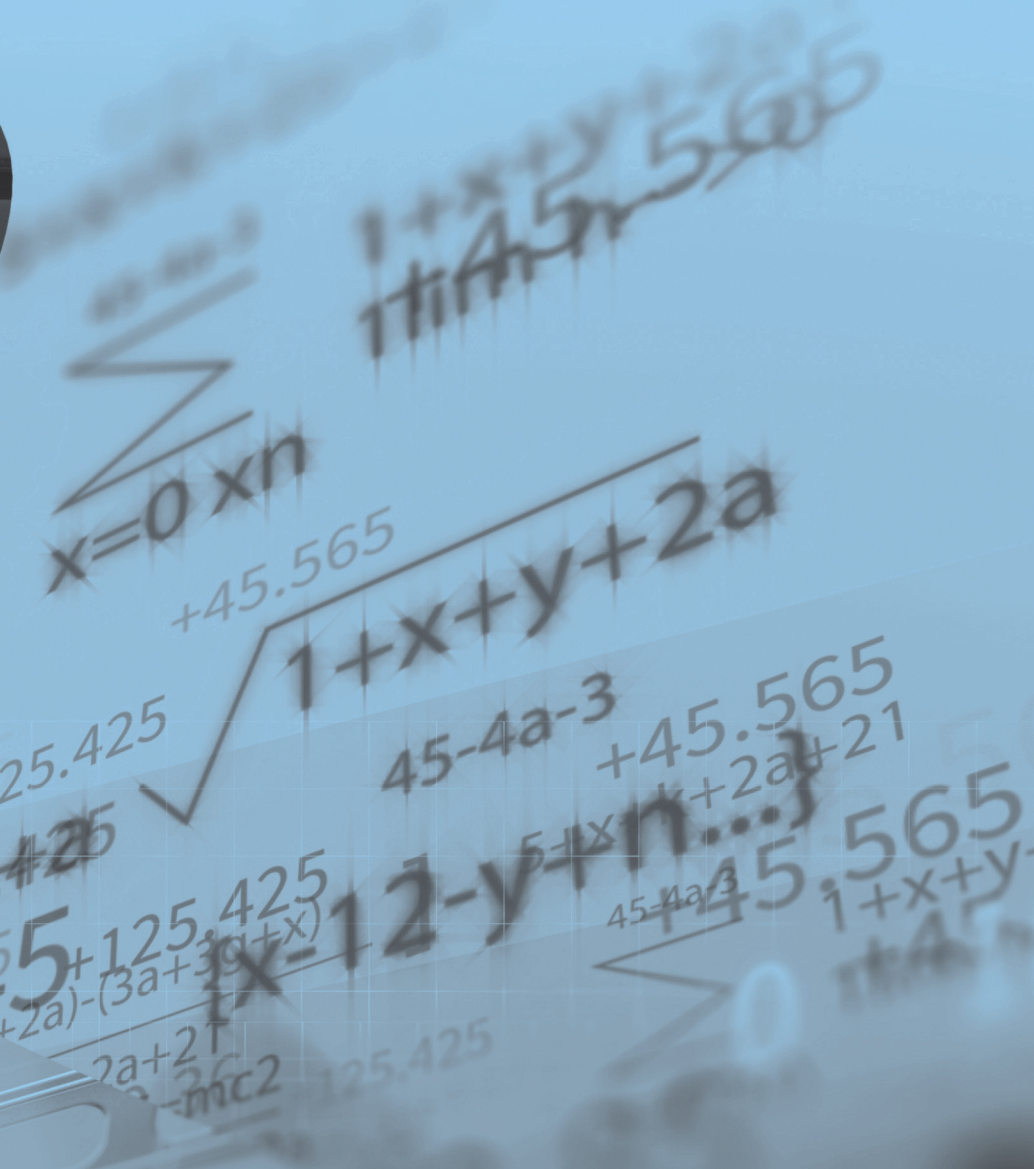


# TANZANIA



FINANCIAL STATEMENTS AT 31 DECEMBER 2016



**BANK OF AFRICA**

Groupe BMCE BANK



# Table of contents

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<b>2016 Key figures</b>	<b>3</b>
<b>Corporate information</b>	<b>5</b>
<b>Report of the Directors</b>	<b>6</b>
Incorporation	6
Bank's vision	6
Bank's mission	6
Principal activities	6
Business developments	6
Dividend	8
Directors	8
Corporate governance	8
Capital structure	9
Shareholders of the bank	9
Management	9
Future development plans	9
Key strengths and resources	9
Solvency	10
Risk Management and International Control	10
Employee's Welfare	10
Gender Parity	11
Related Party Transactions	11
Social and Environmental Policy	11
Political and Charitable Donations	12
Corporate Social Responsibility	12
Education	12
Health	12
Auditors	12
<b>Independent Auditors' report</b>	<b>15</b>
<b>Financial statements</b>	<b>20</b>
<b>Notes to the Financial Statements</b>	<b>25</b>

# TANZANIA



## Opening date: October 2007

Created in 1995: EURAFRICAN BANK – TANZANIA Ltd (EBT).  
Integrated into BOA network in 2007.

## Capital as at 31/12/2016

Tanzanian Shillings (TZS) 37.02 billion

## Board of Directors as at 31/12/2016

Ambassador Mwanaidi  
SINARE MAAJAR, Chairman  
Amine BOUABID  
Abdelkabar BENNANI  
Vincent de BROUWER  
Henry LALOUX  
Emmanuel Ole NAIKO  
Moremi MARWA

## Auditor

PRINCEWATERHOUSE COOPERS

## Registered office

NDC Development House  
Ohio Street / Kivukoni Front  
P.O. Box 3054 - Dar Es Salaam  
TANZANIA  
Tel.: (255) 22 211 01 04 / 12 90  
Fax: (255) 22 211 37 40  
SWIFT: EUAFTZTZ

<[boa@tanzania.com](mailto:boa@tanzania.com)>

[www.boatanzania.com](http://www.boatanzania.com)

## Principal Shareholders as at 31/12/2016

<b>BOA GROUP S.A.</b>	<b>BELGIAN INVESTMENT COMPANY FOR DEVELOPING COUNTRIES (BIO)</b>	<b>BANK OF AFRICA - KENYA</b>
<b>30.50 %</b>	<b>16.30 %</b>	<b>15.70 %</b>
<b>BOA WEST AFRICA</b>	<b>AFH-OCÉAN INDIEN</b>	<b>TANZANIA DEVELOPMENT FINANCE LTD (TDFL)</b>
<b>14.50 %</b>	<b>14.30 %</b>	<b>5.20 %</b>
		<b>OTHERS</b>
		<b>3.50 %</b>

## 2016 Key figures

(In millions of TZS)

Activity	2015	2016	Variation
Deposits	350 714	393 635	12,2 %
Loans	307 101	324 870	5,8 %
Number of branches at the end of the financial year	23	27	17,4 %

## Structure

Total Assets	575 340	628 877	9,3 %
Shareholders' equity	68 319	72 006	5,4 %
Number of employees at the end of the year	346	309	-10,7 %

## Capital Adequacy Ratio

Tier 1	56 924	60 668
Tier 2	5 823	4 306
Risk Weighted Asset (RWA)	291 170	400 612
Tier 1 + Tier 2 / RWA	21,5 %	16,2 %

(\*) Yearly growth 2016-2015

Income	2015	2016	Variation
Net operating income	43 349	46 484	7,2 %
Operating expenses (including depreciation and amortization)	33 661	36 252	7,7 %
Gross operating profit	9 688	10 232	5,6 %
Cost of risk (in value) (*)	2 241	4 616	106,0 %
Net income	5 101	3 688	-27,7 %
Operating ratio	77,7 %	78,0 %	
Cost of risk	0,8 %	1,5 %	
Return on Assets (ROA)	0,9 %	0,6 %	
Return on Equity (ROE)	8,4 %	5,3 %	

(\*) Including general provision

## Financial analysis

BANK OF AFRICA - TANZANIA (BOA -TANZANIA) performance for 2016 showed mixed results. Profit after tax (PAT) decreased by 28% from TZS 5.1 billion to TZS 3.7 billion. This decline was attributed to the challenging business environment across the Tanzania banking industry which notably affected our foreign exchange trading income and increased our cost of risk by almost twofold.

Impairment charge on loans and advances during the year amounted to TZS 4.6 billion being a twofold increase from the TZS 2.2 billion charged in 2015. Notwithstanding this increase, significant progress was achieved in the recovery of NPLs.

Net interest income grew by 17% YoY driven mainly by improved yields on LCY loans and advances and overall growth of loan book.

The Bank's net loan book grew by 6% to TZS 325 billion (2015: TZS 307 billion) while the total balance sheet grew by 9% to TZS 629 billion (2015: TZS 575 billion). With a focus on retail segment, BOA TANZANIA was able to grow retail loan book by over 56%. The Bank intends to continue its focus on retail and SME segments in line with our TDP.

Customers' deposits for the Bank stood at TZS 394 billion (2015: TZS 351 billion) as at 31 December 2016, being a growth of 12% over the previous year. Cheap deposits constitute 58% of total deposits. A continued focus on cheap deposits will ensure low cost of funds in the coming year.

The Bank continued with its strategic branch expansion with an eye on Small and Medium Enterprises (SMEs) and the retail market by opening five branches. Two branches were opened in Dar es salaam at Mwenge and Mbezi Luis suburb while 3 other branches were opened in Nyanza - Mwanza region, Uluguru - Morogoro region and Babati in Manyara region. We closed our Mtibwa branch in the first quarter of the year as part of our continuing efforts to reallocate and better leverage our resources. This brought the number of branches to 27 and marks our presence in 12 regions of the Tanzania mainland and Zanzibar. In short-term, this program continued to put pressure on operating costs and as a consequence, there was a slight deterioration of cost to income ratio from 77.7% in 2015 to 78.0% in 2016. The Bank will continue with the expansion programme and is expected to open three new branches in the coming 12 months.

# Corporate information

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## Directors

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Directors	Position	Remarks
<b>Ambassador Mwanaidi</b>	<b>Chairman</b>	
Sinare Maajar	Member	
Vincent De Brouwer	Member	
Emmanuel Ole Naiko	Member	
Amine Bouabid	Member	
Henri Laloux	Member	
Abdelkabar Bennani	Member	
Ammishaddai Owusu- Amoah	Managing Director	
Moremi Marwa	Member	App. on 15 March 2016

## Company secretary

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Elizabeth Muro  
P.O.Box 3054  
Dar es Salaam  
Tanzania

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## Registered office and principal place of business

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Development House, Kivukoni Front/Ohio Street  
P.O.Box 3054  
Dar es Salaam  
Tanzania

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## Auditors

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PricewaterhouseCoopers  
Certified Public Accountants (Tanzania)  
369 Toure Drive, Oyser bay  
Pemba House  
P.O.Box 45  
Dar es Salaam  
Tanzania

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# Report of the Directors

## To the members of BANK OF AFRICA - TANZANIA Limited

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The Directors present their report together with the audited financial statements of BANK OF AFRICA - TANZANIA Limited (the "Bank") for the year ended 31 December 2016, which disclose the state of financial affairs of the Bank.

### Incorporation

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The Bank is a limited liability company incorporated under the Companies Act, 2002 and is domiciled in the United Republic of Tanzania.

### Bank's vision

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To be the preferred bank in the Bank's chosen markets.

### Bank's mission

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To serve customers with efficiency and courtesy, contribute to the development of all the Bank's stakeholders, optimize the growth of the BANK OF AFRICA Group through synergies and common development plans and promote growth and stability of the economies in which the Bank operates.

### Principal activities

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The Bank's principal activity is the provision of banking and related services. The Bank is licenced under the Banking and Financial Institutions Act, 2006.

### Business developments

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During the year ended 31 December 2016, BANK OF AFRICA - TANZANIA Limited recorded a pre-tax profit of TZS 5.6 billion (2015: TZS 7.4 billion). The decline in profit is attributed to decline in non-funded income, particularly foreign exchange income and provisioning for loan losses.

Total operating income increased by 2% to TZS 41.8 billion (2015: TZS 41.1 billion), driven by interest income growth, whereby net interest income grew by 17% to TZS 33.1 billion (2015: TZS 28.3), while at the same time, the impairment charges on loans and advances grew from TZS 2.2 billion to TZS 4.6 billion. The Bank's net loan book grew by 6% to TZS 324 billion (2015: TZS 307 billion) while the total balance sheet grew by 9% to TZS 629 billion (2015: TZS 575 billion). Customers' deposits for the Bank stood at TZS 394 billion as at 31 December 2016 (2015: TZS 351 billion), being a growth of 12% over the previous year.



BANK OF AFRICA - TANZANIA  
LIMITED RATIOS

PERFORMANCE INDICATOR	DEFINITION AND CALCULATION METHOD	LIMITED RATIOS	
		2016	2015
RETURN ON EQUITY	NET PROFIT/TOTAL EQUITY	5.2%	7.47%
RETURN ON ASSETS	NET PROFIT/TOTAL ASSETS	0.6%	0.89%
COST TO INCOME RATIO	TOTAL OPERATING COSTS/(NET INTEREST INCOME + NON-INTEREST INCOME)	78.0%	77.65%
INTEREST MARGIN ON EARNING ASSETS	TOTAL INTEREST INCOME/(INVESTMENT IN GOVERNMENT SECURITIES + BALANCES WITH OTHER FINANCIAL INSTITUTIONS + INTERBANK LOAN RECEIVABLES + INVESTMENTS IN OTHER SECURITIES + NET LOANS, ADVANCES AND OVERDRAFT)	10.5%	9.80%
NON - INTEREST INCOME TO GROSS INCOME	NON - INTEREST INCOME/TOTAL INCOME	22.9%	26.5%
GROSS LOANS TO CUSTOMERS TO CUSTOMER DEPOSITS	TOTAL LOANS TO CUSTOMERS/TOTAL DEPOSITS FROM CUSTOMERS	82.5%	87.51%
NON - PERFORMING LOANS TO GROSS LOANS	NON - PERFORMING LOANS/GROSS LOANS AND ADVANCES/2014 LOANS AND ADVANCES	4.96%	3.06%
EARNING ASSETS TO TOTAL ASSETS	EARNING ASSETS/TOTAL ASSETS	82.1%	82.88%
GROWTH ON TOTAL ASSETS	TREND (2016 TOTAL ASSETS - 2015 TOTAL ASSETS) /2015 TOTAL ASSETS	9.3%	16.13%
GROWTH ON LOANS AND ADVANCES TO CUSTOMERS	TREND (2016 LOANS AND ADVANCES - 2015 LOANS AND ADVANCES)/2015 LOANS AND ADVANCES	5.8%	12.36%
GROWTH ON CUSTOMER DEPOSITS	TREND (2016 DEPOSITS - 2015 DEPOSITS)/2015 DEPOSIT	12.2%	12.20%
CAPITAL ADEQUACY			
TIER 1 CAPITAL	CORE CAPITAL/RISK WEIGHTED ASSETS INCLUDING OFF BALANCE SHEET ITEMS	15%	20%
TIER 1+TIER 2 CAPITAL	TOTAL CAPITAL / RISK WEIGHTED ASSETS INCLUDING OFF-BALANCE SHEET ITEMS	16%	23%

The Bank continued with its strategic branch expansion with an eye on Small and Medium Enterprises (SMEs) and the retail market by opening five branches. Two branches were opened in Dar es salaam at Mwenge and Mbezi Luis suburb while 3 other branches were opened Nyanza – Mwanza region, Uluguru – Morogoro region and Babati in Manyara region. We closed our Mtibwa branch in the first quarter of the year as part of our continuing efforts to reallocate and better leverage our resources. This brought the number of branches to 27 and marks our presence in 12 regions of the Tanzania mainland and Zanzibar. In short-term, this program continued to put pressure on operating costs and as a consequence, there was a slight deterioration of cost to income ratio from 77.7% in 2015 to 78.1% in 2016. The Bank will continue with the expansion programme and is expected to open three new branches in the coming 12 months.

The ratio of non-performing loans to gross loans increased from 3.1% at the end of prior year to 4.96% at the end of the reporting period. This ratio is lower than the industry average ratio of 9.4%. The credit selection, appraisal and approval processes, complemented by strong relationships with customers have ensured that potential credit delinquencies are identified and managed at an early stage. This arrangement has proved to be beneficial to the Bank and its customers, especially in light of the challenges that they are facing in the prevailing difficult economic environment.

The Directors extend sincere gratitude to the Bank's customers for their continued support and loyalty, staff for their contribution to the Bank's growth and all stakeholders who acted as catalysts in bringing the Bank this far.

## Dividend

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The directors recommend dividend payment of TZS 2,582 million (2015: Nil).

## Directors

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The Directors of the Bank at the date of this report and who have been in office since 1 January 2016 unless otherwise stated are set out on page 1.

## Corporate governance

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At the end of the reporting period, the Board of Directors consisted of 8 directors, including the Managing Director. Apart from the Managing Director, no any other director holds an executive position in the Bank. The Board takes overall responsibility for the Bank, including responsibility for identifying key risk areas, considering and monitoring investment decisions, considering significant financial matters, and reviewing the performance of management business plans and budgets. The Board is also responsible for ensuring that a comprehensive system of internal control, policies and procedures is operative, and for compliance with sound corporate governance principles.

The Board is required to meet at least four times a year. The Board delegates the day to day management of the business to the Managing Director assisted by senior management. Senior management is invited to attend board meetings and facilitates the effective control of all the Bank's operational activities, acting as a medium of communication and coordination between all the various business units. The Bank is committed to the principles of effective corporate governance. The Directors also recognize the importance of integrity, transparency and accountability. During the year the Board of Director met four times.

During the year the Board of Directors of the Bank had the following board sub-committees to ensure a high standard of corporate governance throughout the Bank. All these committees report to the main Board of Directors.

### i) Board committee

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<b>Abdelkabir Bennani</b>	<b>Chairman</b>	<b>Moroccan</b>
Henry Laloux	Member	Belgian
Amine Bouabid	Member	Moroccan

The committee conducts its business by circulation and the decisions are discussed and ratified in the Board Risk Committee.

### ii) Board Audit committee

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<b>Moremi Marwa</b>	<b>Chairman</b>
Vincent De Brouwer	Member
Emmanuel Ole Naiko	Member
Henry Laloux	Member

The committee met four times during the year.



### iii) Board Risk and Compliance Committee

Vincent De Brouwer	Chairman
Henry Laloux	Member
Abdelkabir Bennani	Member
Moremi Marwa	Member

The committee met four times during the year.

### iv) Board Nomination, Remuneration and Human Resources Committee

Henri Laloux	Chairman
Abdelkabir Bennani	Member
Vincent De Brouwer	Member
Moremi Marwa	Chairman

### Capital structure

The Bank's capital structure as at 31 December 2016 is disclosed in notes 3.5 and 31 of these financial statements.

### Shareholders of the bank

The total number of shareholders during the year was 9 (2015: 9 shareholders). None of the Directors of the Bank has an interest in the issued share capital. The shareholding of the Bank during the year is as disclosed in note 31 of these financial statements.

### Management

The management of the Bank is under the Managing Director and is organized in the following departments;

- Credit & Control
- Finance
- Operations and Support
- Business Development
- Audit
- Enterprise Risk and Compliance

### Future development plans

As we look forward in implementation of three year Development Plan 2016-2018, the Directors are optimistic that the Bank will be able to deliver results as outlined in its strategic objectives. The Directors intend to continuously increase the Bank's delivery channels and embrace technological advancements in banking e.g. mobile and agency banking, thereby taking the services closer to public. The Bank will also continue to implement innovative cost control measures in an effort to improve profitability.

### Key strengths and resources

In light of key strengths and resources at the disposal of the Bank, the Directors believe that the Bank will achieve its objectives as highlighted above under Future Development Plans. Being affiliated to Bank of Africa Group with presence in 17 countries worldwide, the Bank enjoys considerable technological and intellectual capital. Now ranked among top 10 banks in Tanzania, the Bank will continue to strive to penetrate further into the market. The Bank has well-functioning staff motivational and retention schemes which have resulted in a reliable and committed team of staff.

## Solvency

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The Board of Directors confirms that applicable accounting standards have been followed and that the financial statements have been prepared on a going concern basis.

The Board of directors has reasonable expectation that the Bank has adequate resources to continue in operational existence for the foreseeable future.

## Risk Management and International Control

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The Board accepts final responsibility for the risk management and internal control systems of the Bank. It is the task of management to ensure that adequate internal financial and operational control systems are developed and maintained on an ongoing basis in order to provide reasonable assurance regarding:

- The effectiveness and efficiency of operations;
- The safeguarding of the Bank's assets;
- Compliance with applicable laws and regulations;
- The reliability of accounting records;
- Business sustainability under normal as well as adverse conditions; and
- Responsible behaviors towards all stakeholders.

The efficiency of any internal control system is dependent on the strict observance of prescribed measures. There is always a risk of non-compliance with such measures by staff. Whilst no system of internal control can provide absolute assurance against misstatement or losses, the Bank's system is designed to provide the Board with reasonable assurance that the procedures in place are operating effectively. The Board assessed the internal control systems throughout the financial year ended 31 December 2016 and is of the opinion that they met accepted criteria.

## Employee's Welfare

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### Management and Employees' Relationship

The Bank's achievements and financial results in such a challenging market are a testimony to good relationship between employees and management. The Bank continued to enjoy good relationship between employees and management for the year ended 31 December 2016. There were no unresolved complaints received by management from the employees during the year.

The Bank is an equal opportunity employer. It gives equal access to employment opportunities and ensures that the best available person is appointed to any given position free from discrimination of any kind and without regard to factors like gender, marital status, tribe, religion and disability which do not impair ability to discharge duties.

### Training Facilities

For the Bank to achieve its business strategy, it needs talented people who deliver superior results. To support and enable our people to give their best, we provide an engaging and fulfilling environment with opportunities for personal and professional growth, maintain a competitive reward strategy and continuously enhance our people practices. In its annual budget for the year 2017, the Bank has allocated a sum of TZS 379 million for staff training in order to improve employee's technical skills hence effectiveness (2016: TZS 168 million was spent). Training programs have been and are continually being developed to ensure employees are adequately trained at all levels. All employees have some form of annual training to upgrade skills and enhance development.

## Medical Assistance

All members of staff and a maximum number of four beneficiaries (dependants) for each employee were availed medical insurance guaranteed by the Bank. Currently these services are provided by Jubilee Insurance Company Limited.

## Financial Assistance to Staff

Loans are available to all confirmed employees depending on the assessment and discretion of management as to the need and circumstances.

## Persons with Disabilities

Applications for employment by disabled persons are always considered, bearing in mind the aptitudes of the applicant concerned. In the event of members of staff becoming disabled, every effort is made to ensure that their employment with the Bank continues and appropriate training is arranged. It is the policy of the Bank that training, career development and promotion of disabled persons should, as far as possible, be identical to that of other employees.

## Employees Benefit Plan

The Bank pays contributions to publicly administered pension plans on mandatory basis which qualify to be a defined contribution plans. Publicly administered pension plans of which Banks' employees are members are National Social Security Fund (NSSF) and PPF Pensions Fund (PPF).

## Gender Parity

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As at 31 December 2016, the Bank had 307 employees, out of whom 131 were female and 176 were male. (2015: 251 employees, 105 were female and 146 were male).

## Related Party Transactions

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All related party transactions and balances are disclosed in note 34 to these financial statements.

## Social and Environmental Policy

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The Bank recognises that sustainable development is dependent upon a positive interaction between economic growth, social upliftment and environmental protection.

As a responsible corporate citizen, the Bank has a policy framework that is designed to ensure that all projects undertaken adhere to social and environmental regulations of the relevant local, national and international standards.

The policy framework commits the Bank to:

- Support business activities that contribute to the protection and improvement of the environment;
- Monitor the effects of the Bank's activities on the environment and work towards the improvement and pollution prevention;
- Comply with all applicable laws and regulations related to environmental protection and other requirements to which the Bank is subject to and subscribed to; and
- Provide financing to projects with minimal adverse impact on the environment while ensuring that those having potentially major adverse environmental and social impact are accompanied by adequate mitigation measures.

## Political and Charitable Donations

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The Bank did not make any political donations during the year 2016. Donations made to charitable organizations during the year amounted to TZS 10 million (2015: TZS 249 million).

## Corporate Social Responsibility

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BANK OF AFRICA - TANZANIA Limited, in its commitment towards supporting its immediate community, engaged in various corporate social responsibility initiatives in the education, health and social sectors:

### Education

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#### Participation in the AIESEC TANZANIA Career Fair

The Bank continued with its community support initiatives by contributing TZS 3.29 million (2015: TZS 2.87 million) and participating in the AIESEC career fair which is an opportunity for the Bank to acquire potential human resource talents and also invest in the future of the youth. The career fair provides a platform for employers to interact with their potential employees from different higher learning institutions in the country.

#### Hassan Maajar Trust Annual fundraising

On an annual basis Hassan Maajar Trust conducts fund raising events to raise funds to support various education initiatives. During the year Bank of Africa participated and contributed a sum of TZS 2 million in the fundraising event held on 25 November 2016 (2015: TZS 4.95).

### Health

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#### Donation to SALI INTERNATIONAL HOSPITAL

The Bank donated TZS 1.18 million (2015: Nil) to SALI International Hospital in an effort to promote blood donation. The blood donation event which was also attended by Bank of Africa (T) staff was held on 14 June 2016.

### Auditors

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The Bank's auditor, PricewaterhouseCoopers, was appointed to serve as external auditors for the year 2016. The auditors have expressed their willingness to continue in office and are eligible for re-appointment. A resolution proposing the re-appointment of PricewaterhouseCoopers as auditors of the Bank for the year ending 31 December 2017 will be put to the Annual General Meeting.

BY ORDER OF THE BOARD

**Ambassador Mwanaidi Sinare Maajar**

Board Chairperson

06<sup>th</sup> March 2017

## Declaration of the Head of Finance for the year ended 31 December 2016

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The National Board of Accountants and Auditors (NBAA) according to the power conferred to it under the Auditors and Accountants (Registration) Act. No. 33 of 1972, as amended by Act No. 2 of 1995, requires financial statements to be accompanied with a declaration issued by the Head of Finance/Accounting responsible for the preparation of financial statements of the entity concerned. It is the duty of a Professional Accountant to assist the Board of Directors/Governing Body/Management to discharge the responsibility of preparing financial statements of an entity showing a true and fair view of the entity position and performance in accordance with applicable International Accounting Standards and statutory financial reporting requirements. Full legal responsibility for the preparation of financial statements rests with the Board of Directors as mentioned under the statement of Directors' Responsibilities on the next page.

I, Mussa Shaban Mwachaga, being the General Manager – Finance of Bank of Africa Tanzania Limited hereby acknowledge my responsibility of ensuring that financial statements for the year ended 31 December 2016 have been prepared in compliance with applicable accounting standards and statutory requirements. I thus confirm that the financial statements give a true and fair view position of Bank of Africa Tanzania Limited as on that date and that they have been prepared based on properly maintained financial records.

Signed by:

**Mussa Shaban Mwachaga**

General Manager – Finance

NBAA Membership No.: A CPA 2113

Date: 06<sup>th</sup> March 2017

## **Statement of of Directors' responsibilities for the year ended 31 December 2016**

The Companies Act, CAP 212 Act No.12 of 2002 requires directors to prepare financial statements for each financial year that give a true and fair view of the state of affairs of the Bank as at the end of the financial year and of its profit for the year. It also requires the directors to ensure that the Bank keeps proper accounting records that disclose, with reasonable accuracy, the financial position of the Bank. They are also responsible for safeguarding the assets of the Bank and hence taking reasonable steps for the prevention and detection of fraud, error and other irregularities.

The directors accept responsibility for the financial statements, which have been prepared using appropriate accounting policies supported by reasonable and prudent judgments and estimates, in conformity with International Financial Reporting Standards (IFRS) and the requirements of the Companies Act, CAP 212 Act No.12 of 2002. The directors are of the opinion that the financial statements give a true and fair view of the state of the financial affairs of the Bank and of its profit in accordance with International Financial Reporting Standards (IFRS). The directors further accept responsibility for the maintenance of accounting records that may be relied upon in the preparation of financial statements, as well as designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement whether due to fraud or error.

Nothing has come to the attention of the directors to indicate that the Bank will not remain a going concern for at least twelve months from the date of this statement.

Signed on behalf of the Board of Directors by:

**Ambassador Mwanaidi Sinare Maajar**  
Board Chairperson

06<sup>th</sup> March 2017

**Moremi Marwa**  
Director

06<sup>th</sup> March 2017



# Independent Auditors' report

To the shareholders of BANK OF AFRICA TANZANIA Limited

## Report on the audit of the financial statements

### Our opinion

In our opinion, the financial statements give a true and fair view of the financial position of Bank of Africa Tanzania Limited (the Bank) as at 31 December 2016, and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Companies Act No. 12 of 2002.

### What we have audited

The financial statements of Bank of Africa Tanzania Limited are set out on pages 18 to 85 comprise:

- the statement of financial position as at 31 December 2016;
- the statement of profit or loss and other comprehensive income for the year then ended;
- the statement of changes in equity for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies.

### Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Independence

We are independent of the Bank in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and ethical requirements of the National Board of Accountants and Auditors (NBAA) that are relevant to our audit of the financial statements in Tanzania. We have fulfilled our other ethical responsibilities in accordance with the IESBA Code the ethical requirements of the NBAA.

### Key audit matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current year. These matters were addressed in the context of our audit of the Bank financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

## Key audit matter

### Impairment of loans and advances to customers

Management exercises judgement when determining both when and how much to record as loan impairment provisions. Judgement is applied to determine the appropriate parameters and assumptions used to estimate the provisions. These judgements together with the value of loans and advances to customers (TZS 324,870 million) make this a key audit matter.

The Bank assesses individual impairment for the following categories:

- Term loans past due for more than 90 days.
- Overdraft facilities that have expired but remain outstanding, overdraft facilities where the outstanding balance exceeds the approved facility limit or if where the overdraft facility is not performing (for example if appears to develop a hardcore balance even if below the approved limit).

For these individually assessed loans and advances, judgements are applied on the recoverable amounts of the contractual cash flows from debt servicing and/or cash flows from the realisation of collateral. Where collateral is realised, judgement is required for the collateral realisation recovery costs and the recovery period.

When estimating the impairment provision for collectively assessed loans and advances, judgements are applied in determining historical loss ratios and grouping of loans and advances into groups of similar credit risk characteristics.

Further details on loans and advances have been disclosed in the Note 4(a) and Note 18 of the financial statements.

## How our audit addressed the Key audit matter

### Identification of loans subject to specific impairment provision

- As the identification of loans subjected to specific impairment testing is reliant on information systems, we understood and tested key information technology general controls, controls over access to data, controls over creation of data and controls over changes to data.

- We tested that the system appropriately identifies past due loans and overdrafts that are above the approved limits or those that have expired.

- We tested that the system accurately calculates the number of days past due.

- We performed audit procedures regarding:

- the appropriateness of the criteria used by management to identify facilities that should be assessed individually for impairment;

- the identification and inclusion of restructured facilities in the specific impairment assessment ; and

- the identification and inclusion in the specific impairment assessment model, of loans and advances performing as at year end but whose trend subsequent to year end indicated deterioration.

### Identification of facilities subject to collective impairment

- We tested that all facilities not individually assessed for impairment were included in the collective impairment assessment.

- We tested for the inclusion in the collective impairment assessment, of loans and advances for which no impairment provision was required to be recorded following individual impairment assessment.

### Specific impairment assessment

Where impairment assessment was driven by cash flows, we challenged management on the assumptions underlying the expected cash flows to establish their reasonableness and recomputed the discounted cash flows using the original effective interest rates.

**Key audit matter****Impairment of loans and advances to customers**

Where impairment assessment was driven by recovery of collateral:

- For physical assets related collateral, we agreed their forced sale values to collateral valuation reports.
- For realization costs, we tested reasonableness of such costs based on historical experience.
- We challenged management assumptions regarding the recovery costs and recovery period used in determining the recoverable amount of collaterals with reference to historical experience.

**Collective impairment assessment**

We tested the reasonableness of the historical loss ratio and emergence period with reference to historical experience.

We tested for the appropriateness of grouping loans and advances into groups of similar credit characteristics.

We recomputed the collective impairment provision.

**Other information**

The directors are responsible for the other information. The other information comprises corporate information and report of the directors' but does not include the Bank financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

**Responsibilities of the directors for the financial statements**

The directors are responsible for the preparation and fair presentation of the financial statements in accordance with International Financial Reporting Standards and the requirements of the Companies Act, CAP 212 Act No. 12 of 2002, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Bank or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for overseeing the Bank's financial reporting process.

## Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Bank's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Bank to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Bank to express an opinion on the financial statements. We are responsible for the direction, supervision and performance of the Bank audit. We remain solely responsible for our audit opinion.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on other legal and regulatory requirements

This report, including the opinion, has been prepared for, and only for, the Bank's members as a body in accordance with the Companies Act, CAP 212 Act No. 12 of 2002 and for no other purposes.

As required by the Companies Act, CAP 212 Act No. 12 of 2002, we are also required to report to you if, in our opinion, the Directors' Report is not consistent with the financial statements, if the Bank has not kept proper accounting records, if the financial statements are not in agreement with the accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the Bank is not disclosed. In respect of the foregoing requirements, we report the matter as below.

## Declaration of transactions by Key Management Personnel

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The National Board of Accountants and Auditors (NBAA) issued a requirement for Key Management Personnel (KMP) to declare related party transactions. This was effective for financial statements for periods ended on or after 31 December 2016.

We did not receive declarations from KMP to confirm related part transactions as required by NBAA.

### **Patrick Kiambi, ACPA – PP**

For and on behalf of PricewaterhouseCoopers

Certified Public Accountants

Dar es Salaam

Date 30<sup>th</sup> March 2017

## Financial statements

### Statement of Profit or Loss and other Comprehensive Income for the year ended 31 december 2016

	NOTE	2016 TZS'000	2015 TZS'000
INTEREST AND SIMILAR INCOME	5	53,999,031	46,713,104
INTEREST EXPENSE AND SIMILAR CHARGES	6	(20,852,228)	(18,392,082)
<b>NET INTEREST INCOME</b>		<b>33,146,803</b>	<b>28,321,022</b>
IMPAIRMENT CHARGE ON LOANS AND ADVANCES	7	(4,615,945)	(2,240,661)
<b>NET INTEREST INCOME AFTER LOAN IMPAIRMENT</b>		<b>28,530,858</b>	<b>26,080,361</b>
FEES, COMMISSIONS AND OTHER INCOME	8	13,444,849	11,322,202
FEES AND COMMISSION EXPENSE	9	(2,725,144)	(1,804,274)
<b>NET FEE AND COMMISSION INCOME</b>		<b>10,719,705</b>	<b>9,517,928</b>
FOREIGN EXCHANGE INCOME	10	2,592,933	5,509,674
OTHER OPERATING INCOME		24,513	-
<b>TOTAL OPERATING INCOME</b>		<b>41,868,009</b>	<b>41,107,963</b>
OPERATING EXPENSES	11	(36,251,527)	(33,660,887)
<b>PROFIT BEFORE INCOME TAX</b>		<b>5,616,482</b>	<b>7,447,076</b>
INCOME TAX EXPENSE	13(A)	(1,928,549)	(2,345,586)
<b>PROFIT FOR THE YEAR</b>		<b>3,687,933</b>	<b>5,101,490</b>
OTHER COMPREHENSIVE INCOME		-	-
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<b>3,687,933</b>	<b>5,101,490</b>

### Statement of Financial Position at 31 December 2016

	NOTES	2016 TZS'000	2015 TZS'000
<b>ASSETS</b>			
CASH AND BALANCES WITH BANK OF TANZANIA	15	86,404,506	78,846,271
BALANCES DUE FROM OTHER BANKS	16	158,823,815	121,595,649
GOVERNMENT SECURITIES HELD AT AMORTIZED COST	17	32,483,276	48,153,835
LOANS AND ADVANCES TO CUSTOMERS	18	324,870,221	307,101,405
DERIVATIVE FINANCIAL INSTRUMENTS	29	3,572	-
EQUITY INVESTMENT	20	1,020,000	1,020,000
OTHER ASSETS	19	3,644,730	3,744,084
PROPERTY AND EQUIPMENT	21	12,715,533	11,080,517
INVESTMENT PROPERTY	22	4,407,178	-
INTANGIBLE ASSETS	23	1,047,919	1,585,822
CURRENT TAX ASSET	13(C)	278,605	-
DEFERRED TAX ASSETS	30	3,177,308	2,212,864
<b>TOTAL ASSETS</b>		<b>628,876,663</b>	<b>575,340,447</b>



	NOTES	2016 TZS'000	2015 TZS'000
<b>LIABILITIES AND EQUITY</b>			
<b>LIABILITIES</b>			
BALANCES DUE TO OTHER BANKS	24	124,161,063	103,138,915
DEPOSITS FROM CUSTOMERS	25	393,635,021	350,714,452
SUBORDINATED DEBTS	26	5,814,031	11,398,579
LONG TERM BORROWINGS	27	23,390,688	33,169,337
OTHER LIABILITIES	28	9,869,382	7,818,692
CURRENT TAX LIABILITIES	13(C)	-	781,927
<b>TOTAL LIABILITIES</b>		<b>556,870,185</b>	<b>507,021,902</b>
<b>EQUITY</b>			
SHARE CAPITAL	31	37,020,550	37,020,550
SHARE PREMIUM		12,780,383	12,780,383
RETAINED EARNINGS		17,772,731	13,108,144
REGULATORY RESERVE - SPECIFIC		1,289,542	2,373,367
REGULATORY RESERVE - GENERAL		3,143,272	3,036,101
<b>TOTAL EQUITY</b>		<b>72,006,478</b>	<b>68,318,545</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>628,876,663</b>	<b>575,340,447</b>

The financial statements on pages 20 to 64 were approved and authorised for issue by the Board of Directors on 06<sup>th</sup> March 2017 and signed on its behalf by:

**Ambassador Mwanaidi Sinare Maajar**  
Board Chairperson

**Moremi Marwa**  
Director

## Statement of Changes in Equity for the year ended 31 December 2016

	SHARE CAPITAL TZS'000	SHARE PREMIUM TZS'000	RETAINED EARNINGS TZS'000	REGULATORY SPECIFIC* TZS'000	REGULATORY GENERAL** TZS'000	TOTAL EQUITY TZS'000
<b>AT 1 JANUARY 2015</b>	<b>26,920,633</b>	<b>12,780,383</b>	<b>11,739,703</b>	<b>1,676,419</b>	<b>-</b>	<b>53,117,138</b>
ISSUE OF NEW SHARES	10,099,917	-	-	-	-	10,099,917
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	-	5,101,490	-	-	5,101,490
TRANSFER TO REGULATORY RESERVE - SPECIFIC	-	-	(696,948)	696,948	-	-
TRANSFER TO REGULATORY RESERVE - GENERAL	-	-	(3,036,101)	-	3,036,101	-
<b>AT 31 DECEMBER 2015</b>	<b>37,020,550</b>	<b>12,780,383</b>	<b>13,108,144</b>	<b>2,373,367</b>	<b>3,036,101</b>	<b>68,318,545</b>
<b>AT 1 JANUARY 2016</b>	<b>37,020,550</b>	<b>12,780,383</b>	<b>13,108,144</b>	<b>2,373,367</b>	<b>3,036,101</b>	<b>68,318,545</b>
ISSUE OF NEW SHARES	-	-	-	-	-	-
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	-	-	3,687,933	-	-	3,687,933
TRANSFER TO REGULATORY RESERVE - SPECIFIC	-	-	1,083,825	(1,083,825)	-	-
TRANSFER TO REGULATORY RESERVE - GENERAL	-	-	(107,171)	-	107,171	-
<b>AT 31 DECEMBER 2016</b>	<b>37,020,550</b>	<b>12,780,383</b>	<b>17,772,731</b>	<b>1,289,542</b>	<b>3,143,272</b>	<b>72,006,478</b>

Regulatory reserve - specific represents the surplus of loan provision computed as per the Bank of Tanzania regulations over the impairment of loans and advances calculated in accordance with International Financial Reporting Standards and is not available for distribution.

Regulatory reserve – general represents 1% of the unclassified loans (current) as per requirement of section 27 of the Banking and Financial Institution (Management of Risk Assets) Regulation, 2014.

## Statement of Cash Flows for the year ended 31 December 2016

	NOTE	2016 TZS'000	2015 TZS'000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
CASH FLOW FROM OPERATING ACTIVITIES			
PROFIT BEFORE TAX		5,616,482	7,447,076
ADJUSTMENT FOR:			
DEPRECIATION OF TANGIBLE ASSETS	11	2,066,726	1,852,601
AMORTIZATION OF INTANGIBLE ASSETS	11	537,903	467,916
PROVISION FOR BAD DEBTS		4,751,655	2,597,671
TRANSLATION FOREIGN EXCHANGE LOSSES ON SUBORDINATED DEBTS	26	125,597	3,030,835
TRANSLATION FOREIGN EXCHANGE LOSSES ON LONG-TERM BORROWINGS	27	206,879	1,317,140
INTEREST EXPENSE ON LONG-TERM BORROWINGS	6	719,608	278,074
INTEREST EXPENSE ON SUBORDINATED BORROWINGS	6	496,908	695,366
DERIVATIVE FINANCIAL INSTRUMENTS		(3,572)	(230,040)
GAIN ON DISPOSAL OF PROPERTY AND EQUIPMENT		(24,513)	-
<b>TOTAL</b>		<b>14,493,673</b>	<b>17,456,639</b>
<b>CHANGES IN OPERATING ASSETS</b>			
STATUTORY MINIMUM RESERVE	15	(1,475,649)	(7,417,000)
GOVERNMENT SECURITIES		15,670,559	9,453,652
LOANS AND ADVANCES TO CUSTOMERS		(26,927,650)	(36,389,974)
OTHER ASSETS		99,353	(862,575)
<b>CHANGES IN OPERATING LIABILITIES</b>			
BALANCES DUE TO OTHER BANKS		21,022,150	(789,659)
DEPOSIT FROM CUSTOMERS		42,920,570	38,137,815
OTHER LIABILITIES		2,050,689	1,335,945
<b>NET CASH FROM OPERATING ACTIVITIES BEFORE INCOME TAX</b>		<b>67,853,695</b>	<b>20,924,843</b>
INCOME TAX PAID	13(C)	(3,953,525)	(2,337,777)
<b>NET CASH FROM OPERATING ACTIVITIES</b>		<b>63,900,170</b>	<b>18,587,066</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
PROCEEDS ON SALE OF ASSETS		24,513	-
PURCHASE OF TANGIBLE ASSETS	21	(3,701,742)	(2,771,176)
PURCHASE OF INTANGIBLE ASSETS		-	(832,117)
<b>NET CASH USED IN INVESTING ACTIVITIES</b>		<b>(3,677,229)</b>	<b>(3,603,293)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
PROCEEDS FROM ISSUE OF SHARES		-	10,099,917
PROCEEDS FROM LONG-TERM BORROWINGS	27	6,199,122	25,382,600
REPAYMENT ON SUBORDINATED BORROWINGS	26	(6,207,053)	(4,378,050)
REPAYMENT ON LONG TERM BORROWINGS	27	(16,904,258)	(835,060)
<b>NET CASH FROM FINANCING ACTIVITIES</b>		<b>(16,912,189)</b>	<b>30,269,407</b>
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>		<b>43,310,752</b>	<b>45,253,180</b>
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF YEAR		169,202,620	123,949,440
<b>CASH AND CASH EQUIVALENTS AT THE END OF YEAR</b>	<b>32</b>	<b>212,513,372</b>	<b>169,202,620</b>

# Notes to the Financial Statements

For the year ended 31 December 2016

## 1. General Information

BANK OF AFRICA - TANZANIA Limited (the "Bank") is a limited liability company incorporated in the United Republic of Tanzania under the Companies Act, 2002, and regulated by the Bank of Tanzania under the Banking and Financial Institutions Act, 2006. The details of the address of its registered office and principal place of business are disclosed on page 1 whilst its principal activities are described in the Report of the Directors.

## 2. Summary of significant accounting policies

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

### a. Basis of preparation

The financial statements are prepared in compliance with International Financial Reporting Standards (IFRS). The measurement basis applied is the historical cost basis, except where otherwise stated in the accounting policies below. The financial statements are presented in Tanzania Shillings (TZS), rounded to the nearest thousand.

The financial statements have been prepared on the historical cost basis except for certain financial instruments that are measured at fair value. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

The significant accounting policies adopted in the preparation of these financial statements are set out below.

#### i) New and amended standards adopted by the Bank

The following standards and interpretations apply for the first time to financial reporting periods commencing on or after 1 January 2016:

1. Clarification of acceptable methods of depreciation and amortisation - Amendments to IAS 16 and IAS 38;
2. Annual improvements to IFRSs 2012 - 2014 cycle, and
3. Disclosure initiative - amendments to IAS 1.

#### (ii) New standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Bank

Certain new accounting standards and interpretations have been published that are not mandatory for 31 December 2016 reporting periods and have not been early adopted by the Bank. The Bank's assessment of the impact of these new standards and interpretations is set out below.

#### IFRS 9 Financial Instruments

The standard is effective on 1 January 2018. IFRS 9 replaces the multiple classification and measurement models in IAS 39 Financial instruments: Recognition and measurement with a single model that has initially only two classification categories: amortised cost and fair value.

Classification of debt assets will be driven by the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets. A debt instrument is measured at amortised cost if: a) the objective of the business model is to hold the financial asset for the collection of the contractual cash flows, and b) the contractual cash flows under the instrument solely represent payments of principal and interest.

All other debt and equity instruments, including investments in complex debt instruments and equity investments, must be recognised at fair value.

All fair value movements on financial assets are taken through the statement of profit or loss, except for equity investments that are not held for trading, which may be recorded in the statement of profit or loss or in reserves (without subsequent recycling to profit or loss).

For financial liabilities that are measured under the fair value option entities will need to recognise the part of the fair value change that is due to changes in their own credit risk in other comprehensive income rather than profit or loss.

The new hedge accounting rules (released in December 2013) align hedge accounting more closely with common risk management practices. As a general rule, it will be easier to apply hedge accounting going forward. The new standard also introduces expanded disclosure requirements and changes in presentation.

In July 2014, the IASB made further changes to the classification and measurement rules and also introduced a new impairment model. With these amendments, IFRS 9 is now complete. The changes introduce:

- a third measurement category (FVOCI) for certain financial assets that are debt instruments
- a new expected credit loss (ECL) model which involves a three-stage approach whereby financial assets move through the three stages as their credit quality changes. The stage dictates how an entity measures impairment losses and applies the effective interest rate method. A simplified approach is permitted for financial assets that do not have a significant financing component (eg trade receivables). On initial recognition, entities will record a day-1 loss equal to the 12 month ECL (or lifetime ECL for trade receivables), unless the assets are considered credit impaired.

### IFRS 15 Revenue from contracts with customers

The standard is effective on 1 January 2018. The IASB has issued a new standard for the recognition of revenue. This will replace IAS 18 which covers contracts for goods and services and IAS 11 which covers construction contracts. The new standard is based on the principle that revenue is recognised when control of a good or service transfers to a customer – so the notion of control replaces the existing notion of risks and rewards. A new five-step process must be applied before revenue can be recognised:

- identify contracts with customers
- identify the separate performance obligation
- determine the transaction price of the contract
- allocate the transaction price to each of the separate performance obligations, and recognise the revenue as each performance obligation is satisfied.

### Key changes to current practice are:

- Any bundled goods or services that are distinct must be separately recognised, and any discounts or rebates on the contract price must generally be allocated to the separate elements.
- Revenue may be recognised earlier than under current standards if the consideration varies for any reasons (such as for incentives, rebates, performance fees, royalties, success of an outcome etc) – minimum amounts must be recognised if they are not at significant risk of reversal.
- The point at which revenue is able to be recognised may shift: some revenue which is currently recognised at a point in time at the end of a contract may have to be recognised over the contract term and vice versa.
- There are new specific rules on licenses, warranties, non-refundable upfront fees and, consignment arrangements, to name a few.
- As with any new standard, there are also increased disclosures.

These accounting changes may have flow-on effects on the entity's business practices regarding systems, processes and controls, compensation and bonus plans, contracts, tax planning and investor communications.

Entities will have a choice of full retrospective application, or prospective application with additional disclosures.

### **IFRS 16 Leases**

The standard is effective on 1 January 2019 but early adoption is permitted only if IFRS 15 is adopted at the same time. IFRS 16 will affect primarily the accounting by lessees and will result in the recognition of almost all leases on balance sheet. The standard removes the current distinction between operating and financing leases and requires recognition of an asset (the right to use the leased item) and a financial liability to pay rentals for virtually all lease contracts. An optional exemption exists for short-term and low-value leases.

The income statement will also be affected because the total expense is typically higher in the earlier years of a lease and lower in later years. Additionally, operating expense will be replaced with interest and depreciation, so key metrics like EBITDA will change.

Operating cash flows will be higher as cash payments for the principal portion of the lease liability are classified within financing activities. Only the part of the payments that reflects interest can continue to be presented as operating cash flows. The accounting by lessors will not significantly change. Some differences may arise as a result of the new guidance on the definition of a lease. Under IFRS 16, a contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

### **Deferred Tax Assets for Unrealised Losses – Amendments to IAS 12**

The amendments are effective on 1 January 2017. Amendments made to IAS 12 in January 2016 clarify the accounting for deferred tax where an asset is measured at fair value and that fair value is below the asset's tax base. Specifically, the amendments confirm that:

A temporary difference exists whenever the carrying amount of an asset is less than its tax base at the end of the reporting period.

An entity can assume that it will recover an amount higher than the carrying amount of an asset to estimate its future taxable profit.

Where the tax law restricts the source of taxable profits against which particular types of deferred tax assets can be recovered, the recoverability of the deferred tax assets can only be assessed in combination with other deferred tax assets of the same type.

Tax deductions resulting from the reversal of deferred tax assets are excluded from the estimated future taxable profit that is used to evaluate the recoverability of those assets.

### **Disclosure Initiative – Amendments to IAS 7**

This is effective on 1 January 2017. Going forward, entities will be required to explain changes in their liabilities arising from financing activities. This includes changes arising from cash flows (eg drawdowns and repayments of borrowings) and non-cash changes such as acquisitions, disposals, accretion of interest and unrealised exchange differences. Changes in financial assets must be included in this disclosure if the cash flows were, or will be, included in cash flows from financing activities. This could be the case, for example, for assets that hedge liabilities arising from financing liabilities.

Entities may include changes in other items as part of this disclosure, for example by providing a 'net debt' reconciliation. However, in this case the changes in the other items must be disclosed separately from the changes in liabilities arising from financing activities.

The information may be disclosed in tabular format as a reconciliation from opening and closing balances, but a specific format is not mandated.



The IASB issued the final version of IFRS 9 Financial Instruments in July 2014, which replaces earlier versions of IFRS 9 issued in 2009 and 2010 (classification and measurement requirements) and 2013 (a new hedge accounting model). It also includes a forward looking expected loss impairment model.

The mandatory date of application is annual reporting periods beginning on or after 1 January 2018. The standard can be applied early.

### ***b. Interest income and expense***

Interest income and expense for all interest-bearing financial instruments except for those classified as held-for-trading or designated at fair value through profit or loss are recognised within 'interest and similar income' and 'interest and similar expense' in statement of profit or loss and other comprehensive income using the effective interest rate method.

The effective interest rate method is a method of calculating the amortised cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period.

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability. The calculation of the effective interest rate includes all fees paid or received between parties to the contract that are an integral part of the effective interest rate, transaction costs and all other premiums or discounts. When loans and advances become doubtful of collection, they are written down to their recoverable amounts and interest income is thereafter recognised based on the rate of interest that was used to discount the future cash flows for the purpose of measuring the recoverable amount.

Interest accruing from non-performing credit accommodations is suspended from being recognized in the statement of profit or loss and other comprehensive income. When a credit accommodation is upgraded to a current status, the suspended interest is released to the statement of profit or loss and other comprehensive income.

### ***(c) Fees and commission income***

Fees and commission are generally recognised on an accrual basis when the service has been rendered except those fees that form part of the effective interest rate.

### ***(d) Foreign currency translation***

#### **(i) Functional and presentation currency**

Items included in the financial statements of the Bank are measured using the currency of the primary economic environment in which the Bank operates ("the functional currency"). The financial statements are presented in Tanzania Shillings (TZS) rounded to the nearest thousand, which is the Bank's functional and presentation currency.

#### **(ii) Transactions and balances**

Foreign currency transactions are translated into Tanzania Shillings using the exchange rates prevailing at the dates of the transactions. Monetary items denominated in foreign currency are translated at the closing rate as at the reporting date. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the profit or loss.

### ***e. Financial assets (excluding derivatives)***

The Bank classifies its financial assets into the following categories: loans and receivables, held-to-maturity and available for sale financial assets. Directors determine the appropriate classification of its financial assets at initial recognition.

### (i) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Bank provides money, goods or services directly to a debtor with no intention of trading the receivable. Loans and receivables are initially recognised at fair value which is the cash consideration to or purchase the loan including any transaction costs and measured subsequently at amortised cost using the effective interest method. Loans and advances to customers and balance due from other banks fall under this classification.

### (ii) Available-for-sale

Available-for-sale financial assets are financial assets that are intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or equity prices or that are not classified as loans and receivables, held-to-maturity investments or financial assets at fair value through profit or loss.

Available-for-sale financial assets are initially recognised at fair value, which is the cash consideration including any transaction costs, and measured subsequently at fair value with gains and losses being recognised in the statement of comprehensive income, except for impairment losses, until the financial asset is derecognised. If an available-for-sale financial asset is determined to be impaired, the cumulative gain or loss previously recognised in the statement of comprehensive income is recognised in the statement of profit or loss and other comprehensive income.

## Recognition and measurement of financial assets

### Initial recognition

Purchases and sales of financial assets are recognised on the trade date - the date on which the Bank becomes party to the contractual provision of the instruments. Financial assets are initially recognised at fair value plus transaction costs. Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or where the Bank has transferred substantially all risks and rewards of ownership.

### Subsequent measurement

Loans and receivables and held-to-maturity assets are subsequently measured at amortised cost using the effective interest method. Available for sale financial assets are subsequently measured at fair value.

## *f. Impairment of financial assets*

### Assets carried at amortised cost

At each end of the reporting period, the Bank assesses whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is impaired if, and only if, there is objective evidence of impairment as a result of one or more events that occurred after initial recognition of the asset (a "loss event") and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. The criteria that the Bank uses to determine that there is objective evidence of an impairment loss include:

- Delinquency in contractual payments of principal or interest;
- Cash flow difficulties experienced by the borrower;
- Breach of loan covenants or conditions;
- Initiation of bankruptcy proceedings;
- Deterioration of the borrower's competitive position; and
- Deterioration in the value of collateral.

The estimated period between a loss occurring and its identification is determined by management for each identified portfolio. In general, the periods used vary between three months and twelve months; in exceptional cases, longer periods are warranted.

The Bank first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If the Bank determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

The amount of the loss is measured as the difference between the assets carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an appropriate provision and the amount of the loss is recognised in statement of profit or loss.

When a loan is uncollectible, it is written off against the related provision for loan impairment. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. If, in subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised (such as an improvement in the debtors credit rating), the previously recognised impairment loss is reversed by adjusting the provision account. The amount of the reversal is recognised in profit or loss in impairment charge for credit losses.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of similar credit risk characteristics (that is, on the basis of the Bank's grading process that considers asset type, industry, geographical location, collateral type, past-due status and other relevant factors). Those characteristics are relevant to the estimation of future cash flows for groups of such assets by being indicative of the debtors' ability to pay all amounts due according to the contractual terms of the assets being evaluated.

Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of the contractual cash flows of the assets in the group and historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the period on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not currently exist.

Estimates of changes in future cash flows for groups of assets should reflect and be directionally consistent with changes in related observable data from period to period (for example, changes in unemployment rates, property prices, payment status, or other factors indicative of changes in the probability of losses in the Bank and their magnitude).

The methodology and assumptions used for estimating future cash flows are reviewed regularly by the Bank to reduce any differences between loss estimates and actual loss experience.

Impairment charges relating to loans and advances to banks and customers are classified in loan impairment.

### **Assets classified as available-for-sale**

In the case of equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is objective evidence of impairment resulting in the recognition of an

impairment loss. If any such evidence exists for available-for-sale financial assets, the cumulative loss - measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognised in profit or loss - is removed from equity and recognised in profit or loss. Impairment losses recognised in profit or loss on equity instruments are not reversed through profit or loss.

### ***g. Financial liabilities***

The Bank's holding in financial liabilities is mainly in financial liabilities at amortised cost. Financial liabilities are derecognised when extinguished.

#### **Liabilities measured at amortised cost**

Financial liabilities are recognised initially at fair value, generally being their issue proceeds net of transaction costs incurred. Financial liabilities are subsequently stated at amortised cost and interest is recognised over the period of the borrowing using the effective interest method.

### ***h. Classes of financial instruments***

The Bank classifies the financial instruments into classes that reflect the nature of information and take into account the characteristics of those financial instruments. The classification made can be seen in the table as follows:

<b>FINANCIAL ASSETS</b>	<b>CATEGORY</b>
CASH AND BALANCES WITH BANK OF TANZANIA	LOANS AND RECEIVABLES
BALANCES DUE FROM OTHER BANKS	LOANS AND RECEIVABLES
GOVERNMENT SECURITIES	LOANS AND RECEIVABLES
LOANS AND ADVANCES TO CUSTOMERS	LOANS AND RECEIVABLES
OTHER ASSETS EXCLUDING PREPAYMENTS	LOANS AND RECEIVABLES
EQUITY INVESTMENT	AVAILABLE FOR SALE
DERIVATIVES	HELD FOR TRADING
<b>FINANCIAL LIABILITIES</b>	
BALANCES DUE TO OTHER BANKS	FINANCIAL LIABILITIES AT AMORTIZED COST
DEPOSITS FROM CUSTOMERS	FINANCIAL LIABILITIES AT AMORTIZED COST
SUBORDINATED DEBTS	FINANCIAL LIABILITIES AT AMORTIZED COST
LONG TERM BORROWINGS	FINANCIAL LIABILITIES AT AMORTIZED COST
OTHER LIABILITIES	FINANCIAL LIABILITIES AT AMORTIZED COST

### ***i. Derivative financial instruments***

Derivatives are financial instruments that derive their value in response to changes in interest rates, financial instrument prices, commodity prices, foreign exchange rates, credit risk and indices. Derivatives are categorised as for held for trading unless they are designated as hedging instruments. All derivatives are initially recognised and subsequently measured at fair value, with all fair value gains and losses recognised in profit and loss.

Fair values may be obtained from quoted market prices in active markets, recent market transactions, and valuation techniques, including discounted cash flow models. Where the initially recognised fair value of a derivative contract is based on a valuation model that uses inputs that are not observable in the market, it

follows the same initial recognition accounting policy as for other financial assets and liabilities. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

**j. Income tax**

Income tax expense is the aggregate of the charge to the profit or loss in respect of current tax and deferred tax. Current tax is the amount of income tax payable on the taxable profit for the period determined in accordance with the Income Tax Act, 2004 and its regulations.

Deferred tax is provided in full, using the liability method, for all temporary differences arising between the tax bases of assets and liabilities and their carrying values for financial reporting purposes. However, if the deferred income tax arises from the initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable profit or loss, it is not accounted for. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted at the end of the reporting period and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled. Deferred tax assets are recognised only to the extent that it is probable that future taxable profits will be available against which temporary differences can be utilised.

**k. Provisions**

Provisions are recognised when the Bank has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation, and a reliable estimate of the amount of the obligation can be made.

**l. Property and equipment**

Property and equipment are stated at historical cost less depreciation and accumulated impairment loss, if any. Depreciation is provided on the straight line basis so as to allocate the cost of assets to their residual values over their useful economic lives, at the following annual rates:

PERCENTAGE	
LEASEHOLD PROPERTY	20
MOTOR VEHICLES	20
FURNITURE AND FITTINGS	20
OFFICE EQUIPMENT & MACHINERY	20
COMPUTER HARDWARE	20

The cost of land and building is amortized over the period of remaining long term lease. The assets’ residual values and useful lives are reviewed and adjusted if appropriate, at each end of the reporting period. Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An asset’s carrying amount is written down immediately to its recoverable amount if the asset’s carrying amount is greater than its estimated recoverable amount. The recoverable amount is the higher of the assets fair value less costs to sell and value in use.

Gains and losses on disposals are determined by comparing proceeds with carrying amount. These are recognised in profit or loss.

**m. Investment property**

Investment properties include buildings that are held for long term rental yields and/or for capital appreciation and land under operating leases that is held for capital appreciation, or for a currently indeterminate use. Investment properties are initially recognised at cost and subsequently carried at fair value, determined annually by independent professional valuers. Changes in fair values are recognised in profit or loss. On disposal of an investment property, the difference between the disposal proceeds and the carrying amount is recognised in profit or loss.

### ***n. Intangible assets***

Costs associated with maintaining computer software programmes are recognised as an expense as incurred. Development costs that are directly attributable to the design and testing of identifiable and unique software products controlled by the Bank are recognised as intangible assets when the following criteria are met:

- it is technically feasible to complete the software product so that it will be available for use;
  - management intends to complete the software product and use or sell it;
  - there is an ability to use or sell the software product;
  - it can be demonstrated how the software product will generate probable future economic benefits;
  - adequate technical, financial and other resources to complete the development and to use or sell the software product are available; and
  - the expenditure attributable to the software product during its development can be reliably measured.
- Software costs recognised as intangible assets are amortised on a straight basis over their estimated useful life of five years.

### ***o. Impairment of non-financial assets***

Non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). The impairment test also can be performed on a single asset when the fair value less cost to sell or the value in use can be determined reliably. Non-financial assets that suffered impairment are reviewed for possible reversal of the impairment at each reporting date. No non-financial assets were impaired at the end of the reporting period.

### ***p. Cash and cash equivalents***

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short term highly liquid investments with original maturities of three months or less, including: cash and non-restricted balances with Bank of Tanzania, Government Securities and amounts due from other banks. Cash and cash equivalents excludes the cash reserve requirement held with the Bank of Tanzania.

### ***q. Employee benefits***

The Bank and its employees contribute to the National Social Security Fund (NSSF) and PPF Pension Fund (PPF), which are statutory defined contribution schemes. Employees contribute 10% of their monthly emoluments while the Bank contributes 10% to the schemes. A defined contribution scheme is a pension plan under which the Bank pays fixed contributions into a separate entity. The Bank has no legal or constructive obligations to pay further contributions if the fund does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior years. The Bank's contributions to the defined contribution scheme are charged to profit or loss in the year to which they relate.



### ***r. Offsetting of financial assets and financial liabilities***

Financial assets and financial liabilities are offset and the net amount reported on the statement of financial position when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted under IFRSs, or for gains and losses arising from a group of similar transactions such as in the Bank's trading activity.

### ***s. Acceptances and letters of credit***

Acceptances and letters of credit are accounted for as off-balance sheet transactions and disclosed as contingent liabilities.

### ***t. Share capital***

Ordinary shares are classified as 'share capital' in equity. New shares are recorded at nominal value and any premium received over and above the par value of the shares is classified as 'share premium' in equity.

### ***u. Operating leases***

Leases in which a significant portion of the risks and rewards of ownership are retained by another party, the lessor, are classified as operating leases. Payments, including pre-payments, made under operating leases (net of any incentives received from the lessor) are charged to profit or loss on a straight-line basis over the period of the lease.

### ***v. Operating leases***

The total payments made under operating leases are charged to 'operating expenses' on a straight-line basis over the period of the lease. When an operating lease is terminated before the lease period has expired, any payment required to be made to the lessor by way of penalty is recognised as an expense in the period in which termination takes place.

## **3. Financial risk management objectives**

The Bank's activities expose it to a variety of financial risks and those activities involve the analysis, evaluation, acceptance and management of some degree of risk or combination of risk. Taking risk is core to a financial business, and the operational risks are inevitable consequence of being in business. The Bank's aim is therefore to achieve an appropriate balance between risk and return and minimise potential adverse effects on the Bank's financial performance. The Bank defines risk as the possibility of losses or profits foregone, which may be caused by internal or external factors.

Risk management is carried out by a risk management department under policies approved by the Board of Directors. The Board provides written principles for overall risk management, as well as written policies covering specific areas, market risk (such as foreign exchange risk and interest rate risk), credit risk, and liquidity risk. In addition, internal audit is responsible for the independent review of risk management and the control environment. The most important risks are credit risk, liquidity risk and market risk. The risks arising from financial instruments to which the Bank is exposed are financial risks, which include credit risk, liquidity risk and market risk.

### **3.1. Credit risk**

Credit risk is the risk of suffering financial loss, should any of the Bank's customers, clients or market counterparties fail to fulfill their contractual obligations to the Bank. Credit risk arises mainly from commercial and consumer loans and advances, credit cards, and loan commitments arising from such lending activities, but can also arise from credit enhancement provided, financial guarantees, letters of credit, endorsements and acceptances.

The Bank is also exposed to other credit risks arising from investments in debt securities and other exposures arising from its trading activities ('trading exposures'), including non-equity trading portfolio assets, derivatives and settlement balances with market counterparties and reverse repurchase loans.

Credit risk is the single largest risk for the Bank's business; the Directors therefore carefully manage the exposure to credit risk. The credit risk management and control are centralised in a credit risk management team, which reports to the Board of Directors and head of each business unit regularly.

### 3.1.1. Credit risk management

#### Loans and advances

In measuring credit risk of loan and advances to customers and to banks at a counterparty level, the Bank reflects three components (i) the 'probability of default' by the client or counterparty on its contractual obligations; (ii) current exposures to the counterparty and its likely future development, from which the Bank derives the 'exposure at default'; and (iii) the likely recovery ratio on the defaulted obligations (the 'loss given default'). Exposure at default is based on the amounts the Bank expects to be owed at the time of default. For example, for a loan this is the face value. For a commitment, the Bank includes any amount already drawn plus the further amount that may have been drawn by the time of default, should it occur. For regulatory purposes and for internal monitoring of the quality of the loan portfolio, all the customers are segmented into five rating classes as shown below:

BANK'S INTERNAL RATINGS SCALE	
BANK'S RATING	DESCRIPTION OF THE GRADE
1	CURRENT
2	ESPECIALLY MENTIONED
3	SUBSTANDARD
4	DOUBTFUL
5	LOSS

#### 3.1.2. Risk limit control and mitigation policies

The Bank manages limits and controls concentrations of credit risk wherever they are identified and in particular, to individual counterparties and groups, and to industries. The Bank structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or groups of borrowers, and to industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review, when considered necessary. Limits on the level of credit risk by product and industry sector are approved quarterly by the Board of Directors.

The exposure to any one borrower including banks is further restricted by sub-limits covering on- and off-balance sheet exposures, and daily delivery risk limits in relation to trading items. Actual exposures against limits are monitored daily. Exposure to credit risk is also managed through regular analysis of the ability of borrowers and potential borrowers to meet interest and capital repayment obligations and by changing these lending limits where appropriate.

The following are ways the Bank use to mitigate the credit risks.

##### (i) Collateral

The Bank employs a range of policies and practices to mitigate credit risk. The most traditional of these is the taking of security for funds advanced, which is common practice. The Bank implements guidelines on the acceptability of specific classes of collateral or credit risk mitigation. The principal collateral types for loans

and advances are:

- Mortgages over residential properties;
- Charges over business assets such as premises, inventory and accounts receivable;
- Charges over financial instruments such as debt securities and equities.

Long-term finance and lending to corporate entities are generally secured.

Collateral held as security for financial assets other than loans and advances is determined by the nature of the instrument. Debt securities, treasury and other eligible bills are generally unsecured. The outstanding balances and collaterals held by the Bank as at 31 December 2016 and 31 December 2015 against non-performing loans and advances to customers is as below:

RISK CLASS	OUTSTANDING BALANCE TZS'000	MARKET VALUE TZS'000	FORCED SALE VALUE TZS'000	PRESENT VALUE TZS'000
<b>31 DECEMBER 2016:</b>				
SUBSTANDARD	8,238,082	15,259,000	11,652,797	7,890,420
DOUBTFUL	1,095,963	1,138,000	835,500	609,266
LOSS	6,396,630	5,185,000	3,888,750	2,575,337
<b>TOTAL</b>	<b>15,730,675</b>	<b>21,582,000</b>	<b>16,377,047</b>	<b>11,075,023</b>
<b>31 DECEMBER 2015:</b>				
SUBSTANDARD	974,921	1,809,000	1,356,750	982,125
DOUBTFUL	676,433	1,789,000	1,341,750	1,069,758
LOSS	7,856,136	7,529,660	5,647,245	4,112,743
<b>TOTAL</b>	<b>9,507,490</b>	<b>11,127,660</b>	<b>8,345,745</b>	<b>6,164,626</b>

## (ii) Credit-related commitments

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and standby letters of credit carry the same credit risk as loans. Documentary and commercial letters of credit - which are written undertakings by the Bank on behalf of a customer authorising a third party to draw drafts on the Bank up to a stipulated amount under specific terms and conditions - are collateralised by the underlying shipments of goods to which they relate and therefore carry less risk than direct loans.

Commitments to extend credit represent unused portions of authorisations to extend credit in the form of loans, guarantees or letters of credit. With respect to credit risk on commitments to extend credit, the Bank is potentially exposed to loss in an amount equal to the total unused commitments. However, the likely amount of loss is less than the total unused commitments, as most commitments to extend credit are contingent upon customers maintaining specific credit standards. The Bank monitors the term to maturity of credit commitments because longer-term commitments generally have a greater degree of credit risk than shorter-term commitments.

### 3.1.3 Impairment and provisioning policies

The internal rating system described in note 3.1.1 focus more on credit-quality mapping from the inception of the lending. In contrast, impairment provisions are recognised for financial reporting purposes only for losses that have been incurred at the end of the reporting period based on objective evidence of impairment. Due to the different methodologies applied, the amount of incurred credit losses provided for in the financial statements differ from the amount determined from the expected loss model that is used for internal operational management and banking regulation purposes.

### 3.1.4 Maximum exposure to credit risk before collateral held or other credit enhancements

The maximum on balance sheet exposure to credit risk is as shown below:

	2016		2015	
	TZS'000	%	TZS'000	%
CASH AND BALANCES WITH BANK OF TANZANIA	50,370,435	8.9%	41,785,176	8.0%
BALANCES DUE FROM OTHER BANKS	158,823,815	28.0%	121,595,649	23.4%
GOVERNMENT SECURITIES	32,483,276	5.7%	48,153,835	9.3%
LOANS AND ADVANCES TO CUSTOMERS	324,870,221	57.3%	307,101,406	59.1%
OTHER ASSETS	906,310	0.2%	1,392,230	0.3%
<b>TOTAL</b>	<b>567,454,057</b>	<b>100%</b>	<b>520,028,296</b>	<b>100%</b>

The Bank makes a portfolio impairment provision for credit losses based on the probability of loss using historic default ratios. The impairment provision for loans and advances is mainly derived from internal ratings grades (note 3.1.1) but the majority of the provision comes from the bottom three grades. The tables below show the profile of the loans and advances to customers analysed according to the internal ratings grading system.

	2016 (TZS'000)		2015 (TZS'000)	
	GROSS LOANS & ADVANCES	IMPAIRMENT PROVISIONS	GROSS LOANS & ADVANCES	IMPAIRMENT PROVISIONS
CURRENT	317,274,343	683,513	303,610,044	734,534
ESPECIALLY MENTIONED	-	-	-	-
SUBSTANDARD	8,238,082	2,268,566	974,921	399,200
DOUBTFUL	1,095,963	1,257,418	676,433	138,149
LOSS	6,396,630	3,925,301	7,856,136	4,744,246
<b>TOTAL</b>	<b>333,005,018</b>	<b>8,134,798</b>	<b>313,117,534</b>	<b>6,016,129</b>

	2016 (%)		2015 (%)	
	GROSS LOANS & ADVANCES	IMPAIRMENT PROVISIONS	GROSS LOANS & ADVANCES	IMPAIRMENT PROVISIONS
CURRENT	95%	8%	97.0%	12%
ESPECIALLY MENTIONED	-	-	-	-
SUBSTANDARD	2%	28%	0.3%	7%
DOUBTFUL	1%	15%	0.2%	2%
LOSS	2%	49%	2.5%	79%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

### 3.1.5. Profile of financial assets subject to credit risk

	2016 (TZS'000)		2015 (TZS'000)	
	GROSS LOANS & ADVANCES TO CUSTOMERS	ALL OTHER FINANCIAL ASSETS SUBJECT TO CREDIT RISKS	GROSS LOANS & ADVANCES TO CUSTOMERS	ALL OTHER FINANCIAL ASSETS SUBJECT TO CREDIT RISKS
NEITHER PAST DUE NOR IMPAIRED	317,274,343	242,583,836	303,610,044	212,926,890
PAST DUE BUT NOT IMPAIRED	-	-	-	-
SPECIFICALLY ASSESSED FOR IMPAIRMENT	15,730,675		9,507,490	
GROSS	333,005,018	242,583,836	313,117,534	212,926,890
LESS IMPAIRMENT ALLOWANCES:				
-SPECIFIC	(7,451,284)	-	(5,281,594)	-
-PORTFOLIO	(683,513)	-	(734,534)	-
	(8,134,797)	-	(6,016,128)	-
<b>TOTAL</b>	<b>324,870,221</b>	<b>242,583,836</b>	<b>307,101,406</b>	<b>212,926,890</b>

Analysis of all other financial subject to credit risk:

	NEITHER PAST DUE NOR IMPAIRED	PAST DUE BUT NOT IMPAIRED	SPECIFICALLY ASSESSED FOR IMPAIRMENT	SOPECIFIC IMPAIRMENT ALLOWANCE	PORTFOLIO IMPAIRMENT ALLOWANCE	NET
<b>2016 (TZS'000)</b>						
CASH AND BALANCES WITH BANK OF TANZANIA	50,370,435	-	-	-	-	50,370,435
BALANCES DUE FROM OTHER BANKS	158,823,815	-	-	-	-	158,823,815
GOVERNMENT SECURITIES	32,483,276	-	-	-	-	32,483,276
OTHER ASSETS (EXCLUDING PREPAYMENTS & STATIONERIES)	906,310	-	-	-	-	906,310
<b>TOTAL</b>	<b>242,583,836</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>242,583,836</b>
<b>2015 (TZS'000)</b>						
CASH AND BALANCES WITH BANK OF TANZANIA	41,785,176	-	-	-	-	41,785,176
BALANCES DUE FROM OTHER BANKS	121,595,649	-	-	-	-	121,595,649
GOVERNMENT SECURITIES	48,153,835	-	-	-	-	48,153,835
OTHER ASSETS (EXCLUDING PREPAYMENTS & STATIONERIES)	1,392,230	-	-	-	-	1,392,230
<b>TOTAL</b>	<b>212,926,890</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>212,926,890</b>

At the end of the reporting period, the total impairment provision for loans and advances was TZS 8,134 million (2015: TZS 6,016 million). Further information of the impairment allowance for loans and advances to customers is provided in note 18.

At 31 December 2016, the Bank's total loans and advances to customers had increased by 6% as a result of the expansion of the lending business. When entering into new markets or new industries, in order to minimize the potential increase of credit risk exposure, the Bank focuses more on the business with corporate clients or banks with good credit rating or retail customers providing sufficient collateral.

**a. Loans and advances neither past due nor impaired**

The portfolio of loans and advances that was neither past due nor impaired can be analysed as follows: (Amounts are in TZS'000).

	INDIVIDUAL (RETAIL)		CORPORATE ENTITIES			LOANS AND ADVANCES TO BANKS
	OVERDRAFT	TERM LOANS	CORPORATE CUSTOMERS	SME	TOTAL	
<b>31 DECEMBER 2016</b>						
CURRENT	1,703,833	74,277,457	206,832,249	34,460,804	317,274,343	158,823,815
<b>31 DECEMBER 2015</b>						
CURRENT	1,275,658	48,964,248	227,026,594	26,343,544	303,610,044	121,595,649

**(b) Loans and advances past due but not impaired**

Loans and advances less than 90 days past due are not considered impaired, unless other information is available to indicate the contrary. None of the loans were past due but not impaired as at year end. (2015: Nil).

**(c) Other financial assets neither past due nor impaired**

	2016 TZS'000	2015 TZS'000
GOVERNMENT SECURITIES	32,483,276	48,153,835
EQUITY INVESTMENTS	1,020,000	1,020,000
OTHER ASSETS (EXCLUDING PREPAYMENTS & STATIONERIES)	906,310	1,392,230
<b>TOTAL</b>	<b>34,409,586</b>	<b>50,566,065</b>

**(c) Loans and advances specifically assessed for impairment****(i) Loans and advances to customers**

The individually assessed loans and advances to customers before taking into consideration the cash flows from collateral held is TZS 15,731 million (2015: TZS 9,507 million). The breakdown of the gross amount of loans and advances by class specifically assessed for impairment are as follows: (Amounts are in TZS'000).

	INDIVIDUAL (RETAIL)		CORPORATE ENTITIES		
	OVERDRAFT	TERM LOANS	CORPORATE CUSTOMERS	SME	TOTAL
<b>31 DECEMBER 2016</b>					
SPECIFICALLY ASSESSED FOR IMPAIRMENT	1,458,631	2,512,175	6,898,609	4,861,260	15,730,675
<b>31 DECEMBER 2015</b>					
SPECIFICALLY ASSESSED FOR IMPAIRMENT	80,644	1,712,048	2,194,559	5,520,239	9,507,490

As stated in note 2(f) allowance for impairment loss has been recognised for the amount by which the assets carrying amount exceed recoverable amount. Consequently, not all individually assessed loans and advances have been fully provided for.

**(ii) Balance due from other banks**

The total gross amount of individually impaired balance due from other banks as at 31 December 2016 was nil (2015: nil)

### 3.1.6. Repossessed collateral

During the year, the Bank obtained assets by taking possession of collateral held as security, as follows:

NATURE OF ASSETS	CARRYING AMOUNTS	
	( 2016) TZS'000	(2015 ) TZS'000
RESIDENTIAL PROPERTY	713,000	1,098,110
MOTOR VEHICLE AND STOCK	-	1,087,482
<b>TOTAL</b>	<b>713,000</b>	<b>2,185,592</b>

Repossessed assets are sold as soon as practicable, with the proceeds used to reduce the outstanding indebtedness.

### 3.1.7. Restructured facilities

At end of the reporting period, the Bank had restructured facilities amounting to TZS 9,116 million (2015: TZS 9,124 million).

	( 2016) TZS'000	(2015 ) TZS'000
NEITHER PAST DUE NOR IMPAIRED	4,646,352	8,249,034
PAST DUE BUT NOT IMPAIRED	-	-
SPECIFICALLY ASSESSED FOR IMPAIRMENT	4,469,792	875,369
<b>TOTAL</b>	<b>9,116,144</b>	<b>9,124,403</b>

### 3.1.8. Concentration of risks of financial assets with credit risk exposure

#### (a) Geographical sectors

The following table breaks down the Bank's main credit exposure at their carrying amounts (without taking into account any collateral held or other credit support), as categorised by geographical region as of 31 December 2016. For this table, the Bank has allocated exposures to regions based on the country of domicile of its counterparties. (amounts are in TZS'000):

	TANZANIA	EUROPE	AMERICA	OTHERS	TOTAL
CASH AND BALANCES WITH BANK OF TANZANIA	50,370,435	-	-	-	50,370,435
BALANCE DUE FROM OTHER BANKS	150,058,339	4,576,349	4,141,635	47,492	158,823,815
GOVERNMENT SECURITIES	32,483,276	-	-	-	32,483,276
LOANS AND ADVANCES TO CUSTOMERS					
TO INDIVIDUALS:					
- OVERDRAFT	725,927	-	-	-	725,927
- TERM LOANS	76,784,780	-	-	-	76,784,780
TO CORPORATE ENTITIES:					
- CORPORATE CUSTOMERS	210,581,033	-	-	-	210,581,033
- SMES	36,778,480	-	-	-	36,778,480
OTHER ASSETS (EXCLUDING PREPAYMENTS & INVENTORIES)	906,310	-	-	-	906,310
<b>AS 31 DECEMBER 2016</b>	<b>558,688,580</b>	<b>4,576,349</b>	<b>4,141,635</b>	<b>47,492</b>	<b>567,454,056</b>
CREDIT RISK EXPOSURES RELATING TO OFF-BALANCE SHEET ITEMS ARE AS FOLLOWS:					
UNDRAWN FORMAL STAND-BY FACILITIES, CREDIT LINES AND OTHER COMMITMENTS TO LEND	27,480,175	-	-	-	27,480,175
OUTSTANDING GUARANTEES AND INDEMNITIES	64,256,818	-	-	-	64,256,818
LETTERS OF CREDIT	30,148,117	-	-	-	30,148,117
<b>AS 31 DECEMBER 2016</b>	<b>121,885,110</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>121,885,110</b>
	TANZANIA	EUROPE	AMERICA	OTHERS	TOTAL
CASH AND BALANCES WITH BANK OF TANZANIA	41,785,176	-	-	-	41,785,176
BALANCE DUE FROM OTHER BANKS	63,992,762	12,551,378	15,435,038	29,616,471	121,595,649
GOVERNMENT SECURITIES	48,153,835	-	-	-	48,153,835
LOANS AND ADVANCES TO CUSTOMERS					
TO INDIVIDUALS:					
- OVERDRAFT	1,321,334	-	-	-	1,321,334
- TERM LOANS	49,332,504	-	-	-	49,332,504
TO CORPORATE ENTITIES:					
- CORPORATE CUSTOMERS	226,720,518	-	-	-	226,720,518
- SMES	29,727,049	-	-	-	29,727,049
OTHER ASSETS (EXCLUDING PREPAYMENTS & INVENTORIES)	1,392,230	-	-	-	1,392,230
<b>AS 31 DECEMBER 2015</b>	<b>462,425,408</b>	<b>12,551,378</b>	<b>15,435,038</b>	<b>29,616,471</b>	<b>520,028,295</b>
CREDIT RISK EXPOSURES RELATING TO OFF-BALANCE SHEET ITEMS ARE AS FOLLOWS:					
UNDRAWN FORMAL STAND-BY FACILITIES, CREDIT LINES AND OTHER COMMITMENTS TO LEND	35,090,879	-	-	-	35,090,879
OUTSTANDING GUARANTEES AND INDEMNITIES	6,080,561	-	-	-	6,080,561
LETTERS OF CREDIT	8,170,616	-	-	-	8,170,616
<b>AS 31 DECEMBER 2015</b>	<b>49,342,056</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>49,342,056</b>



### b) Industry sectors

The following table breaks down the Bank's main credit exposure at their carrying amounts, as categorised by the industry sectors of its counterparties (Amounts are in TZS'000):

	FINANCIAL INSTITUTIONS	AGRICULTURE	MANU-FACTURING	BUILDING & CONSTRUCTION	GOVERNMENT	TRANSPORTATION	WHOLESALE AND RETAIL TRADE	INDIVIDUALS	OTHER	TOTAL
CASH AND BALANCES WITH BOT	50,370,435	-	-	-	-	-	-	-	-	50,370,435
BALANCE DUE FROM OTHER BANKS	158,823,815	-	-	-	-	-	-	-	-	158,823,815
GOVERNMENT SECURITIES	-	-	-	-	32,483,276	-	-	-	-	32,483,276
<b>LOANS AND ADVANCES TO CUSTOMERS</b>										
<b>TO INDIVIDUAL:</b>										
- OVERDRAFT	-	-	254,538	99,169	-	76,371	258,181	18,708	18,960	725,927
- TERM LOANS	-	261,971	1,733,374	93,658	-	1,646,901	7,717,747	57,210,796	8,120,332	76,784,780
<b>TO CORPORATE ENTITIES:</b>										
- CORPORATE CUSTOMERS	23,718,846	4,212,671	6,889,222	7,348,132	16,063,039	45,078,201	33,787,329	11,042,258	62,441,335	210,581,033
- SMES	39	1,154,447	2,497,096	1,517,487	-	2,077,301	12,622,539	9,068,952	7,840,620	36,778,481
OTHER ASSETS	-	-	-	-	-	-	-	-	906,310	906,310
<b>AT 31 DECEMBER 2016</b>	<b>232,913,135</b>	<b>5,629,090</b>	<b>11,374,230</b>	<b>9,058,446</b>	<b>48,546,315</b>	<b>48,878,774</b>	<b>54,385,796</b>	<b>77,340,714</b>	<b>79,327,557</b>	<b>567,454,057</b>
Credit risk exposures relating to off-balance sheet items are as follows:										
<b>UNDRAWN FORMAL STAND-BY FACILITIES, CREDIT LINES AND OTHER COMMITMENTS TO LEND</b>										
	1,673,904	531,832	1,541,947	387,409	-	8,291,528	2,580,697	1,007,858	11,465,000	27,480,175
<b>OUTSTANDING GUARANTEES AND INDEMNITIES</b>										
	-	-	-	47,521,485	-	502,978	6,361,679	-	9,870,675	64,256,818
<b>LETTERS OF CREDIT</b>										
	-	-	860,325	-	-	-	7,044,821	-	22,242,972	30,148,117
<b>AT 31 DECEMBER 2016</b>	<b>1,673,904</b>	<b>531,832</b>	<b>2,402,272</b>	<b>47,908,894</b>	<b>-</b>	<b>8,794,506</b>	<b>15,987,197</b>	<b>1,007,858</b>	<b>43,578,647</b>	<b>121,885,111</b>

	FINANCIAL INSTITUTIONS	AGRICULTURE	MANU-FACTURING	BUILDING CONSTRUCTION	GOVERNMENT	TRANS-PORTATION	WHOLESALE AND RETAIL TRADE	INDIVIDUALS	OTHER	TOTAL
<b>31 DECEMBER 2015</b>										
CASH AND BALANCES FROM BOT	41,785,176	-	-	-	-	-	-	-	-	41,785,176
BALANCE DUE FROM OTHER BANKS	121,595,649	-	-	-	-	-	-	-	-	121,595,649
GOVERNMENT SECURITIES	-	-	-	-	48,153,835	-	-	-	-	48,153,835
EQUITY INVESTMENT	-	-	-	-	-	-	-	-	-	-
<b>LOANS AND ADVANCES TO CUSTOMERS TO INDIVIDUAL:</b>										
- OVERDRAFT	-	220	100,269	873	-	153	431,054	788,765	-	1,321,334
- TERM LOANS	-	18,718	28,945	19,365	-	-	224,788	48,620,298	420,390	49,332,504
<b>TO CORPORATE ENTITIES:</b>										
- CORPORATE CUSTOMERS	39,288,795	3,685,549	1,949,190	28,248,944	21,048,393	47,018,220	36,692,694	354,021	48,434,711	226,720,518
- SMES	-	1,186,666	3,052,019	1,662,643	-	801,500	5,384,191	9,512,025	8,128,005	29,727,049
OTHER ASSETS	-	-	-	-	-	-	-	-	1,392,230	1,392,230
<b>AT 31 DECEMBER 2015</b>	<b>202,669,620</b>	<b>4,891,153</b>	<b>5,130,423</b>	<b>29,931,825</b>	<b>69,202,228</b>	<b>47,819,873</b>	<b>42,732,727</b>	<b>59,275,109</b>	<b>58,375,336</b>	<b>520,028,295</b>
Credit risk exposures relating to off-balance sheet items are as follows:										
<b>UNDRAWN FORMAL STAND-BY FACILITIES, CREDIT LINES AND OTHER COMMITMENTS TO LEND</b>	472,514	425,172	6,278,849	836,692	-	9,277,652	8,387,463	242,885	9,169,653	35,090,879
<b>OUTSTANDING GUARANTEES AND INDEMNITIES</b>	-	-	110,926	1,535,229	-	256,524	76,941	-	4,100,941	6,080,561
<b>LETTERS OF CREDIT</b>	-	-	15,552	-	-	2,343,502	-	-	5,811,562	8,170,616
<b>AT 31 DECEMBER 2014</b>	<b>472,514</b>	<b>425,172</b>	<b>6,405,327</b>	<b>2,371,921</b>	<b>-</b>	<b>11,877,67</b>	<b>8,464,404</b>	<b>242,885</b>	<b>19,082,156</b>	<b>49,342,056</b>

## 3.2. Market risk

The Bank takes on exposure to market risks. Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risks arise from open positions in interest rates and foreign currencies, all of which are exposed to general and specific market movements and changes in the level of volatility of market rates or prices such as interest rates, credit spreads, and foreign exchange rates. The Bank separates exposures to market risk into either trading or non-trading portfolios.

The market risks arising from trading and non-trading activities are concentrated in the Bank's treasury department and monitored regularly. Regular reports are submitted to the Board of Directors and heads of department. Trading portfolios include those positions arising from market-making transactions where the Bank acts as principal with clients or with the market.

Non-trading portfolios primarily arise from the interest rate management of the entity's retail and commercial banking assets and liabilities.

### 3.2.1. Foreign exchange risk

The Bank takes on exposure to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows. The Board sets limits on the level of exposure by currency and in aggregate for both overnight and intra-day positions, which are monitored daily.

At 31 December 2016, if the functional currency had strengthened/weakened by 5% against the United States Dollar (USD) with all other variables held constant, post-tax profit for the year would have been TZS 157 million (2015: TZS 543 million) lower/higher mainly as a result of foreign exchange gains/losses on translation of for USD denominated financial assets and liabilities, respectively.

At 31 December 2016, if the functional currency had strengthened/weakened by 5% against the Sterling Pound (GBP) with all other variables held constant, post-tax profit for the year would have been TZS 14 million (2015: 1.2 million) lower/higher mainly as a result of foreign exchange gains/losses on translation of for Sterling Pound denominated financial assets and liabilities respectively.

At 31 December 2016, if the functional currency had strengthened/weakened by 5% against the Euro with all other variables held constant, post-tax profit for the year would have been TZS 23 million (2015: 28 million) lower/higher mainly as a result of foreign exchange gains/losses on translation of for Euro denominated financial assets and liabilities respectively.

The exposure to foreign currencies other than the USD, Euro and GBP is minimal.

The table below summarises the Bank's exposure to foreign currency exchange rate risk at 31 December 2016 and 2015. Included in the table are the Bank's financial instruments at carrying amounts, categorised by currency.

AT 31 DECEMBER 2016 (AMOUNTS IN TZS'000)	TZS	USD	EURO	GBP	ZAR	KES	UGX	TOTAL
<b>ASSETS</b>								
CASH AND BALANCE WITH BANK OF TANZANIA	67,518,859	16,647,963	1,883,346	348,406	-	5,629	303	86,404,506
BALANCE DUE FROM OTHER BANKS	21,084,343	105,840,587	31,727,488	123,906	31,821	13,874	1,796	158,823,815
GOVERNMENT SECURITIES	32,483,276	-	-	-	-	-	-	32,483,276
EQUITY INVESTMENT	1,020,000	-	-	-	-	-	-	1,020,000
DERIVATIVE FINANCIAL INSTRUMENTS	-	3,572	-	-	-	-	-	3,572
LOANS AND ADVANCES TO CUSTOMERS	173,173,610	151,517,624	178,987	-	-	-	-	324,870,221
OTHER ASSETS (EXCLUDING PREPAYMENT & INVENTORIES)	906,310	-	-	-	-	-	-	906,310
<b>TOTAL FINANCIAL ASSETS</b>	<b>296,186,398</b>	<b>274,009,746</b>	<b>33,789,821</b>	<b>472,312</b>	<b>31,821</b>	<b>19,503</b>	<b>2,099</b>	<b>604,511,700</b>
<b>LIABILITIES</b>								
BALANCE DUE TO OTHER BANKS	10,817,743	110,074,103	3,269,217	-	-	-	-	124,161,063
DEPOSITS FROM CUSTOMERS	217,353,264	148,308,520	27,789,066	184,171	-	-	-	393,635,021
SUBORDINATED DEBTS	-	5,814,031	-	-	-	-	-	5,814,031
LONG TERM BORROWINGS	10,921,822	11,375,885	1,092,981	-	-	-	-	23,390,688
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	2,757,053	1,675,688	2,100,183	-	-	-	-	6,532,924
<b>TOTAL FINANCIAL LIABILITIES</b>	<b>241,849,882</b>	<b>277,248,227</b>	<b>34,251,447</b>	<b>184,171</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>553,533,728</b>
<b>NET ON BALANCE SHEET FINANCIAL POSITION</b>	<b>54,336,516</b>	<b>(3,238,481)</b>	<b>(461,626)</b>	<b>288,141</b>	<b>31,821</b>	<b>19,503</b>	<b>2,098</b>	<b>50,977,973</b>
<b>CREDIT COMMITMENTS</b>	<b>8,878,893</b>	<b>18,601,282</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>27,480,175</b>

AT 31 DECEMBER 2015 (AMOUNTS IN TZS'000)	TZS	USD	EURO	GBP	ZAR	KES	UGX	TOTAL
<b>ASSETS</b>								
CASH AND BALANCE WITH BANK OF TANZANIA	57,233,850	16,465,520	4,624,902	516,065	-	3,238	2,696	78,846,271
BALANCE DUE FROM OTHER BANKS	19,115,808	90,118,036	12,131,639	83,105	23,090	119,008	4,963	121,595,649
GOVERNMENT SECURITIES	48,153,835	-	-	-	-	-	-	48,153,835
EQUITY INVESTMENT	1,020,000	-	-	-	-	-	-	1,020,000
LOANS AND ADVANCES TO CUSTOMERS	138,764,109	168,262,918	74,378	-	-	-	-	307,101,405
OTHER ASSETS (EXCLUDING PREPAYMENT & INVENTORIES)	1,392,230	-	-	-	-	-	-	1,392,230
<b>TOTAL FINANCIAL ASSETS</b>	<b>265,679,832</b>	<b>274,846,474</b>	<b>16,830,919</b>	<b>599,170</b>	<b>23,090</b>	<b>122,246</b>	<b>7,659</b>	<b>558,109,390</b>
<b>LIABILITIES</b>								
BALANCE DUE TO OTHER BANKS	5,539,582	97,599,333	-	-	-	-	-	103,138,915
DEPOSITS FROM CUSTOMERS	197,796,066	137,924,154	14,361,816	632,416	-	-	-	350,714,452
SUBORDINATED DEBTS	-	11,398,579	-	-	-	-	-	11,398,579
LONG TERM BORROWINGS	5,777,406	26,863,035	528,896	-	-	-	-	33,169,337
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	2,705,182	1,076,888	1,136,552	-	-	-	-	4,918,622
<b>TOTAL FINANCIAL LIABILITIES</b>	<b>211,818,236</b>	<b>274,861,988</b>	<b>16,027,264</b>	<b>632,416</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>503,339,905</b>
<b>NET ON BALANCE SHEET FINANCIAL POSITION</b>	<b>53,861,596</b>	<b>(15,515)</b>	<b>803,654</b>	<b>(33,243)</b>	<b>23,090</b>	<b>122,246</b>	<b>7,659</b>	<b>54,769,485</b>
<b>CREDIT COMMITMENTS</b>	<b>18,595,715</b>	<b>16,495,164</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>35,090,879</b>

### 3.2.2 Interest rate risk

Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. The Bank takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on both its fair value and cash flow risks. Interest margins may increase as a result of such changes but may reduce losses in the event that unexpected movements arise. Management sets limits on the level of mismatch of interest rate repricing that may be undertaken, which is monitored daily. The table below summarises the Bank's exposure to interest rate risk. It includes the Bank's financial instruments at carrying amounts, categorised by maturity dates. The Bank does not bear any interest rate risk on off balance sheet items. (amounts are TZS'000).

AS 31 DECEMBER 2016	UP TO 1 MONTH	1 - 3 MONTHS	3 - 12 MONTHS	1 - 5 YEARS	OVER 5 YEARS	NON INTEREST BEARING	TOTAL
<b>ASSETS</b>							
CASH AND BALANCES WITH BANK OF TANZANIA	-	-	-	-	-	86,404,506	86,404,506
BALANCES DUE FROM OTHER BANKS	25,202,190	35,959,543	80,519,662	-	-	17,142,420	158,823,815
GOVERNMENT SECURITIES	-	-	15,043,696	17,439,581	-	-	32,483,276
EQUITY INVESTMENT	-	-	-	-	-	1,020,000	1,020,000
DERIVATIVE FINANCIAL INSTRUMENTS	-	-	-	-	-	3,572	3,572
LOANS AND ADVANCES TO CUSTOMERS	71,014,240	15,189,431	39,986,398	159,696,621	38,983,531	-	324,870,221
OTHER ASSETS (EXCLUDING PREPAYMENTS & INVENTORIES)	-	-	-	-	-	906,310	906,310
<b>TOTAL FINANCIAL ASSETS</b>	<b>96,216,430</b>	<b>51,148,974</b>	<b>135,549,756</b>	<b>177,136,202</b>	<b>38,983,531</b>	<b>105,476,808</b>	<b>604,511,700</b>
<b>LIABILITIES</b>							
BALANCE DUE FROM OTHER BANKS	49,140,243	49,023,215	20,543,608	5,407,972	-	46,025	124,161,063
DEPOSITS FROM CUSTOMERS	98,387,391	7,664,966	84,121,340	8,592,347	-	194,868,978	393,635,021
SUBORDINATED DEBTS	-	-	5,814,031	-	-	-	5,814,031
LONG TERM BORROWINGS	-	-	7,253,607	16,137,082	-	-	23,390,688
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	-	-	-	-	-	6,532,924	6,532,924
<b>TOTAL FINANCIAL LIABILITIES</b>	<b>147,527,634</b>	<b>56,688,181</b>	<b>117,732,586</b>	<b>30,137,401</b>	<b>-</b>	<b>201,447,927</b>	<b>553,533,727</b>
<b>TOTAL INTEREST SENSITIVITY GAP</b>	<b>(51,311,204)</b>	<b>(5,539,207)</b>	<b>17,817,171</b>	<b>146,998,801</b>	<b>38,983,531</b>	<b>-</b>	<b>-</b>

AS 31 DECEMBER 2015	UP TO 1 MONTH	1 - 3 MONTHS	3 - 12 MONTHS	1 - 5 YEARS	OVER 5 YEARS	NON INTEREST BEARING	TOTAL
<b>ASSETS</b>							
CASH AND BALANCES WITH BANK OF TANZANIA	-	-	-	-	-	78,846,271	78,846,271
BALANCES DUE FROM OTHER BANKS	12,091,576	38,586,175	32,883,531	-	-	38,034,367	121,595,649
GOVERNMENT SECURITIES	-	4,880,051	15,524,146	10,709,231	17,040,408	-	48,153,835
EQUITY INVESTMENT	-	-	-	-	-	1,020,000	1,020,000
LOANS AND ADVANCES TO CUSTOMERS	275,274,214	16,706,698	15,120,493	-	-	-	307,101,405
OTHER ASSETS (EXCLUDING PREPAYMENTS & INVENTORIES)	-	-	-	-	-	1,392,230	1,392,230
<b>TOTAL FINANCIAL ASSETS</b>	<b>287,365,790</b>	<b>60,172,924</b>	<b>63,528,170</b>	<b>10,709,231</b>	<b>17,040,408</b>	<b>119,292,868</b>	<b>558,109,390</b>
<b>LIABILITIES</b>							
BALANCE DUE FROM OTHER BANKS	19,909,996	77,572,350	5,182,104	-	-	474,465	103,138,915
DEPOSITS FROM CUSTOMERS	68,129,221	28,856,779	58,893,755	50,000	-	194,784,697	350,714,452
SUBORDINATED DEBTS	-	-	5,584,548	5,814,031	-	-	11,398,579
LONG TERM BORROWINGS	-	11,874,729	7,293,835	13,570,441	-	430,332	33,169,337
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	-	-	-	-	-	4,918,622	4,918,622
<b>TOTAL FINANCIAL LIABILITIES</b>	<b>88,039,217</b>	<b>118,303,858</b>	<b>76,954,242</b>	<b>19,434,472</b>	-	<b>200,608,116</b>	<b>503,339,905</b>
<b>TOTAL INTEREST SENSITIVITY GAP</b>	<b>199,326,573</b>	<b>(58,130,934)</b>	<b>(13,426,072)</b>	<b>(8,725,241)</b>	<b>17,040,408</b>		

The table below summarises a range of effective interest rates by major currencies for monetary financial instruments for the year ended 31 December 2016 and 2015:

	2016		2015	
	TZS	USD	TZS	USD
<b>ASSETS</b>				
LOANS AND ADVANCES TO CUSTOMERS	11.5%-28%	6.0%-13%	11.5%-25%	6.0%-12%
LOANS AND ADVANCES TO BANKS	3.5%-21%	2.5%-4.5%	3.5%-21%	2.5%-4.5%
<b>LIABILITIES</b>				
DEPOSITS FROM CUSTOMERS	4%-16.5%	0.8%-3.3%	4%-16.5%	0.8%-3.3%
BALANCES DUE FROM OTHER BANKS	6%-15%	2%-4.2%	6%-15%	2%-4.2%
SUBORDINATED DEBTS		6%-6.5%		6%-6.5%
LONG TERM BORROWINGS	10%	2.5%	10%	2.5%
DERIVATIVE FINANCIAL INSTRUMENTS	10.5%-14%	0.5%-1.8%	10.5%-14%	0.5%-1.8%

At 31 December 2016, if the interest rates on functional currency denominated assets and liabilities had been 100 basis points higher/lower with all other variables held constant, post-tax profit for the year would have been TZS 30 million (2015: TZS 17.6 million) lower/higher, mainly as a result of fluctuations in interest income and interest expense.

At 31 December 2016, if the interest rates on USD denominated assets and liabilities had been 100 basis points higher/lower with all other variables held constant, post-tax profit for the year would have been TZS 40 million (2015: TZS 81.2 million) lower/higher, mainly as a result of fluctuations in interest income and interest expense. The exposure to interest rates fluctuations on assets and liabilities denominated in currencies other than USD is minimal.

### 3.2.3. Price risk

The Bank does not hold any financial instruments that is subject to price risk (2015: None).

## 3.3. Liquidity risk

Liquidity risk is the risk that the Bank is unable to meet its payment obligations associated with its financial liabilities when they fall due and to replace funds when they are withdrawn. The consequence may be the failure to meet obligations to repay depositors and fulfill commitments to lend.

### 3.3.1. Liquidity risk management process

The Bank's liquidity management process, as carried out within the Bank and monitored by a separate treasury team, includes:

- Maintaining documented liquidity risk/crisis management plans which among other things defines situations which could precipitate liquidity crisis. Examples of such situations are: unusual activities at the branches, default by one or more large borrowers, devaluation of currency in which the Bank has large exposure, large litigation claim on the Bank etc;
- Maintaining adequate liquidity at all times and for all currencies, and hence to be in a position, in the normal course of business to meet all our obligations, to repay depositors, to fulfill commitments to lend and to meet any other commitment made. This takes the form of maintaining a portfolio of highly marketable assets that can easily be liquidated as protection against any unforeseen interruption to cash flow;



- Managing the concentration and profile of debt maturities;
- Presence of Liquidity Crisis Management Team (LCMT) whose purpose is to mitigate adverse effects of liquidity crisis. Among other things, it is tasked with: investigating causes of crisis, assess the timing and duration thereof; decide on preliminary remedial actions to mitigate the effects of the crisis; assessing market sentiments.
- The Bank also monitors unmatched medium-term assets, the level and type of undrawn lending commitments, the usage of overdraft facilities and the impact of contingent liabilities such as standby letters of credit and guarantees.

### **3.3.2. Funding approach**

Sources of liquidity are regularly reviewed by a separate treasury team to maintain a wide diversification by currency, geography, provider, product and term.

### **3.3.3. Minimum liquidity**

Section 7 of the Banking and Financial Institutions (Liquidity Management) Regulations, 2014 requires that a Bank or financial institution shall maintain liquid assets amounting to not less than twenty percent (20%) of its demand liabilities. The Bank's liquidity ratio at the end of the period was thirty percent (30%).

### 3.3.4. Non-derivative cash flows

The table below presents the cash flows payable by the Bank under non-derivative financial liabilities by remaining contractual maturities at end of the reporting period. The amounts disclosed in the table are the contractual undiscounted cash flows, as the Bank manages the inherent liquidity risk based on expected undiscounted cash inflows.

	UP TO 1 MONTH TZS'000	1 TO 2 MONTHS TZS'000	3 TO 12 MONTHS TZS'000	1 TO 5 YEARS TZS'000	OVER 5 YEARS TZS'000	TOTAL TZS'000
<b>AT 31 DECEMBER 2016</b>						
<b>LIABILITIES</b>						
BALANCES DUE TO OTHER BANKS	49,313,849	49,275,148	28,068,218	7,672,579	-	134,329,794
DEPOSITS FROM CUSTOMERS	293,397,894	8,125,233	88,379,681	8,592,347	-	398,495,155
SUBORDINATED DEBTS	-	-	6,008,205	-	-	6,008,205
LONG TERM BORROWINGS	-	-	7,253,711	17,353,598	-	24,607,309
OTHER LIABILITIES	7,583,338	-	-	-	-	7,583,338
<b>TOTAL LIABILITIES (CONTRACTUAL MATURITY DATES)</b>	<b>350,295,081</b>	<b>57,400,381</b>	<b>129,709,815</b>	<b>33,618,524</b>	<b>-</b>	<b>571,023,801</b>
<b>TOTAL ASSETS (EXPECTED MATURITY DATES)</b>						
	236,355,538	51,359,968	138,932,046	228,303,858	81,230,232	736,181,642
<b>LIQUIDITY GAP</b>	<b>(113,939,543)</b>	<b>(6,040,413)</b>	<b>9,222,231</b>	<b>194,685,334</b>	<b>81,230,232</b>	<b>165,157,841</b>

### AT 31 DECEMBER 2015

<b>LIABILITIES</b>						
BALANCES DUE TO OTHER BANKS	20,027,520	78,350,774	5,233,403	-	-	103,611,697
DEPOSITS FROM CUSTOMERS	263,050,391	29,374,564	62,381,289	61,231	-	354,867,475
SUBORDINATED DEBTS	-	3,248,086	2,999,108	5,804,688	-	12,051,882
LONG TERM BORROWINGS	429,406	11,959,805	7,877,665	15,767,781	-	36,034,657
OTHER LIABILITIES	7,376,573	-	-	-	-	7,376,573
<b>TOTAL LIABILITIES</b>	<b>290,883,890</b>	<b>122,933,229</b>	<b>78,491,465</b>	<b>21,633,700</b>	<b>-</b>	<b>513,942,284</b>
<b>TOTAL ASSETS (CONTRACTUAL MATURITY DATES)</b>						
	405,795,003	71,207,617	69,087,414	77,341,850	26,469,867	649,901,751
<b>LIQUIDITY GAP</b>	<b>114,911,113</b>	<b>(51,725,612)</b>	<b>(9,404,051)</b>	<b>55,708,150</b>	<b>26,469,867</b>	<b>135,959,467</b>

Assets available to meet all of the liabilities and to cover outstanding loan commitments include cash, balances with Bank of Tanzania, items in the course of collection and treasury bill, balance due from other banks and loans and advances to customers.

### 3.3.5. Fair values measurement of financial assets and liabilities

#### Fair value hierarchy

The fair value of government securities held-to-maturity at 31 December 2016 approximated the carrying amounts. Fair values are based on the last auction for treasury bills and bonds that was held at 31 December 2016. The fair values of the Bank's other financial assets such as loans and advances to customers and financial liabilities such as deposits and interbank borrowings approximate the respective carrying amounts due to the generally short periods to maturity dates.

### Deposits from banks and customers

The estimated fair value of deposits with no stated maturity, which includes non-interest-bearing deposits, is the amount repayable on demand.

### Subordinated debts

Subordinated debts bear interest rate of 6 months LIBOR + 4.5% and have a tenor of seven (7) years including two years grace period on principal repayment. Effective interest rate for IFC loan and PROPARCO loan were 6.5% and 6% respectively. There is no change in market rates from last year.

### Fair value hierarchy

IFRS 13 specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources; unobservable inputs reflect the Bank's market assumptions. These two types of inputs have created the following fair value hierarchy:

- **Level 1** - Quoted prices (unadjusted) in active markets for identical assets or liabilities. This level includes listed equity securities and debt instruments on exchanges and exchanges traded derivatives like futures.
- **Level 2** - Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices). The sources of input parameters are: LIBOR yield curve, Bloomberg and Reuters.
- **Level 3** - inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The table below shows the classification of financial instruments held at fair value into the valuation hierarchy set out below as at 31 December 2016 and 2015:

	LEVEL 1 TZS'000	LEVEL 2 TZS'000	LEVEL 3 TZS'000	TOTAL TZS'000
<b>31 DECEMBER 2016</b>				
DERIVATIVE FINANCIAL INSTRUMENTS	-	3,572	-	3,572
<b>AT 31 DECEMBER 2015</b>				
DERIVATIVE FINANCIAL INSTRUMENTS	-	-	-	-

During the current year, there were no intra level transfers.

The table below analyses the fair value hierarchy the Bank's financial assets and liabilities (by class) not measured at fair value at 31 December 2016.

	LEVEL 1 TZS'000	LEVEL 2 TZS'000	LEVEL 3 TZS'000	TOTAL FAIR VALUE TZS'000	CARRYING VALUE TZS'000
<b>ASSETS</b>					
CASH AND BALANCE WITH BANK OF TANZANIA	-	86,404,506	-	86,404,506	86,404,506
BALANCE DUE FROM OTHER BANKS	-	158,823,815	-	158,823,815	158,823,815
GOVERNMENT SECURITIES	-	32,483,276	-	32,483,276	32,483,276
LOANS AND ADVANCES TO CUSTOMERS	-	324,870,221	-	324,870,221	324,870,221
EQUITY INVESTMENTS	-	-	1,020,000	1,020,000	1,020,000
OTHER ASSETS (EXCLUDING PREPAYMENT & INVENTORIES)	-	906,310	-	906,310	906,310
<b>TOTAL</b>	-	603,488,128	1,020,000	604,508,128	604,508,128

**LIABILITIES**

BALANCE DUE TO OTHER BANKS	-	124,161,063	-	124,161,063	124,161,063
DEPOSITS FROM CUSTOMERS	-	393,635,021	-	393,635,021	393,635,021
SUBORDINATED DEBTS	-	5,814,031	-	5,814,031	5,814,031
LONG TERM BORROWINGS	-	23,390,688	-	23,390,688	23,390,688
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	-	6,532,924	-	6,532,924	6,532,924
<b>TOTAL</b>	-	<b>553,533,727</b>	-	<b>553,533,727</b>	<b>553,533,727</b>

The table below analyses the fair value hierarchy the Bank's financial assets and liabilities (by class) not measured at fair value at 31 December 2015.

	LEVEL 1 TZS'000	LEVEL 2 TZS'000	LEVEL 3 TZS'000	TOTAL FAIR VALUE TZS'000	CARRYING VALUE TZS'000
<b>ASSETS</b>					
CASH AND BALANCE WITH BANK OF TANZANIA	-	78,846,271	-	78,846,271	78,846,271
BALANCE DUE FROM OTHER BANKS	-	121,595,649	-	121,595,649	121,595,649
GOVERNMENT SECURITIES	-	48,153,835	-	48,153,835	48,153,835
EQUITY INVESTMENT	-	-	1,020,000	1,020,000	1,020,000
LOANS AND ADVANCES TO CUSTOMERS	-	307,101,405	-	307,101,405	307,101,405
OTHER ASSETS (EXCLUDING PREPAYMENT & INVENTORIES)	-	1,392,230	-	1,392,230	1,392,230
<b>TOTAL</b>	-	<b>557,089,390</b>	<b>1,020,000</b>	<b>558,109,390</b>	<b>558,109,390</b>
<b>LIABILITIES</b>					
BALANCE DUE TO OTHER BANKS	-	103,138,915	-	103,138,915	103,138,915
DEPOSITS FROM CUSTOMERS	-	350,714,452	-	350,714,452	350,714,452
SUBORDINATED DEBTS	-	11,398,579	-	11,398,579	11,398,579
LONG TERM BORROWINGS	-	33,169,337	-	33,169,337	33,169,337
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	-	6,532,924	-	6,532,924	6,532,924
<b>TOTAL</b>	-	<b>503,339,905</b>	-	<b>503,339,905</b>	<b>503,339,905</b>

### 3.5. Capital management

The Bank's objectives when managing capital, which is a broader concept than the 'equity' on the face of statement of financial position, are:

- To comply with the capital requirements set by the regulator;
- To safeguard the Bank's ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders; and
- To maintain a strong capital base to support the development of its business.

Capital adequacy and the use of regulatory capital are monitored daily by the Bank's management, employing techniques based on the guidelines provided by the Bank of Tanzania (BoT), for supervisory purposes. The required information is filed with the BoT on a monthly and daily basis.

The Bank of Tanzania (BoT) requires each bank or banking group to: (a) hold the minimum level of the regulatory capital of TZS 15 billion, and (b) maintain a ratio of total regulatory capital to the risk-weighted asset at or above the minimum of 14.5%. The Bank's regulatory capital as managed by its Treasury Department and Finance Department is divided into two tiers

- Tier 1 capital: share capital, retained earnings and reserves created by appropriations of retained earnings. Prepaid expenses, deferred charges and intangible assets are deducted in arriving at Tier 1 capital; and
- Tier 2 capital: qualifying subordinated loan capital and unrealised gains arising on the fair valuation of equity instruments held as available for sale.

The risk-weighted assets are measured by means of a hierarchy of five risk weights classified according to the nature of - and reflecting an estimate of credit, market and other risks associated with each asset and counterparty, taking into account any eligible collateral or guarantees. A similar treatment is adopted for off-balance sheet exposure, with some adjustments to reflect the more contingent nature of the potential losses.

The table below summarises the composition of regulatory capital of the Bank for the year ended 31 December 2016 and year ended 31 December 2015.

	2016 TZS'000	2015 TZS'000
<b>TIER 1 CAPITAL</b>		
SHARE CAPITAL	37,020,550	37,020,550
RETAINED EARNINGS	17,772,731	13,108,144
SHARE PREMIUM	12,780,383	12,780,383
LESS: DEFERRED TAX ASSET	(3,177,308)	(2,212,864)
LESS: INTANGIBLE ASSETS	(1,047,919)	(1,585,822)
LESS: PREPAID EXPENSES	(2,680,845)	(2,186,048)
<b>TOTAL QUALIFYING TIER 1 CAPITAL</b>	<b>60,667,592</b>	<b>56,924,343</b>
<b>TIER 2 CAPITAL</b>		
SUBORDINATED DEBTS*	1,162,806	2,787,294
GENERAL PROVISION**	3,143,272	3,036,101
<b>TOTAL REGULATORY CAPITAL</b>	<b>64,973,670</b>	<b>62,747,738</b>

**RISK-WEIGHTED ASSETS**

ON-BALANCE SHEET	327,833,958	285,907,473
OFF-BALANCE SHEET	72,725,698	5,254,065
MARKET RISK	52,067	8,222
<b>TOTAL RISK-WEIGHTED ASSETS</b>	<b>400,611,723</b>	<b>291,169,760</b>

The table below summarises the composition of regulatory ratios of the Bank for the year ended 31 December 2016 and year ended 31 December 2015.

	REQUIRED RATIO 2016 (%)	BANK'S RATIO 2016 (%)	BANK'S RATIO 2015 (%)
TIER 1 CAPITAL	12.5	15.1	19.5
TIER 1 + TIER 2 CAPITAL	14.5	16.2	22.5

\* Capital adequacy regulation requires subordinated debts to be discounted by a cumulative factor of twenty percent per year during the last five years to maturity.

\*\* Management of risk assets regulation requires that 1% of risk assets classified as current to be provided in general reserve. The amount of provision is taken out from retained earning balance.

#### 4. Critical Accounting Judgment and Sources of Estimation Uncertainty

The preparation of financial statements in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Bank's accounting policies. The Bank makes estimates and assumptions that affect the reported amounts of assets and liabilities within the next year. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

##### a) Impairment losses on loans and advances

The Bank reviews its loan portfolio to assess impairment at least on a quarterly basis. In determining whether an impairment loss should be recognized in profit or loss, the Bank makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers, or national or local economic conditions that correlate with defaults on assets. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience. Were the forced sales values and realization costs differ by +/- 10%, the impairment loss would have been TZS 538 million (2015: TZS 287 million) and TZS 41 million (2015: TZS 31 million) lower or higher respectively. A difference in recovery period of 6 months would result in a TZS 410 million (2015: TZS 334 million) lower or higher impairment loss.

##### b) Taxes

The Bank is subjected to numerous taxes and levies by various government and quasi- government regulatory bodies. As a rule of thumb, the Bank recognises liabilities for the anticipated tax/levies payable with utmost care and diligence. However, significant judgment is usually required in the interpretation and applicability

of those taxes/levies. Should it come to the attention of management, in one way or the other, that the initially recorded liability was erroneous, such differences will impact on the income and liabilities in the period in which such differences are determined.

### **c) Property and equipment**

Management reviews the useful lives and residual values of the items of property and equipment on a regular basis. During the year, the Directors determined no significant changes in the useful lives and residual values.

### **d) Intangible assets**

Management makes critical estimates in determining the amortization rates and carrying amounts for intangible assets.

## **5. Interest and similar income**

	2016 TZS'000	2015 TZS'000
LOANS AND ADVANCES TO CUSTOMERS	42,509,333	34,282,093
GOVERNMENT SECURITIES HELD TO MATURITY	6,294,173	6,843,190
BALANCES DUE FROM OTHER BANKS	5,195,525	5,587,821
<b>TOTAL</b>	<b>53,999,031</b>	<b>46,713,104</b>

## **6. Interest and similar expenses**

	2016 TZS'000	2015 TZS'000
DEPOSITS FROM OTHER BANKS	6,261,011	4,498,608
DEPOSITS FROM CUSTOMERS	12,850,015	11,484,465
SUBORDINATED LOANS (NOTE 26)	496,908	695,366
LONG-TERM BORROWINGS (NOTE 27)	719,608	278,074
DISCOUNT ON DERIVATIVES	524,686	1,435,569
<b>TOTAL</b>	<b>20,852,228</b>	<b>18,392,082</b>

## **7. Impairment charge on loans and advances**

	2016 TZS'000	2015 TZS'000
IMPAIRMENT CHARGE FOR THE YEAR	4,751,655	2,597,671
BAD DEBT RECOVERIES	(135,710)	(357,010)
<b>TOTAL</b>	<b>4,615,945</b>	<b>2,240,661</b>

## **8. Fees and commission income**

	2016 TZS'000	2015 TZS'000
COMMISSION AND FEES FROM BANKING OPERATIONS	4,991,357	4,929,835
COMMISSION ON TELEGRAPHIC TRANSFERS AND INTERNATIONAL TRADE FINANCE ACTIVITIES	1,256,607	957,210
FACILITY FEES FROM LOANS AND ADVANCES	2,148,658	2,076,380
COMMISSION ON LETTERS OF CREDIT AND GUARANTEES	2,071,784	1,125,630
OTHER FEES AND COMMISSIONS	2,976,443	2,233,147
<b>TOTAL</b>	<b>13,444,849</b>	<b>11,322,202</b>

## 9. Fees and commission expenses

	2016 TZS'000	2015 TZS'000
GUARANTEE EXPENSES	1,073,798	462,352
BANK CHARGES	393,071	311,514
OTHER FEES AND COMMISSION EXPENSES	1,258,275	1,030,408
<b>TOTAL</b>	<b>2,725,144</b>	<b>1,804,274</b>

## 10. Foreign exchange income

	2016 TZS'000	2015 TZS'000
TRADING INCOME	2,571,569	6,251,337
REVALUATION GAIN/(LOSS)	21,364	(741,663)
<b>TOTAL</b>	<b>2,592,933</b>	<b>5,509,674</b>

## 11. Operating expenses

	2016 TZS'000	2015 TZS'000
EMPLOYEE BENEFITS (NOTE 11)	15,947,560	14,765,525
OCCUPANCY EXPENSES	3,449,883	3,138,346
REPAIRS AND MAINTENANCE	1,502,528	1,393,047
ADVERTISING AND BUSINESS PROMOTION	755,251	1,316,637
LEGAL AND PROFESSIONAL FEES	2,333,821	2,095,659
TRAVELLING EXPENSES	1,314,303	999,289
DEPRECIATION OF PROPERTY AND EQUIPMENT (NOTE 21)	2,066,726	1,852,601
AMORTIZATION OF INTANGIBLE ASSETS (NOTE 23)	537,903	467,916
DIRECTORS EMOLUMENTS - FEES	177,110	188,068
DIRECTORS EMOLUMENTS - OTHERS	115,319	451,629
AUDITORS' REMUNERATION	109,150	99,410
SECURITY EXPENSES	1,877,741	1,694,386
INSURANCE EXPENSES	946,382	827,048
PRINTING AND OFFICE SUPPLIES	1,358,012	1,061,214
CONNECTIVITY EXPENSES	1,309,460	844,570
TELEPHONE AND ELECTRICITY	719,537	698,598
LICENSES AND FEES	253,108	21,874
COURIER EXPENSES	156,362	147,761
OTHERS	1,321,371	1,597,309
<b>TOTAL</b>	<b>36,251,527</b>	<b>33,660,887</b>



## 12. Employee benefits

	2016 TZS'000	2015 TZS'000
WAGES AND SALARIES	10,613,502	9,903,704
DEFINED BENEFIT CONTRIBUTIONS (NSSF AND PPF CONTRIBUTIONS)	1,071,994	915,207
SKILLS AND DEVELOPMENT LEVY	576,651	569,376
MEDICAL INSURANCE	430,134	370,868
TRAVEL ALLOWANCES	898,616	718,691
BONUSES AND AWARDS	751,306	843,867
STAFF TRAINING	168,338	218,649
OTHER EMPLOYMENT COSTS AND BENEFITS	1,437,019	1,225,163
<b>TOTAL</b>	<b>15,947,560</b>	<b>14,765,525</b>

## 13. Income tax

	2016 TZS'000	2015 TZS'000
CURRENT TAX - CURRENT YEAR	2,919,962	3,338,517
- PRIOR YEARS UNDER/(OVER) PROVISION	(26,969)	21,413
<b>TOTAL</b>	<b>2,892,993</b>	<b>3,359,930</b>
DEFERRED TAX - CURRENT YEAR (NOTE 30)	(1,038,340)	(1,022,258)
- PRIOR YEARS OVER PROVISION (NOTE 30)	73,896	7,914
<b>TOTAL</b>	<b>(964,444)</b>	<b>(1,014,344)</b>
<b>TOTAL</b>	<b>1,928,549</b>	<b>2,345,586</b>

### (a) Reconciliation of income tax expense to the expected tax based on accounting profit

	2016 TZS'000	2015 TZS'000
PROFIT BEFORE TAX	5,616,482	7,447,076
TAX CALCULATED AT A TAX RATE OF 30%	1,684,945	2,234,123
TAX EFFECT OF EXPENSES NOT DEDUCTIBLE FOR TAX PURPOSES	196,677	54,890
UNDER PROVISION OF TAX IN PRIOR YEARS	46,927	56,573
<b>TOTAL</b>	<b>1,928,549</b>	<b>2,345,586</b>

### (c) Current tax asset (liability)

	2016 TZS'000	2015 TZS'000
AT 1 JANUARY	(781,927)	240,226
PAYMENT DURING THE YEAR	3,953,525	2,337,777
CURRENT TAX CHARGE	(2,892,993)	(3,359,930)
<b>AT 31 DECEMBER</b>	<b>278,605</b>	<b>(781,927)</b>

## 14. Financial instruments by category

AT 31 DECEMBER 2016

	LOANS AND RECEIVABLES TZS'000	HELD TO MATURITY TZS'000	AVAILABLE FOR SALE TZS'000	AT FAIR VALUE TZS'000	TOTAL TZS'000
<b>FINANCIAL ASSETS</b>					
CASH AND BALANCES WITH BOT	86,404,506	-	-	-	86,404,506
LOANS AND ADVANCES TO BANKS	158,823,815	-	-	-	158,823,815
GOVERNMENT SECURITIES	-	32,483,276	-	-	32,483,276
DERIVATIVE FINANCIAL INSTRUMENTS	-	-	-	3,572	3,572
LOANS AND ADVANCES TO CUSTOMERS	324,870,221	-	-	-	324,870,221
EQUITY INVESTMENT	-	-	1,020,000	-	1,020,000
OTHER ASSETS (EXCLUDING PREPAYMENT)	906,310	-	-	-	906,310
<b>TOTAL</b>	<b>571,004,852</b>	<b>32,483,276</b>	<b>1,020,000</b>	<b>3,572</b>	<b>604,511,700</b>

	AT AMORTIZED COST TZS'000
<b>FINANCIAL LIABILITIES</b>	
BALANCES DUE TO OTHER BANKS	124,161,063
DEPOSITS FROM CUSTOMERS	393,635,021
SUBORDINATED DEBTS	5,814,031
LONG TERM BORROWINGS	23,390,688
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	6,532,924
<b>TOTAL</b>	<b>553,533,727</b>

AT 31 DECEMBER 2015

	LOANS AND RECEIVABLES TZS'000	HELD TO MATURITY TZS'000	AVAILABLE FOR SALE TZS'000	AT FAIR VALUE TZS'000	TOTAL TZS'000
<b>FINANCIAL ASSETS</b>					
CASH AND BALANCES WITH BOT	78,846,271	-	-	-	78,846,271
LOANS AND ADVANCES TO BANKS	121,595,649	-	-	-	121,595,649
GOVERNMENT SECURITIES	-	48,153,835	-	-	48,153,835
LOANS AND ADVANCES TO CUSTOMERS	307,101,405	-	-	-	307,101,405
EQUITY INVESTMENT	-	-	1,020,000	-	1,020,000
OTHER ASSETS	1,392,230	-	-	-	1,392,230
<b>TOTAL</b>	<b>508,935,555</b>	<b>48,153,835</b>	<b>1,020,000</b>	<b>-</b>	<b>558,109,390</b>

	AT AMORTIZED COST TZS'000
<b>FINANCIAL LIABILITIES</b>	
BALANCES DUE TO OTHER BANKS	103,138,915
DEPOSITS FROM CUSTOMERS	350,714,452
SUBORDINATED DEBTS	11,398,579
LONG TERM BORROWINGS	33,169,337
OTHER LIABILITIES (EXCLUDING STATUTORY OBLIGATIONS)	4,918,622
<b>TOTAL</b>	<b>503,339,905</b>

## 15. Cash and balances with BANK OF TANZANIA

	2016	2015
	TZS'000	TZS'000
CASH ON HAND	36,034,071	37,061,096
BALANCES WITH THE BANK OF TANZANIA:		
- STATUTORY MINIMUM RESERVE (SMR)	32,714,949	31,239,300
- CLEARING ACCOUNT	17,655,486	10,545,876
<b>TOTAL</b>	<b>86,404,506</b>	<b>78,846,271</b>

The SMR deposit is not available to finance the Bank's day-to-day operations and is hence excluded from cash and cash equivalents for the purpose of the statement of cash flows.

During the year, Bank of Tanzania decided to adopt reserve averaging approach in the determination of SMR whereby statutory minimum reserve account is unified with the clearing account for better liquidity management. Cash-in-hand and balances with the Bank of Tanzania and statutory minimum reserve deposits are non-interest-bearing.

## 16. Balances due from other banks

	2016	2015
	TZS'000	TZS'000
BALANCES WITH BANKS	8,765,476	28,021,188
ITEMS IN THE COURSE OF COLLECTION	8,376,945	6,859,323
PLACEMENTS WITH LOCAL BANKS	92,982,384	23,354,438
PLACEMENTS WITH FOREIGN BANKS	48,699,010	63,360,700
<b>TOTAL</b>	<b>158,823,815</b>	<b>121,595,649</b>
<b>CURRENT</b>	<b>158,823,815</b>	<b>121,595,649</b>

## 17. Government securities held to maturity

TREASURY BILLS MATURING WITHIN 90 DAYS FROM THE PERIOD END	-	4,880,051
TREASURY BILLS MATURING AFTER 90 DAYS FROM THE PERIOD END	15,043,695	15,524,146
TREASURY BONDS MATURING WITHIN 5 YEARS	17,439,581	10,709,231
TREASURY BONDS MATURING AFTER 5 YEARS	-	17,040,407
<b>TOTAL GOVERNMENT SECURITIES HELD-TO-MATURITY</b>	<b>32,483,276</b>	<b>48,153,835</b>

Treasury bills and bonds are debt securities issued by the Government of the United Republic of Tanzania.

## 18. Loans and advances to customers

	2016 TZS'000	2015 TZS'000
LOANS AND ADVANCES TO CORPORATE CUSTOMERS	252,625,405	261,084,936
LOANS AND ADVANCES TO INDIVIDUAL CUSTOMERS	80,379,614	52,032,598
GROSS LOANS AND ADVANCES	333,005,019	313,117,534
LESS: IMPAIRMENT PROVISION	(8,134,798)	(6,016,129)
<b>NET LOANS AND ADVANCES</b>	<b>324,870,221</b>	<b>307,101,405</b>

Movement in provision for impairment of loans and advances by class is as follows:

	RETAIL CUSTOMERS TZS'000	CORPORATE CUSTOMERS & SMES TZS'000	TOTAL TZS'000
AT 1 JANUARY 2015	1,378,759	4,637,370	6,016,129
INCREASE IN IMPAIRMENT	2,630,730	2,120,925	4,751,655
WRITE OFFS	(1,140,583)	(1,492,403)	(2,632,986)
<b>AT 31 DECEMBER 2016</b>	<b>2,868,906</b>	<b>5,265,892</b>	<b>8,134,798</b>
AT 1 JANUARY 2015	613,849	2,819,910	3,433,759
INCREASE IN IMPAIRMENT	780,211	1,817,460	2,597,671
WRITE OFFS	(15,301)	-	(15,301)
<b>AT 31 DECEMBER 2015</b>	<b>1,378,759</b>	<b>4,637,370</b>	<b>6,016,129</b>

## 19. Other assets

	2016 TZS'000	2015 TZS'000
PREPAID EXPENSES	2,680,845	2,186,047
OTHER DEBTORS	906,310	1,392,230
INVENTORIES	57,575	165,807
<b>TOTAL</b>	<b>3,644,730</b>	<b>3,744,084</b>

## 20. Equity investments

	2016 TZS'000	2015 TZS'000
UMOJA SWITCH COMPANY LIMITED - UNLISTED	20,000	20,000
TANZANIA MORTGAGE REFINANCE COMPANY LIMITED - UNLISTED	1,000,000	1,000,000
<b>TOTAL</b>	<b>1,020,000</b>	<b>1,020,000</b>

Bank of Africa Tanzania Limited owns 9% and 10% of the share capital of UmojaSwitch Company Limited and Tanzania Mortgage Refinance Company Limited respectively. These are available for sale equity investments that are held by the Bank for strategic purpose and not for trading. They do not have a quoted market price in an active market and their fair value cannot be reliably measured. Consequently, they are measured at cost less any identified impairment losses at the end of each reporting period.

## 21. property and equipment

	LEASEHOLD PREMISES	MOTOR VEHICLES	COMPUTER HARDWARE	MACHINERY AND OFFICE EQUIPMENT	FURNITURE & FITTING	LAND AND BUILDINGS	WORK IN PROGRESS	TOTAL
	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000
<b>COST</b>								
AT 1 JANUARY 2016	7,623,207	526,624	1,870,037	6,524,386	869,001	5,781,500	648,095	23,842,850
ADDITIONS	1,579,009	90,212	543,214	742,833	100,591	-	645,883	3,701,742
DISPOSALS	-	(57,219)	-	-	-	-	-	(57,219)
TRANSFER	84,872	-	32,216	-	-	-	(117,088)	-
<b>AT 31 DECEMBER 2016</b>	<b>9,287,088</b>	<b>559,617</b>	<b>2,445,467</b>	<b>7,267,219</b>	<b>969,592</b>	<b>5,781,500</b>	<b>1,176,890</b>	<b>27,487,373</b>
<b>DEPRECIATION</b>								
AT 1 JANUARY 2016	5,544,067	276,742	1,137,784	4,987,155	631,579	185,006	-	12,762,333
CHARGE FOR THE YEAR	857,167	81,384	264,135	664,367	88,666	111,007	-	2,066,726
DISPOSALS	-	(57,219)	-	-	-	-	-	(57,219)
<b>AT 31 DECEMBER 2016</b>	<b>6,401,234</b>	<b>300,907</b>	<b>1,401,919</b>	<b>5,651,522</b>	<b>720,245</b>	<b>296,013</b>	<b>-</b>	<b>14,771,840</b>
<b>NET BOOK VALUE</b>								
AT 31 DECEMBER 2016	2,885,854	258,710	1,043,548	1,615,697	249,347	5,485,487	1,176,890	12,715,533

	LEASEHOLD PREMISES	MOTOR VEHICLES	COMPUTER HARDWARE	MACHINERY AND OFFICE EQUIPMENT	FURNITURE & FITTING	LAND AND BUILDINGS	WORK IN PROGRESS	TOTAL
	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000	TZS'000
<b>COST</b>								
AT 1 JANUARY 2015	6,256,639	433,238	1,515,500	5,877,896	760,742	5,781,500	446,159	21,071,674
ADDITIONS	1,366,568	93,386	354,537	646,490	108,259	-	201,936	2,771,176
AT 31 DECEMBER 2015	7,623,207	526,624	1,870,037	6,524,386	869,001	5,781,500	648,095	23,842,850
<b>DEPRECIATION</b>								
AT 1 JANUARY 2015	4,905,521	189,603	898,653	4,298,699	543,095	74,161	-	10,909,732
CHARGE FOR THE YEAR	638,546	87,139	239,131	688,456	88,484	110,845	-	1,852,601
DISPOSALS	-	(6,750)	-	-	-	-	-	(6,750)
AT 31 DECEMBER 2015	5,544,067	276,742	1,137,784	4,987,155	631,579	185,006	-	12,762,333
<b>NET BOOK VALUE</b>								
AT 31 DECEMBER 2015	2,079,140	249,882	732,253	1,537,232	237,422	5,596,494	648,095	11,080,517

## 22. Investment property

	2016 TZS'000	2015 TZS'000
<b>AT 1 JANUARY</b>	-	-
<b>ADDITIONS</b>	4,407,178	-
<b>FAIR VALUE ADJUSTMENT</b>	-	-
<b>AT 31 DECEMBER</b>	4,407,178	-

During the year, the Bank acquired properties worth TZS 4.4 billion as a settlement of debt obligations of customers who defaulted on their obligations. Management intends to sale the properties as soon as practicable when a suitable buyer is identified. As a consequence, the properties are held as investment properties measured at fair value. The fair value of the investment property is determined each year by independent suitably qualified valuers using current market prices for comparable real estate, adjusted for any differences in nature, location and condition of the property and any changes in market conditions since the transactions took place.

## 23. Intangible assets

	2016 TZS'000	2015 TZS'000
<b>COMPUTER SOFTWARE</b>		
<b>AT 1 JANUARY</b>	1,585,822	1,221,621
<b>ADDITIONS</b>	-	832,117
<b>AMORTISATION CHARGE</b>	(537,903)	(467,916)
<b>AT 31 DECEMBER</b>	1,047,919	1,585,822
<b>COST</b>	4,651,191	4,651,191
<b>ACCUMULATED AMORTISATION</b>	(3,603,272)	(3,065,369)
<b>NET BOOK VALUE</b>	1,047,919	1,585,822

No intangible asset has been pledged as collateral.

## 24. Balances due to other banks

<b>BORROWINGS FROM LOCAL BANKS</b>	39,988,508	8,429,471
<b>BORROWINGS FROM FOREIGN BANKS</b>	84,172,555	94,709,444
<b>TOTAL</b>	124,161,063	103,138,915
<b>CURRENT</b>	118,753,091	103,138,915
<b>NON-CURRENT</b>	5,407,972	-
<b>TOTAL</b>	124,161,063	103,138,915

## 25. Deposits from customers

CURRENT ACCOUNTS	198,142,285	186,683,905
TIME DEPOSITS	126,721,160	120,021,814
SAVINGS DEPOSITS	38,271,983	40,033,321
OTHERS	30,499,593	3,975,412
<b>TOTAL</b>	<b>393,635,021</b>	<b>350,714,452</b>
CURRENT	385,042,674	350,664,452
NON-CURRENT	8,592,347	50,000
<b>TOTAL</b>	<b>393,635,021</b>	<b>350,714,452</b>

## 26. Subordinated debts

INTERNATIONAL FINANCE CORPORATION (IFC)	3,930,174	7,773,156
PROMOTION PARTICIPATION COOPERATION (PROPARCO)	1,746,744	3,454,736
INTEREST ACCRUED	137,113	170,687
<b>TOTAL</b>	<b>5,814,031</b>	<b>11,398,579</b>
<b>AT 1 JANUARY</b>	<b>11,398,579</b>	<b>12,050,428</b>
ADDITIONS	-	-
INTEREST EXPENSE	496,908	695,366
TRANSLATION LOSSES	125,597	3,030,835
REPAYMENTS	(6,207,053)	(4,378,050)
<b>AT 31 DECEMBER</b>	<b>5,814,031</b>	<b>11,398,579</b>
CURRENT	5,814,031	5,584,548
NON-CURRENT	-	5,814,031
<b>TOTAL</b>	<b>5,814,031</b>	<b>11,398,579</b>

International Finance Corporation (IFC) and Promotion Participation Cooperation (PROPARCO) issued USD 4,500,000 and USD 4,000,000 facilities respectively. Both facilities bear interest at a rate of 6 months LIBOR + 4.5% and have a tenor of seven years including two years grace period on principal repayment. The facilities have been issued on the goodwill of Bank of Africa Group and therefore the Bank has not pledged any tangible securities in respect of this loan. Applicable interest rate for IFC loan and PROPARCO loan were 5.0% and 5.3% respectively.

## 27. Long term borrowings

	2016	2015
	TZS'000	TZS'000
TANZANIA MORTGAGE REFINANCE COMPANY LIMITED (I)	10,750,000	5,750,000
EFC TANZANIA MFC LIMITED (II)	-	1,543,835
ADVANS BANK LIMITED (III)	-	1,079,605
BOA - DJIBOUTI (IV)	-	10,796,050
EUROPEAN INVESTMENT BANK (V)	12,432,498	13,506,945
INTEREST ACCRUED	208,190	492,902
<b>TOTAL</b>	<b>23,390,688</b>	<b>33,169,337</b>
CURRENT	7,253,607	19,168,564
NON-CURRENT	16,137,081	14,000,773
<b>TOTAL</b>	<b>23,390,688</b>	<b>33,169,337</b>



***(i) Tanzania Mortgage Refinance Company Limited***

Mortgage pre-financing comprising of three loans of TZS 2.75 billion, TZS 3 billion and TZS 5.0 billion with original maturity of 1,095 days, 911 days and 1,005 days respectively and annual interest rates of 11.5% and 11.73% and 11.67% respectively.

***(ii) EFC Tanzania MFC Limited***

Fixed interest loan of USD 715,000 with interest rate of 2.5% per annum and tenor of 3 years from 02 September 2013. The loan had been repaid by the end of the reporting period.

***(iii) Advans Bank Limited***

Fixed interest loan of USD 500,000 with interest rate of 2% per annum and tenor of 2 years from 26 March 2014. The loan had been repaid by the end of the reporting period.

***(iv) BOA – MER ROUGE***

The Bank secured term borrowing of USD 5 million from a related entity, BANK OF AFRICA - MER ROUGE. The borrowing had a tenure of 1 year from 18 December 2015 and carried annual interest rate of 2.9%. Both principal and interest are repayable on maturity.

***(v) European Investment Bank***

European Investment Bank issued a loan of EUR 7 million with an average tenure of 5 years from 16 March 2016. The loan bears a weighted average annual interest rate of 3.66%.

**28. Other liabilities**

	2016 TZS'000	2015 TZS'000
BANK DRAFTS PAYABLE	186,470	177,390
STATUTORY LIABILITIES	1,050,414	1,216,523
DEFERRED FEES	2,286,044	1,683,547
ACCRUALS AND OTHER PROVISIONS	6,346,454	4,741,232
<b>TOTAL</b>	<b>9,869,382</b>	<b>7,818,692</b>

**29. Derivative financial instruments**

Derivatives are financial instruments that derive their value in response to changes in interest rates, financial instrument prices, commodity prices, foreign exchange rates, credit risk and indices. The types of derivatives used by the Bank are set out below.

All derivatives are recognised and subsequently measured at fair value, with all fair value gains and losses recognised in profit or loss.

The following tables analyse the notional principal amounts and the positive (assets) fair values of the Bank's derivative financial instruments.

At the end of the reporting period, the Bank only has forward exchange contracts.

Notional principal amounts are the amount of principal underlying the contract at the reporting date.

	2016			2015		
	NOTIONAL PRINCIPAL AMOUNTS TZS'000	FAIR VALUE TZS'000	ASSET TZS'000	NOTIONAL PRINCIPAL AMOUNTS TZS'000	FAIR VALUE TZS'000	LIABILITY TZS'000
FORWARD EXCHANGE CONTRACTS	276,297	272,725	3,572	-	-	-

### 30. Deferred tax

Deferred tax is calculated on all temporary differences under the liability method using a principal tax rate of 30%. The movement on the deferred tax account is as follows:

	2016 TZS'000	2015 TZS'000
AT 1 JANUARY	(2,212,864)	(1,198,520)
(CREDITED)/CHARGE TO PROFIT OR LOSS IN RESPECT OF:		
- CURRENT YEAR(NOTE 12)	(1,038,340)	(1,022,258)
- PRIOR YEARS UNDER PROVISION (NOTE 12)	73,896	7,914
AT 31 DECEMBER	(3,177,308)	(2,212,864)

Deferred tax assets and liabilities and net deferred tax charge to profit or loss are attributed to the following items:

	1 JANUARY 2016 TZS'000	CREDIT TO PROFIT OR LOSS TZS'000	31 DECEMBER 2016 TZS'000
<b>DIFFERED TAX ASSETS</b>			
ACCELERATED TAX ALLOWANCES	(201,220)	(228,832)	(430,052)
OTHER TIMING DIFFERENCES	(2,011,644)	(735,612)	(2,747,256)
<b>TOTAL</b>	<b>(2,212,864)</b>	<b>(964,444)</b>	<b>(3,177,308)</b>
<b>31 DECEMBER 2015</b>			
<b>DEFERRED TAX LIABILITY</b>			
ACCELERATED TAX ALLOWANCES	(147,167)	(54,053)	(201,220)
OTHER TIMING DIFFERENCES	(1,051,353)	(960,291)	(2,011,644)
<b>TOTAL</b>	<b>(1,198,520)</b>	<b>(1,014,344)</b>	<b>(2,212,864)</b>

### 31. Share capital

	2016 TZS'000	2015 TZS'000
<b>AUTHORISED</b>		
2,000 CLASS "A" ORDINARY SHARES OF TZS 1 MILLION EACH	2,000,000	2,000,000
4,100 CLASS "B" ORDINARY SHARES OF TZS 375,000 EACH	1,537,500	1,537,500
401,256 CLASS "C" ORDINARY SHARES OF TZS 115,792 EACH	46,462,279	46,462,279
1 CLASS "D" ORDINARY SHARE OF TZS 32,688	33	33
1 CLASS "E" ORDINARY SHARE OF TZS 101,440	101	101
1 CLASS "F" ORDINARY SHARE OF TZS 87,088	87	87
76,628 CLASS "H" ORDINARY SHARES OF TZS 261,000 EACH	20,000,000	20,000,000
<b>TOTAL</b>	<b>70,000,000</b>	<b>70,000,000</b>
<b>ISSUED, CALLED UP AND FULLY PAID</b>		
2,000 CLASS "A" ORDINARY SHARES OF TZS 1 MILLION EACH	2,000,000	2,000,000
4,100 CLASS "B" ORDINARY SHARES OF TZS 375,000 EACH	1,537,500	1,537,500
201,941 CLASS "C" ORDINARY SHARES OF TZS 115,792	23,383,133	23,383,133
38,697 CLASS "H" ORDINARY SHARES OF TZS 261,000 EACH	10,099,917	10,099,917
<b>TOTAL</b>	<b>37,020,550</b>	<b>37,020,550</b>

All classes of shares rank pari-pasu in voting rights and dividend payments.

At the end of the reporting period, the shareholding of the Bank was as follows:

	2016 %	2015 %
BOA GROUP S.A	25.93	25.93
BIO-BELGIAN INVESTMENT COMPANY FOR DEVELOPING COUNTRIES	16.27	16.27
BANK OF AFRICA KENYA	15.70	15.70
BOA - WEST AFRICA	14.54	14.54
AFH-OCEAN INDIEN	14.35	14.35
TANZANIA DEVELOPMENT FINANCE LIMITED (TDFL)	5.22	5.22
FMO-NETHERLANDS DEVELOPMENT FINANCE CORPORATION	4.56	4.56
AGORA	3.25	3.25
BANQUE DE CREDIT DE BUJUMBURA	0.18	0.18
<b>TOTAL</b>	<b>100</b>	<b>100</b>

### 32. Cash and cash equivalents

	2016 TZS'000	2015 TZS'000
CASH AND BALANCES WITH BANK OF TANZANIA (NOTE 15)	86,404,506	78,846,271
LESS: STATUTORY MINIMUM RESERVE (SMR)	(32,714,949)	(31,239,300)
<b>TOTAL</b>	<b>53,689,557</b>	<b>47,606,971</b>
BALANCES DUE FROM OTHER BANKS	158,823,815	121,595,649
<b>TOTAL</b>	<b>212,513,372</b>	<b>169,202,620</b>

For the purposes of the cash flow statement, cash and cash equivalents comprise balances with less than 90 days maturity from the date of acquisition including: cash and balances with Bank of Tanzania, treasury bills and amounts due from other banks. Cash and cash equivalents exclude the cash reserve requirement held with the Bank of Tanzania.

### 33. Contingent liabilities and commitments

In common with other banks, the Bank conducts business involving acceptances, letters of credit, guarantees, performance bonds and indemnities. The majority of these facilities are offset by corresponding obligations of third parties.

	2016 TZS'000	2015 TZS'000
<b>CONTINGENT LIABILITIES</b>		
OUTSTANDING LETTERS OF CREDIT (FOREIGN CURRENCY)	30,148,117	8,170,616
OUTSTANDING GUARANTEES AND INDEMNITIES:		
- FOREIGN CURRENCY	20,406,883	2,221,108
- LOCAL CURRENCY	43,849,935	3,859,453
<b>TOTAL</b>	<b>94,404,935</b>	<b>14,251,177</b>

#### Nature of contingent liabilities

Letters of credit commit the Bank to make payments to third parties, on production of documents, which are subsequently reimbursed by customers. Guarantees are generally written by the Bank to support performance by a customer to third parties. The Bank will only be required to meet these obligations in the event of the customers' default.

#### Other commitments

	2016 TZS'000	2015 TZS'000
UNDRAWN FORMAL STAND-BY FACILITIES, CREDIT LINES AND OTHER COMMITMENTS TO LEND	35,090,879	20,159,243

#### Nature of commitments

Commitments to lend are agreements to lend to a customer in future subject to certain conditions. Such commitments are normally made for a fixed period. The bank may withdraw from its contractual obligation for the undrawn portion of agreed overdraft limits by giving reasonable notice to the customer.

## Capital commitments

At 31 December 2016, the Bank had capital commitments of TZS 451 million (2015: TZS 1,189 million) in respect of leasehold improvements and equipment purchases. The Bank's management is confident that future net revenues and funding will be sufficient to cover this commitment.

## Operating lease commitments

The Bank does not have any commitments in respect of non-cancellable lease commitments.

## Other contingent liabilities

In the ordinary course of business, the Bank is a defendant in various litigations and claims. Although there can be no assurances, based on the information currently available and legal advice, the Directors do not expect the outcome of the actions to have material effect on the Bank's financial position.

## Litigations and claims

Included in other liabilities is TZS 1,023 million as a provision for expected losses from a claim from a customer – Sogea Satom Company Limited (Sogea). The claim is as a result of fraudulent instructions by Sogea staff to pay Skills Development Labour (SDL) and Pay As You Earn (PAYE) taxes for the years 2012 to 2014 amounting to TZS 2,119 million to a fictitious account TRACOM and not Tanzania Revenue Authority (TRA) account. Whilst the Bank does not admit culpability, the Bank discussed the matter with its professional indemnity insurance cover provider who declined the claim by the Bank owing to the failure by the Bank to comply with the stipulated funds transfer policy agreed with the insurer.

On 21 November 2016, an updated claim was received by BANK OF AFRICA - TANZANIA Limited from the Sogea with total liabilities and penalties amounting to TZS 3,693 million.

Management believes that the probability of the claim crystallising against BANK OF AFRICA - TANZANIA Limited is low as the fraud was not perpetrated by the Bank and that the Bank executed valid instructions from authorised officials of Sogea. In addition, given the nature of the payments (employment taxes to the revenue authority), management contend that the payments could not have gone uncredited in the bank account of the revenue authority for such a long time without the knowledge of appropriate officials of Sogea as the revenue authority is aggressive in the follow up of taxes. However, the directors have approved a provision of TZS 1.1 billion to settle the matter without admitting culpability in the interest of maintaining the relationship with Sogea which is a significant customer of the BANK OF AFRICA group across all geographies.

On 26 January 2017, a summon to appear for answering to the claim was issued by the High Court of Tanzania. The exposures are covered as part of a general contingent liability disclosure on the financial statements.

## Other contingent liabilities

In the ordinary course of business, the Bank is a defendant in various litigations and claims. Although there can be no assurances, based on the information currently available and legal advice, the Directors do not expect the outcome of the actions to have material effect on the Bank's financial position. As at 31 December 2016, the aggregate exposure of the Bank to the significant legal matters amounted to TZS 10,920 million.

### 34. Related party transactions and balances

The shareholders of the Bank are disclosed in note 30. The intermediate owner of the Bank is BANK OF AFRICA Group and the ultimate holding company of the Bank is Banque Marocaine du Commerce Extérieur (BMCE Bank).

A number of banking transactions are entered into with related parties in the normal course of business. These include loans, deposits and foreign currency transactions. Related companies are those which are owned by directors and shareholders of the Bank. The volumes of related party transactions, outstanding balances at the year end and the related expenses and income for the year are as follows:

#### Deposits and loans and advances to directors and key management personnel

	2016 TZS'000	2015 TZS'000
<b>(a) Loans and advances</b>		
<b>AT 1 JANUARY</b>	<b>1,910,969</b>	<b>1,652,834</b>
<b>LOANS ISSUED DURING THE YEAR</b>	<b>769,717</b>	<b>762,547</b>
<b>LOAN REPAYMENTS DURING THE YEAR</b>	<b>(487,581)</b>	<b>(504,413)</b>
<b>AT 31 DECEMBER</b>	<b>2,193,105</b>	<b>1,910,968</b>
<b>INTEREST INCOME EARNED</b>	<b>328,326</b>	<b>386,808</b>
<b>(b) Deposits</b>		
<b>AT 1 JANUARY</b>	<b>41,801</b>	<b>397,780</b>
<b>DEPOSITS HELD AT 31 DECEMBER</b>	<b>213,121</b>	<b>47,345</b>
<b>INTEREST EXPENSE</b>	<b>(7,459)</b>	<b>(14,885)</b>
<b>(c) Balances/transactions with Group banks</b>		
<b>BALANCES DUE FROM GROUP BANKS</b>	<b>28,381,873</b>	<b>32,921,030</b>
<b>DEPOSITS FROM GROUP BANKS</b>	<b>50,357,265</b>	<b>106,518,434</b>
<b>INTEREST INCOME RECEIVED</b>	<b>65,471</b>	<b>614,765</b>
<b>INTEREST EXPENSE INCURRED</b>	<b>(2,692,202)</b>	<b>(3,048,409)</b>
<b>OPERATING EXPENSES PAID TO GROUP BANKS</b>	<b>(1,289,348)</b>	<b>(950,663)</b>
<b>GUARANTEE FEES EXPENSE PAID TO GROUP BANKS</b>	<b>(380,774)</b>	<b>(394,039)</b>
<b>(d) Key management compensation</b>		
<b>SALARIES AND OTHER SHORT TERM EMPLOYEE BENEFITS</b>	<b>1,890,743</b>	<b>1,657,295</b>

Key management personnel are described as those persons having authority and responsibility for planning, directing and controlling the activities of the Bank, directly or indirectly, including any director of the Bank.

### **(e) Directors' emoluments**

Fees and other emoluments paid to directors of the Bank during the year are as follows:

	2016 TZS'000	2015 TZS'000
EMOLUMENTS OF DIRECTORS IN RESPECTS OF SERVICES RENDERED (EXECUTIVE)	556,543	520,610
EMOLUMENTS OF DIRECTORS IN RESPECTS OF SERVICES RENDERED (NON- EXECUTIVE)	177,110	188,06
<b>TOTAL</b>	<b>733,653</b>	<b>708,678</b>

### **35. Event after period end**

At the date of signing the financial statements, the Directors are not aware of any other matter or circumstance arising since the end of the financial year, not otherwise dealt with in these financial statements, which significantly affect the financial position of the Bank and results of its operations.

### **36. Currency**

Except where indicated otherwise, these financial statements are presented in Tanzania Shillings, rounded to the nearest thousand (TZS'000), which is also the functional currency.

### **37. Comparatives**

Where necessary, comparative amounts have been adjusted to conform with changes in presentation in the current year.