Chairman Mr. Md. Nader Khan's Statement before the Shareholders at the 5th Annual General Meeting held on Tuesday 14th March 2000

Respected Shareholders, Assalamu Alaikum.

I welcome you all to the 5th Annual General Meeting of Prime Bank Limited. This AGM is of great significance to our Bank because we now have a large number of public shareholders and I see many of them are present here this morning. I would like to express my gratitude and heartfelt thanks to you for your wholehearted support to the Bank at the time of public issue of shares. Your trust and confidence in the Bank resulted in substantial over-subscription of the public issue. Let me assure you that your trust and confidence have been well placed as it would be evident from the operating results reported in this Annual Report and Accounts. I have the pleasure to inform you that our Bank has put in place pragmatic policies and business strategies to ensure continued growth and success as we move towards the new Millenium. Our principle is to attain efficiency and excellence in everything we do and above all we stay focussed on the needs of our customers. Diversity in our products and efficiency in delivering the services to customers will remain an important component of our long term business plans. We think that this strategy will provide us opportunities for profitable expansion in the future.

I am glad to inform you that we were the first Bank to introduce various customer-friendly products and services like different deposit schemes, lease finance, hire purchase, consumer credit scheme to encourage savings and to bring about qualitative changes in the lives of the people of our country. See Page 18

Chairman Engineer Md. Nurul Haque Sikder's Statement before the Shareholders at the 4th Annual General Meeting held on Thursday, 15 th July 1999

Respected Shareholders and Dear Colleagues Assalamu Alaikum

I welcome you all to the 4th Annual General Meeting of Prime Bank Limited. At first, I would like to express my gratitude and heartfelt thanks to the members of the Board for electing me as Chairman and also for their valuable co-operation to me during the period.

Let me take this opportunity to mention here that at the first meeting of the Board of Directors in 1995, it was resolved that Prime Bank would not merely be a conventional Bank but it would be a modern, progressive and dynamic Private Commercial Bank and play a constructive role in the economic development of the country. It was also decided that for better customer services, optimum productivity and higher returns on investments the Bank would be professionally managed by using the modern information technology in every sphere of its operations. We were the first bank to introduce Lease Finance, Hire-purchase and Consumer Credit Schemes in the Banking sector in order to bring about qualitative changes in the lives of people of Bangladesh.

I am glad to inform you that our dreams have come largely true. We are adjudged as one of the top class banks both by our customers and by our regulatory authorities. 1998 was the fourth year of our operation. During the year, the Bank made a record Operating Profit of Tk.220.74 Million registering an increase of 130% over the previous year. Deposits grew by 25% to Tk.5313.25 million and Foreign Exchange Business increased by 158% to Tk.10711.30 million. We have been able to achieve these results in a year of economic slow down, inadequate credit demand and narrowing spreads. The high revenues which we have achieved in a difficult economic conditions show the quality of our management and risk system. There have also been a See Page 18

Financial Highlights and Performance of Prime Bank

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showing an increase of 24% over the preceding year.

Prime Bank has been actively participating in Capital Market Operation since inception. We have applied for a license to set-up a Non Banking Financial Institution with a view to diversifying activities in Capital Market Operation. The approval of Bangladesh Bank is awaited.

We are operating 2(two) Islamic Banking Branches based on Islamic shariah. In this connection, we have established a Shariah Board by the Islamic scholars to advise and provide guidance on Islamic Banking operation. Our Islamic Banking Branches are doing very well and paid highest rate of Profit to their depositors. During the year 1999 our Bank performed well, despite difficult economic environment. We have achieved remarkable progress in all the areas of our operations.

During the year 1999, our Operating Profit was Tk. 360.51 million compared to Tk.220.74 of last year. The Bank also made its mark in efficiently managing its Loan Portfolio by keeping the Classified Loans and Advances at 1.63%, being one of the lowest in the Banking Sector of the Country.

Foreign Trade Operation of the Bank played a pivotal role in the overall business development of the Bank. We have established relationship with as many as 30 new foreign correspondents abroad thereby raising the total number of correspondents to 230. During the year 1999, the Bank handled Foreign Exchange transactions amounting to Tk. 17855.40 million, which is an increase of 67% over the last year. The Bank has also entered into remittance arrangements with several Banks and Exchange houses and expects to handle ncreased volume of Remittance Business.

As a prudent measure we have marked down the value of our Investments in Shares and Securities at market prices as on December 31, 1999 to comply with the International Accounting Standard (IAS - 30) for protecting the interest of the Investors as well as the depositors. As such, net profit has been brought down by making provision of Tk.16.51 million due to diminution in the market value of investment in shares. The operating profit in the year 1998 was Tk.220.74 million.

We have also raised our Paid up Capital from Tk. 200 million to Tk.400 million through Public issue of 20,00,000 ordinary shares at face value of Tk.100.00 each. Our total Capital Funds as on 31-12-1999 increased to Tk. 719.23 million with a Capital Adequacy Ratio of 15.14%.

Our Bank paid 30% cash dividend for the year 1999 to the Shareholders, which is the highest cash dividend paid by any Bank in Bangladesh. Our objective is to pay maximum dividend to our Shereholders.

Maximization of profit has not been our only objective. Our participation in various activities in nation building as well as in several socio-economic activities shows our firm commitment to social and economic advancement of the country. Our goal is to provide highest level of satisfaction to our customers and our values to maintain highest level of ethical standards in everything we do.

PRIME BANK LIMITED- A NICHE OF PRIME

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With the passage of time of 5 years now Prime Bank has become prime in most of the fields of banking operations. It is the only bank which has the lowest rate of classified loans in the country. It is the only company which could successfully have its Accounts audited within the record snortest time and hold the Annual General Meeting of the Shareholders at the record earliest time. Moreover, Prime Bank can boast of paying the highest rate of dividend to the shareholders at the soonest possible time. Prime Bank Limited has emerged as the harbinger by setting up the following examples:

*Computerized the entire operation.

*Generate uptodate information with Income Statement and Balance Sheet as at the close of everyday.

*Pay cheques in just half-a minute time.

*Played a pivotal role in uplifting the standard of living of people of fixed income bracket by introducing and operating Consumers Credit Scheme extensively.

*Played pioneering role in introducing and carrying out lease finance operation in commercial bank.

*Pioneered banking operation based on Islamic shariah by opening Islamic banking branches and maintaining separate set of Accounts for Islamic banking operations within a conventional interest based commercial bank

*Blended the operation by combining commercial banking activities with investment banking operations.

*Earned record highest profit in its second year of operation by encashing the opportunities prevalent in the market.

.*Paid highest rate of stock dividend in the second and third year and paid the highest rate of cash dividend in the third year to the shareholders based on the profits of second and third year.

*Earned record high profits in the past years and has been maintaining the highest profitability among the new generation banks.

*Maintains the highest capital funds in the Balance Sheet among the second generation local Private banks.

*Maintains the record edge over the required capital adequacy.

*Monitors and supervises the credits closely and thereby keeps the percentage of classified loans at the lowest level in the country. Credits are monitored on daily basis by a high powered Credit Committee.

*Emerged as the pioneer among the new generation banks to introduce credit card operation by becoming the principal member of MasterCard

*Takes the employee-pride by assembling professionals of different fields

of operation in the financial market.

*Boasts of having a captain with sterling qualities of efficiency, profound knowledge, hard-working spirit, god speed, wider vision and above all guardianship attitude.

*The prudence of guidance by the Board of Directors in respect of policy decisions and directions towards the journey of success.

*Participative management by holding meetings every week attended by the management team. *Introduced different customerfriendly deposit schemes for the small and medium savers.

*Contemplates to introduce and carry out on-line banking operation. *Contemplates to introduce 24 hour

banking service.

*Vowed by the Directors not to take any loan from their own bank so as to uphold the spirit of running the organization free from insider lending opportunities.

Besides the above, Prime Bank follows the practical methodology of loan pricing at an optimal level by taking into account all the factors influencing the loan price. The transparency in its operation and maintenance of books of accounts have given Prime Bank a very good name in the banking arena of the country. Prime Bank is perhaps the first bank to follow International Accounting Standards to prepare its financial statements. Its Accounts are also audited by the renowned Audit Firms of the country which have affiliation and collaboration with International Audit Firms and they conduct audit of the accounts in compliance with the International Standards of Audit. Prime Bank wants to be a bank of international stature by diversifying its operations in the fields of investment and merchant banking, Islamic banking, syndication of loans, collaboration with reputed finance houses abroad etc. It contemplates to apply latest information technology in banking operation. Prime Bank believes that committed and able human resources are the key to its success. It treats its human resources as its capital investment. In order to make investment in human resources worthwhile Prime Bank has plan to nurture the same by proper training, creating conducive working atmosphere for the workforce, make the same feel better off than others in the industry.

By summing up all the foregoing, it would not be an exaggeration to say that Prime Bank is indeed prime and it would remain so in future.

Management Principles

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With this, one may access the deeper potential of the unconscious world by becoming a smaller part of a larger whole. It allows the flow of change to occur through a merger of thoughts and feelings.

. Searches for the truth beyond the conventional wisdom. This often lies in the unseen world behind obvious. The Manager seeks first to find its meaning in himself and then relates it to others and to the larger world about him.

6. Defines management as the process of getting people developed through work. Work is the means for personal development . It provides opportunities for growth in relating to oneself, to others, and to a larger purpose, Tends to empower people.

Focuses on life skills of the whole person including the business skills and performance. The concern is with all needs including the spiritual one. The first requirement is to be a person of quality, then

8. Sets extraordinary goals to achieve an extraordinary success with the energies of its people.

9. Believes that objectives must include not only the material but also the moral, the moral governs the material but is less measurable. This, however, does not lessen its importance. Objectives, when aligned with a larger vision and purpose, have a moral dimension as

10. Pays for progression. Progression includes technical growth of the individual. It is linked

to evolution of the self- the internal motivation-to improve. The reward is progression in (1) increased job exposure and responsibility (horizontal) and in (2) qualitative growth toward excellence (vertical). Sees excellence as a process in terms of a journey.

11. Views each person as a unit of self directing entrepreneurial energy contributing to growth of self and of the environment around.

12. Perceives the management process as a whole. Believes that we must not lose sight of the whole in pursuit of the parts. It manages the whole in pursuit of the parts. It Manages the whole process & the whole person. The essence is retained when treated as a microcosm of totality as a universe of its own.

13. Takes initiative when it appears to be the appropriate thing to do without being told. Perception and awareness determine

14. Sees committee work in the larger scope of interdependence. As such the process is seldom formalized but operates continuously in an evolutionary process. 15. Accepts people unconditionally, The poor performer is equally

accepted. All who are aware of this discrepancy, however, have an obligation to contribute to this person's improved performance. Trust

16. Believes managers must train managers to become better than themselves: and they in turn, better than themselves.

17. Practices a 'first give' and 'then get' philosophy.

18. Support a philosophy that makes winning a non-event. Winning is irrelevant in the pursuit of meaning and purpose.

19. Sees opposing sides as part of an interdependent whole. Wholeness demands the inclusion of opposites. Realizes that interaction of interdependent parts produces evolutionary change. Whereas confrontation often induces unproductive defensiveness.

20. Knows that one cannot control time, but can control the timing of ones' interventions. It exercises patience in waiting for the right

Before concluding I would like to mention the following qualities of leadership that I read recently.

What is leadership?

I would define it as the projection of personality. It is that combination of persuasion, compulsion and example that makes other people do what them to do. If leadership is this projection of personality, then the first requirement is a personality to project. The personality of a successful leader is a blend of may qualities-courage, willpower, knowledge, judgment and flexibility of mind.

Courage is the basis of all leadership, indeed of all virtue in man or beast. Courage is no less

needed in the higher than in the lower levels of command, but the greater the responsibility the more the emphasis shifts from physical to moral courage - a much rarer quality. Rare, but essential to higher leadership.

Will-power is, I suppose, the most obvious requirement in a leader's make-up. Without it no man can remain a leader, for he will have to force through his purpose, not only against the enemy, but against the weariness of his own people, the advice of his experts, the doubts of his staff and the inclination of allies.

The main task of a leader is to make decisions, then the greater his strength of will, the higher his courage, the more tragic will be his mistakes. When looking for your leader, make sure of his courage, and his will power, but for god's sake, see that he has judgement and that he is balanced.

I said he must have knowledge. A man has no right to set himself up as a leader or be set up as a leader unless he knows more than those he is to lead...... One kind of knowledge that he must always keep in his own hands is that of men.

Flexibility of Mind is becoming more and more important to leadership.... A leader is surrounded by new and changing factors. There is always the danger that firmness can become obstinacy.

Now, if a man has all these qualities-courage, will-power, judgement, knowledge, flexibility of mind- he can- not fail to be a leader in whatever walk of life he engaged. Yet he is still not the leader we seek if he lacks of last quality - integrity

Integrity is a combination of the virtues of being honest with all men and being unselfish, thinking of others, the people we lead before ourselves. The real test of leadership is not if your men will follow you in success but if they will stick to you in defeat and hardship and they won't do that unless they believe you to be honest and to have care for them.

CUSTOMER SERVICE IS OUR PRIME CONCERN

banking is a business of

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relationship. The main objective of relationship management is focused on customer. Service first is the essence of our customer-banker relationship. Keeping that in mind, we always maintain highest order of team spirit to attend our clients at the bank premises to cater to their needs. We are pursuing continuous improvement of quality of everything we do. We are customer driven & out perform customers' needs. We have a sense of urgency in all we do for our customer satisfaction. We remain in learning culture to keep us updated. We feel customers will be served well only as long as employees are encouraged to raise issues and asked to come up with new ideas & methods of pleasing the customer. For that reason to improve our service, we meet at the branch on regular basis at least once a week to develop a work culture particularly from the customerrelations point of view to exchange ideas among our team members. Our work force can mandate to customer's needs by building a culture that promotes trust, participation, communication, inspiration and individual empowerment. To serve well, we are committed in building a good team to enhance capability of our working force. We understand that the future of banking belongs to those who can take competitive advantage over the competence of the customer. That is why, the customer is at the heart of our commitment. Customer is a person who cultivates trust & relationship. In fact, competence is the function of collective knowledge that harnesses customer competence, manages personalised experience. shapes customers expectation. That is why, we regard the customer as a source of competence. In principle, we render services by blending a set of customersservice mix by denoting 3C 1Q.

3C--- Correct, Complete,

Courteousous

1Q----- Quick

Customer's satisfaction is the prime objective for the ultimate success of the organisation. In fact, we are customers driven to earn confidence & trust through efficient services. Customer satisfaction is the only key to long term survival & growth and to remain competitive in domestic market & global market as well. Best services we mean services with entire satisfaction of the customer giving value to their asset, cost. time and with Zero mistake. We are careful in providing quality in the information we present, in the way we treat our customers and finally in the way we meet customers needs. Apart from quality services, we have wide range of products to meet customers needs for the both depositors, borrowers & service seekers. Side by side we are aided by technological support & IT based computerisations to match our service with modern bank.

Missing of any component out of four as mentioned above shall not meet desired level of services to a customer. We take care in meeting speed & quality

in our service package. To upgrade our service quality we try to get feed back from our customers on three parameters.

accurately

Timeliness : Job should be completed on time & every time. : Keep in touch with the customer Responsiveness till the problem is solved. : All transactions are completed Accuracy

In all cases we ensure our services to our valued customers combining managerial competence, strength of organizational structure, system & process work technology, values of the organization & finally the work culture. The progress so far we made because of our ever-expanding customers based on mutual trust & relationship. Our future and continuous success are mainly focused on customer's satisfaction. Customers are at the heart of our all activities. Whatever we do, we do for shaping our bank as a strong bank in all respect.

Risk Grading System for Banks

and at a later stage in comparison with the average of the banking group to which it belongs by awarding certain grade ranging from 1 to 5 whereby 1 stands for the highest grade and 5 for the lowest.

The following rating grids should be applied for the main ratios :-

Capital adequacy:	Tier I Capital plus Tier II Capital less specified deducti		
	Risk weighted assets and off balance sheet exposure		
Over 15.00%	1	rating strong.	
12.00 % to 14.99%	2	rating satisfactory.	
10.00 % to 11.99 %	3	rating fair,	
8.00 % to 9.99%	4	rating marginal.	
0.00 % to 7,99%	5	rating unsatisfactory.	
Asset Quality:	Weighted classified assets		
	7.10.		

Total Balance Sheet Assets.

Less than 4.99% rating strong. 5.00 % to 9.99% 2 rating satisfactory. 10.00 % to 19.99% 3 rating fair. 2 0.00 % to 39.99% 4 rating marginal. Over 40.00% 5 unsatisfactory.

Management: Excellent Good Adequate Weak Incompetent i) Return on Assets ii) Return on Capital More then 2.50% more than 25.00%. 2.00 % to 2.50% 20.00% to 25.00% 1.00 % to 2.00% 15.00% to 20.00%. 0.50 % to 1.00% 8.00% to 15.00%. Less than 8.00% Less than 0.50% a) Net Liquid Assets

5. Liquidity: b) Net Liquid Assets Balance Sheet net assets: Total Customers Deposits: Over 35.00% 1 rating strong. Over 35.00% 25.00 % to 34.99% 2 rating satisfactory. 25.00 % to 34.99% 18.00 % to 24.99% 3 8.00 % to 24.99% rating fair. 12.00 % to 17.99% 4 12.00 % to 17.99% rating marginal. Less than 11.00% 5 unsatisfactory. Less than 11.00%

In order to arrive at the final result i,e, an overall rating figure for a given bank each individual key area is attributed a weight according to an assessment of its relative importance compared to the other key areas. The sum of the weighted key areas than shows the final overall rating for a bank ranging from 1 (strong) to 5 (unsatisfactory).

The quantitative analysis consists of an analytical review of financial indicators (Audited Balance Sheet) based on the following key areas:

Key area Prime Bank Ratio Weight Grading as at 31/12/99 as at 31/12/99 1. Capital Adequacy. 15.14% 1 x .15 = 0.15 2. Asset quality. 01.63% 1 x .25 = 0.25 3. Management. Quantitative 1 x .25 = 0.25

(i) ROA 5.30% (ii) ROE 64.00% 1 X 20 = 0.20 Liquidity. (a) 27.00% (b) 35.00% 1 X .15 = 015 100% The following five grades are used when assessing the qualitative aspect

of each key area :-

(1) Strong (2) Satisfactory (3) Fair

(4) Marginal (5) Unsatisfactory

The qualitative analysis is centered around the question of management's ability to properly administer the bank in a safe and sound manner and its competence to monitor the risks by implementing appropriate internal procedures and control systems. In particular, Senior Management must understand fully the business they manage. Responsibility for each business activity must be clearly established and communicated. Independent risk management has to be established for each activity.

From the above, it is apparent that as far a quantitative aspects are concerned, Prime Bank Limited is rated 1 i.e. strong. As regards the qualitative grading, the Bank believes in corporate governance where the system of controls provide:-Effective, efficient & profitable operations.

Compliance with regulators.

Structured approach to the control of risk.

In view of this and in line with the international standard, Prime Bank Limited can be rated as 1, both qualitatively and quantitatively.

* (The writer worked with the central Bank of Pakistan, Bangladesh and the United Arab Emirats)

Credit Profile of Prime Bank Limited

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5. Pioneer in Consumers Credit: Prime Bank Limited is one of the pioneers in Consumers Credit. It is the leader in Consumers Credit Market. The Consumers Credit Scheme of the Bank which aims at helping the fixed income group

10618 customers have enjoyed credit facility to the extent of Tk.480.41 million under the Scheme. The rate of recovery is 96% For prompt disposal of Consumers Credit Proposals and for close monitoring and recovery of Consumers Credits separate consumers credit cells have been established both at Head Office and Branches.

to raise their standard of living has been widely appreciated. Total

6. Industrial Finance:

For sustained growth of the economy of the country, industrial development is vital. Prime Bank Limited though now at its early age and small in size has played a significant role in this respect As on 31.12.99 term loan and working capital finance to the industrial sector constitutes 35% of its credit port-folio.

7. Export Finance:

Export is very important for national economy. As such, growth of export is a matter of concern for all. Prime Bank Limited gives emphasis for export finance on priority basis. Prime Bank Ltd. has so far financed 70 Nos. export oriented Readymade Garments Projects with BTB L/C limits of Tk.2750 Million. For close monitoring the credits to export oriented Readymade Garments sector, a Garments Cell has been established at Head Office. Prime Bank Ltd. also extended finance to the export of shrimps and frozen food. As on 31.12.99 export finance of Prime Bank Ltd. constitutes 25% of its total credit portfolio.

8. Foreign Trade Operation :

Foreign trade operation of the Bank plays a pivotal role in the overall business development of the Bank. We have established correspondent relationship with as many as 230 Banks throughout the world. During the year 1999, the Bank handled Foreign Exchange Transactions amounting to Tk.17855.40 million.

9. Syndication of Large Loans:

For better and quality management of credits, Prime Bank Ltd. gives emphasis on Syndication of large loans among Banks and Financial Institutions. Prime Bank Limited has so far arranged a number of loan syndications under its lead management. It has also participated in the syndication of a number of large loans arranged by other Banks.

10. Loans to Small and Medium Enterprises :

Prime Bank Limited gives emphasis for making loans and advances to Small and Medium Enterprises (SME) under liberal terms and conditions. For this purpose an SME (Small and Medium Enterprises) Cell has been established at Credit Division. Head Office.

11. Islamic Banking:

At present Prime Bank Limited is successfully running its two branches - one in the Dhaka City and the other in the Sylhet town on interest free Shariah based Islamic system. The operation of these two branches are completely separate from the conventional banking. A Shariah Board comprising of renowned Islamic Scholars headed by Moulana Obaidul Hoque, Khatib, Baitul Mukarram National Mosque provides guidance for operation of the branches in compliance with Islamic Shariah.

A separate set of accounts is maintained for Islamic Banking Branches. From Islamic Banking Branches Investments (advances) of diposit are allowed under the following modes as permissible under Islamic Shariah : Murabaha

> Bai-Muajial Hire purchase (Sherkatul Melk)

Musharaka Mudaraba

Murabaha post import.

12. Treasury operation: Prime Bank Limited is one of the first local Banks in Bangladesh to

integrate treasury dealings to local Money Market and Foreign Currency under one Treasury Umbrella. Prime Bank's dealing room is connected with automated Reuters Terminal facility which enables the Bank to provide forward/future facilities to its corporate customers at a very competitive rate. The Bank handles substantial volume of Treasury Business. It is a leader in the local Money Market. 13. Merchant Banking:

At the very inception, Prime Bank Limited has established a full

fledged Merchant Banking and Investment Division equipped with competent executives and officers having long experience in capital market operation. Prime Bank Limited is well known for its active role in the capital market operation since it came into

operation in 1995. For diversifying activities in capital Market Operation, Prime Bank Limited has applied for a licencse to set up a Non-Banking Financial Institution. The approval of Bangladesh Bank is awaited. 14. Principal Membership of Master Card:

Prime Bank Limited has obtained Principal Membership of Master

Card International and successfully launched both International

and local Master Card Credit Card which has created a new dimension in consumer financing. The special feature of the Prime Bank Master Card is that it bears the Card Holder's Photo on the Card which is the first of its kind in Bangladesh and adds security against any attempt of fraudulent

misuse. There are two types of cards - Gold and Silver for both International and local.

15. Prompt delivery of credit proposals: Prompt delivery of Services is a unique characteristic of Prime Bank Limited. We cannot say 'Yes' to all loan proposals. But we have courage and capability to give decisions very promptly which is widely appreciated.

16. Member of SWIFT:

Prime Bank Limited is one of the first few Bangladeshi Banks who have become members of SWIFT (Society for Worldwide Inter-Bank Financial Telecommunication). By becoming a member of SWIFT, the Bank has opened up possibilities for uninterrupted connectivity with over 5700 user institutions in 150 countries around the World for very prompt and accurate communication network for financial transactions such as transmission of L/Cs and Fund Transfer.

17. Diversification of Credits:

Credit port-folio of the Bank is well diversified. As such, any turmoil in any sector of the economy will not hit the Bank beyond its shock absorbing capacity. 18. Decentralization of business power:

Business Powers are widely decentralized. Branch Managers

have been given adequate delegation for sanction of loans. As such, credit proposals are promptly appraised; evaluated and decided upon. There are credit committees both at Head Office

and branches. Credit decision is taken through Credit Committees. 19. Lowest Classified Loan: The credit port-folio of the Bank is kept under regular/ constant rigorous follow-up, supervision and monitoring. In order to maintain quality of advances, utmost efforts are being made by the Board of Directors and by the Management on an ongoing basis. A credit committee at Head Office sits everyday to monitor the quality of loans. This enables the Bank to maintain desired quality of credit port-folio which is reflected in the lowest rate of loan classification. The rate of loan classification of the Bank as of 31st December

1999 is 1.63% against national average of 35%. The trend of loan

classification of the Bank shows negative growth. It was 1.77% as on 31.12.98 which has come down to 1.63% as on 31.12.99.

20. Competent human resources : Prime Bank Ltd. has a team of efficient and well-experienced Financial Analysts and Credit Officers both at its Head Office and Branches. They have sound academic background and professional training to analyze and evaluate credit proposals efficiently and professionally.

21. Transparency:

Deposit

Others

Total

Prime Bank Limited is transparent in all respects. It follows International Accounting Standards (IAS-25 & 30).

Tk.7660.02 million.

6.91%

0.08%

100%

22. Break-up of Credit Port-folio as on 31.12.1999 : Credit port-folio of the Bank as on 31.12.1999 at a glance :

Advances			Tk.5120.00 million.
Loans as a % of total depo	osit		65%
Ratio of classified loans to			1.63%
Break up of loans :			1.0076
Sectors	Amount (Amount in Million Tal	(a)	ercentage of total loan
Industrial Loans	652.28		12.74%
House Building Loans	264.00		5.16%
Staff Loans	13.00		0.25%
Working capital	852.78		16.68%
Commercial Lending	1484.56		28.99%
Export Finance	1274.42		24.89%
Special schemes	152.61		2.96%
Shares & Securities	-68.67		1.34%
Financial Obligations	353.82		6.91%

3.86

5120.00