.	Name of the Shareholder	No. of Shares	%
1	People's Bank	1,170,000,120	75.00
2	National Savings Bank	58,809,840	3.77
3	Employees Provident Fund	55,555,500	3.56
4	Distilleries Company of Sri Lanka PLC	24,517,300	1.57
5	HSBC INTL Nominees Ltd- Credit Suisse AG Zurich	18,000,000	1.15
6	HSBC INTL NOM Ltd JPMCB-J.P. Morgan Clearing Corp	14,857,500	0.95
7	Ceylon Guardian Investment Trust PLC A/C # 01	13,086,600	0.84
8	Bank of Ceylon No. 1 Account	11,453,600	0.73
9	Bny-CF Ruffer Investment Funds: CF Ruffer Pacific Fund	10,000,000	0.64
10	Sanasa Development Bank Limited	9,864,800	0.63
11	Ceylon Investment PLC A/C # 01	9,820,700	0.63
12	Capital Alliance Holdings Ltd	9,295,200	0.60
13	Sampath Bank Limited A/C No. 1	5,901,600	0.38
14	Northern Trust CO S/A Prince Street Opportunities Ltd	5,050,000	0.32
15	Mr . D. P. Kumarage	5,000,000	0.32
16	Gampaha District Co-operative Rural Bank Union Ltd	4,921,800	0.32
17	Capital Development and Investment Company PLC	3,288,800	0.21
18	HSBC INTL NOM Ltd- Jpmire-GAM Star Fund PLS	3,000,000	0.19
19	David Pieris Motor Company Limited	2,356,801	0.15
20	Ms. N.T.M.S.Cooray	1,786,500	0.11

#### **Public Holdings**

The percentage of ordinary shares held by the public as at 30th June 2012 was 24.60%.

#### Directors'/ CEO's Holding in Shares as at 30th June 2012

The number of ordinary shares held by the directors and CEO as at 30th June 2012 was as follows;

Name	Position	No. of Shares
Mr. Weraduwage Karunajeewa	Chairman	-
Dr. Don Joseph Douglas Jayakody	Director	50,000
Mr. Hennek Gedara Wajira Swarna Sri Bandara	Director	-
Mr. Namasivayam Vasantha Kumar	Director	1,000,000
Mr. Palihawadana Arachchige Irenius Sirinimal Perera	Director	20,000
Mrs. Manoli Gonaduwa Jinadasa	Director	-
Mr. Don Padmasiri Kumarage	CEO	5,000,000

#### **EXPLANATORY NOTES**

- 1. There are no significant changes in accounting policies and methods of computation since the publication of financial statements in the annual report for the year 2011/12.
- 2. The Interim Financial Statements for the three months ended 30th June 2012 are drawn up from unaudited accounts of the Company, its subsidiary companies and its associate.
- 3. The Interim Financial Statements are in compliance with the Sri Lanka Accounting Standards 35: Interim Financial Reporting and the provisions of the Companies Act No. 7 of 2007 and provide the information as required in terms of Rule 7.4 of the Colombo Stock Exchange.
- 4. According to the new ruling issued by the Institute of Chartered Accountants of Sri Lanka, Companies are required to prepare interim financial statements as per LKAS 34 for financial periods beginning on or after 1st January 2012. However, the Institute of Chartered Accountants of Sri Lanka has allowed Companies to prepare interim financial statements during the first financial year commencing on or after 1st January 2012 in accordance with the Sri Lanka Accounting Standards which existed immediately prior to 1st January 2012, with disclosures on impact to the Statement of Comprehensive Income for the period and Net Assets based on SLFRS/ LKAS.
  - The Company is in the process of quantifying the impact to the Net Assets as well as to the Statement of Comprehensive Income for the period based on SLFRS/ LKAS, which will be disclosed in future reporting.
- 5. The consolidated financial statements of the Company comprises of the Company and its subsidiaries: People's Leasing Property Development Limited, People's Leasing Fleet Management Limited, People's Finance PLC, People's Insurance Limited, People's Leasing Havelock Properties Limited and People's Microfinance Limited and the Group's interest in its associate: City Finance Corporation Limited (formerly known as Industrial Finance Limited).
- 6. All known expenses including management fees and similar expenses have been provided for in these financial statements.
- 7. There has been no significant change in the nature of the contingent liabilities which were disclosed in the Annual Report for the year ended 31st March 2012.
- 8. The Company did not rasie funds through share issue, rights issue, or debenture issue during the period ended 30th June 2012.
- 9. In June 2011, upon the continuous review of lending portfolio, the remaining general provision of Rs. 1,611,476,404/- was reversed to the Income Statement due to continuous increase in the quality of the Company's lending portfolio and the improved economic conditions of the country in all key sectors including leasing industry and low exposure to market risk. (three months period ended 30th June 2012- Nil)
  - This has resulted in the increase in net profit by Rs. 1,063,026,355/- for the three months period ended 30th June 2011. (three months period ended 30th June 2012- Nil)
- 10. Net assets per share have been calculated, for all periods, based on the number of shares in issue as at 30th June 2012.
- 11. On the 30th of April 2012, the Company redeemed 5,000,000 preference shares at Rs. 10/- each.
- 12. On the 5th of April 2012 the Company received a sum of Rs. 10,823,199/= from People's Insurance Limited, a subsidiary of People's Leasing Company PLC, as the final dividend of Rs. 0.20 per share for the financial year 2011.
- 13. On the 29th of June 2012, People's Finance PLC, a subsidiary of People's Leasing Company PLC, paid a sum of Rs. 186,442,448/- as the interim dividend of Rs. 2.50 per share for the financial year 2012/13. Accordingly, People's Leasing Company PLC has recorded a net dividend of Rs. 148,975,388/-.

#### **EXPLANATORY NOTES Contd.**

- 14. Pursuant to the approval given by the shareholders of the Company at the 16th Annual General Meeting held on the 29th of June 2012, the Company paid a final dividend of Rs. 0.50 per ordinary share on the 11th July 2012 for the financial year ended 31st March 2012.
- 15. On the 17th of July 2012, the Directors of the Company duly authorised the issue of up to US\$ 150,000,000/- in an aggregate principal amount of senior unsecured notes to be offered and sold outside the United States in accordance with Regulation S under the United States Securities Act of 1933, as amended and outside of Sri Lanka. The Company has made an application for the listing of the Notes on the Singapore Exchange Securities Trading Limited.
- 16. On the 12th of June 2012, the Company made an application to the Monetary Board of the Central Bank of Sri Lanka for registration as a Licensed Finance Company under the Finance Business Act No. 42 of 2011.
- 17. On the 5th of July 2012, Fitch Ratings Lanka upgraded the Company's National Long-Term rating to 'AA-(lka)' from 'A+(lka)'; Stable Outlook.
- 18. There have been no material events except given in notes 14, 15, 16 and 17 subsequent to the balance sheet date, which require disclosures in the interim financial statements.

### SELECTED PERFORMANCE INDICATORS

	Company		
	As at	As at	
	30.06.2012	31.03.2012	
Regulatory Capital Adequacy			
Core Capital (Tier1 Capital) - Rs. Mn	15,215.37	15,551.78	
Total Capital Base - Rs.Mn	15,215.37	15,551.78	
Core Capital Ratio (Minimum 5%)	25.42%	25.50%	
Total Capital Ratio (Minimum 10%)	25.42%	25.50%	
Asset Quality			
Gross Non-Performing Advances Ratio	0.92%	0.65%	
Net Non-Performing Advances Ratio	-0.11%	-0.16%	
Profitability (Annualized)			
Interest Margin	8.30%	10.02%	
Return on Assets (before Tax)	4.93%	8.83%	
Return on Equity	15.31%	32.62%	
Debt Security Related Ratios			
Debt Equity Ratio (Times)	4.07	3.23	
Interest Cover (Times)	1.52	1.97	