# GEARED FOR SUCCESSS ANNUAL REPORT 2015



COVER STORY



Within a milestone year that saw us take on the premise of delivering a'Bold New World' to our stakeholders, we have now created a solid foundation, which we will build upon with vigour and purpose as we continue to transform ourselves to be a stalwart within Sri Lanka's Banking sector. By enhancing our product and service offerings to the Retail Banking segment while intensifying and refining our SME and Corporate Banking propositions to achieve significant portfolio growth; our position and focus as a fully-fledged commercial bank has now been augmented. Broadening our service standards and convenience of access to all client segments, our extensive efforts in sharpening our expertise, expanding our network and revitalising our clients' banking experiences have proven our determination for evolutionary transformation. We are ready to deliver on our promise and our drive to create change that is geared for success.

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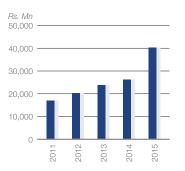
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FINANCIAL			BANK			GROUP	
HIGHLIGHTS		2015	2014	%	2015	2014	%
		Rs. 000	Rs. 000	Change	Rs. 000	Rs. 000	Change
	Results For the Year						
	Gross Income	5,019,258	4,546,418	10%	6,055,729	5,314,409	14%
	Profit before income tax	205,994	60,803	239%	292,180	160,531	82%
	Net profit after taxation	192,698	57,088	238%	254,743	78,197	226%
	Financial Position						
	Shareholders Funds						
	(Capital and Reserves)		16,750,284	1%	16,385,842		1%
	Deposits From Customers	37,652,508	27,808,891	35%	41,623,921	30,323,850	37%
	Gross Loans and receivables to			= = = = (			= + 0 (
	other customers	40,663,715	26,558,875	53%	46,420,781	30,648,646	51%
	Information Per Ordinary Shares						
	Earnings per Share - Basic (Rs.)	0.2	0.1		0.2	0.1	
	Net Assets Value per Share (Rs.)	15.5	15.4		15.4	15.0	
	Market Value at the Year end (Rs.)	20.2	25.3		-	-	
	Key Performance Indicators and						
	Ratios						
	Return on Average shareholders'						
	funds (%)	1.1%	0.7%		1.6%	1.0%	
	Return on Average Assets -						
	After Tax (%)	0.3%	0.1%		0.4%	0.2%	
	Price Earning Ratios (Times)	114	239		-	-	
	Liquid Asset Ratios (%)						
	- Domestic Business Unit	21.9%	51.1%		-	-	
	- Foreign Currency Business Unit	22.7%	22.5%		-	-	
	Capital Adequacy Ratio (%)						
	Tier I (Statutory Minimum					00.05 <i>1</i>	
	Requirement - 5%)	24.4%	41.7%		20.9%	36.0%	
	Tier II (Statutory Minimum		10.001			00.001	
	Requirement - 10%)	23.9%	40.9%		20.9%	36.0%	

### **DEPOSITS**



### **GROSS LOANS & RECEIVABLES**



### CORPORATE PROFILE

### **VISION**

To be the innovator of banking solutions to the wider Corporate, SME and Retail segments and to be their Bank of choice, through professional and empowered people.

### **MISSION**

- To our customers we provide the means of economic upliftment through customised banking and financial services.
- To our shareholders we provide a return on their investment above industry norm.
- To our staff we are a learning and innovative organisation providing opportunities for faster career progression within a pleasant work environment.
- We adhere to the practice of good Corporate Governance in the eyes of the regulatory authorities.
- We are conscious of the need to be a responsible corporate citizen for the betterment of our society.

### VALUES

- We value and believe in a high degree of integrity, honesty and ethical behaviour in all our dealings.
- We respect the dignity of people.
- We are passionate about delivering the highest level of service quality to our external and internal customers.
- We encourage and respect diversity among our team while creating a feeling of belongingness across the organisation.
- We believe in leading by example.



### CORPORATE **ORGANISATIONAL PROFILE**

PROFILE

Established in 1995 as the 8th indigenous bank, Union Bank of Colombo PLC (UB) is a fully fledged commercial bank. UB is amongst the top 5 private commercial banks in Sri Lanka in market capitalisation, offering a comprehensive portfolio of products and services to Retail, SME and Corporate segments.

Listed on the Colombo Stock Exchange, UB is synonymous as a rapidly progressive entity that has attracted top global and local investors. The global investment company TPG's investment of US\$117 million in UB, acquiring 70% of the Bank's equity through its affiliate Culture Financial Holdings Ltd., marked a milestone in the financial services industry as one the largest foreign direct investments to Sri Lanka.

With a solid foundation etched with financial stability and international know-how supported by a comprehensive product portfolio, technological innovation and a rapidly expanding branch network UB is well geared to provide a redefined banking experience to customers.

The Bank's fast growing brick and mortar presence is ably supplemented by alternate channels that include, a dedicated sales force, a 24-hour contact centre, online banking facilities and a rapidly growing island-wide ATM network providing customers even greater convenience.

The Bank's subsidiaries National Asset Management Limited and UB Finance Limited further enhance the Bank's product offering with a range of financial and unit trust products.

Delivering a unique value proposition and backed by the strength of TPG, UB continues to expand its horizons as one of the fastest growing commercial banks in Sri Lanka.

### ABOUT TPG

TPG is a leading global private investment firm founded in 1992 with over US\$ 70 Billion of assets under management and offices in San Francisco, Fort Worth, Austin, Houston, Beijing, Chongqing, Hong Kong, London, Luxembourg, Melbourne, Moscow, Mumbai, New York, Paris, Sao Paulo, Shanghai, Singapore and Tokyo.

TPG has extensive experience with global public and private investments executed through leveraged buyouts, recaptialisations, spinouts, growth investments, joint ventures and restructurings.





# WEARE GEAREDDOLLARDOLAR<t

Our vision to serve the Retail, SME and Corporate sectors supported by an enhanced product portfolio enables us to offer a new world of opportunities and growth, enriching the lives of our customers, stakeholders and the people of our nation. The report covers the activities of the Bank and its subsidiaries during the period of assessment from 1st January 2015 to 31st December 2015, as per the annual financial reporting cycle. Union Bank's Annual Report 2015 seeks to provide an overview of the Bank's strategy, operations and stakeholder management process which are material to the Bank's sustainability within identified boundaries.

This report has been compiled following the Global Reporting Initiative (GRI) G4 guidelines for sustainability reporting and is presented "in accordance" Core. This is the first integrated Annual report for Union Bank of Colombo PLC.

According to the G4 sustainability reporting guidelines, Bank's prioritisation of GRI content aspects have been based on the principle of materiality and stakeholder inclusiveness. The GRI content index is set out on pages 107-109 of this report.

The financial statements appearing in this report have been prepared in accordance with the Sri Lanka Accounting Standards (LKAS's/ SLFRS's) in effect as at 31st December 2015, issued by the Institute of Chartered Accountants of Sri Lanka. The Bank operates in compliance with the requirements of the Company's Act no. 07 of 2007, Banking Act and the listing rules of the Colombo Stock Exchange.

The Bank adheres to the code of best practices on Corporate Governance issued jointly by the Institute of Chartered Accountants of Sri Lanka and the Securities and Exchange Commission of Sri Lanka.

This is the first time the Bank is complying with G4- Sustainability Global Reporting Initiative (GRI) manual, materiality and the aspect boundaries of the sustainability report determined in-accordance with the GRI manual. The previous sustainability report covers the financial year 2014 and there was no material restatement made in the previous report.

### EXTERNAL ASSURANCE

We have appointed M/s Ernst & Young Chartered accountants, an independent external auditor to provide an assurance on the Bank's integrated sustainability initiatives and measures included in the report. The Board of Directors' recommendation is obtained in determining the external assurance provider and shareholders' approval has been obtained at the Annual General Meeting to appoint an independent external auditor.

### REPORTING BOUNDARIES AND MATERIALITY

Materiality assessments are applied to identify the information to be disclosed, by considering the Bank's activities, impacts and the substantive expectations and interests of stakeholders.

In the materiality principle, each aspect have been assessed on "influence on stakeholder assessments and decisions" and "significance of the Bank's economic, environmental and social impacts" to the stakeholder in accordance with GRI G4 guidelines. Accordingly a number of qualitative and quantitative measures have been used in identifying the following material aspects.

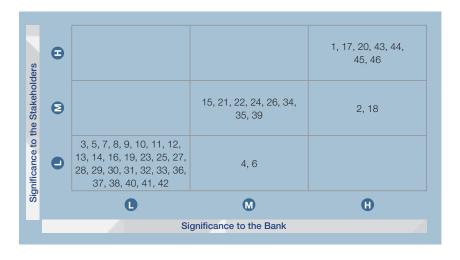
	Sustainability Significance		Aspect Boundary					
Aspect	To the Bank's Operations	To stakeholders	Bank	Employee	Community	Customer	Supplier	
ECONOMIC								
1. Economic performance	High	High	Х					
2. Market presence	High	Moderate	Х	Х				
3. Indirect economic impacts	Low	Low						
4. Procurement practices	High	Moderate	Х					
ENVIRONMENT	-		-					
5. Materials	Low	Low						
6. Energy	Moderate	Low	Х					
7. Water	Low	Low						
8. Biodiversity	Low	Low						
9. Emissions	Low	Low						
10. Effluents and waste	Low	Low						
11. Product and services	Low	Low						

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### REPORT PROFILE

REPORT PROFILE			nability icance	Aspect Boundary				
	Aspect	To the Bank's Operations	To stakeholders	Bank	Employee	Community	Customer	Supplier
	12. Compliance	Low	Low					
	13. Transport	Low	Low					
	14. Overall	Low	Low					
	15. Supplier environment assessment	Moderate	Moderate	Х				Х
	16. Environmental grievance mechanisms	Low	Low					
	SOCIAL – LABOUR PRACTICES	AND DECE	NT WORK					
	17. Employment	High	High	X	Х			
	18. Labour/management relations	High	Moderate	X	X			
	19. Occupational health and safety	Low	Low					
	20. Training and education	High	High	X	X		Χ	
	21. Diversity and equal opportunity	Moderate	Moderate	X	X			
	22. Equal remuneration for women and men	Moderate	Moderate	Χ	X			
	23. Supplier assessment for labour practices	Low	Low					
	24. Labour practices governance mechanisms	Moderate	Moderate	Х	Х			
	SOCIAL – HUMAN RIGHTS							
	25. Investment	Low	Low					
	26. Non-discrimination	Moderate	Moderate	Х	Х			
	27. Freedom of association and collective branding	Low	Low					
	28. Child labour	Low	Low					
	29. Forced or compulsory labour	Low	Low					
	30. Security practices	Low	Low					
	31. Indigenous rights	Low	Low					
	32. Assessment	Low	Low					
	33. Supplier human rights assessment	Low	Low					
	34. Human rights grievance mechanisms	Moderate	Moderate	Х	Х			
	SOCIAL – SOCIETY							
	35. Local communities	Moderate	Moderate			Х	Х	
	36. Anti-corruption	Low	Low					
	37. Public policy	Low	Low					
	38. Anti-competitive behaviour	Low	Low					
	39. Compliance	Moderate	Moderate	Х		Х		

	Sustainability Significance			As	Aspect Boundary				
Aspect	To the Bank's Operations	To stakeholders	Bank	Employee	Community	Customer	Supplier		
40. Supplier assessment for impacts on society	Low	Low							
41. Grievance Mechanisms for impacts on society	Low	Low							
SOCIAL – PRODUCT RESPONSI	BILITY								
42. Customer health and safety	Low	Low						•	
43. Product and service labelling	High	High	Х		Х				
44. Marketing communications	High	High	Х		Х				
45. Customer privacy	High	High	Х		Х				
46. Compliance	High	High	Х		Х				



### CONTACT

Concerns and for any clarification on this integrated annual report please contact:

The Chief Financial Officer Union Bank of Colombo PLC No. 64, Galle Road, Colombo 03, Sri Lanka Telephone: 0112374100 E-mail: accounts@unionb.com

To facilitate better engagement and formal feedback, an investor / stakeholder can communicate through feedback form attached on page number 229 in this report.

### STAKEHOLDER OUR STAKEHOLDERS ENGAGEMENT

Creating sustainable value to our stakeholders

STAKEHOLDERS	MISSION	GOALS
SHAREHOLDERS	<ul> <li>Provide returns on investment</li> </ul>	<ul><li>Growth in share price</li><li>Increase ROE</li></ul>
CUSTOMERS	<ul> <li>Provide means of economic upliftment through customised financial products and services</li> </ul>	<ul> <li>Effectively meet financial requirements of customer segments served</li> <li>New Customer acquisition</li> <li>Customer loyalty and retention</li> </ul>
EMPLOYEE	Create a pleasant work environment and a rewarding, performance based culture	<ul> <li>Select, recruit and promote based on competency</li> <li>Develop capability so that employees are equipped to do their jobs as well as develop within the Bank</li> <li>Engage and energise employees so that they can perform at their best</li> <li>Value employees and recognise the contributions they make</li> </ul>
SOCIETY & ENVIRONMENT	<ul> <li>Be conscious of the need to be a responsible corporate citizen</li> </ul>	<ul> <li>Promote financial inclusion though product technology and network development</li> <li>Contribute to economic growth through SME development</li> <li>Responsible energy consumption</li> <li>Responsible waste management</li> </ul>
REGULATORY AUTHORITIES	<ul> <li>Practice good corporate governance</li> </ul>	<ul> <li>Ensure adherence to guidelines set out by the Banking Act, CBSL, SEC and CSE</li> <li>Comply with internal compliance guidelines when implementing business strategy</li> </ul>

### STAKEHOLDER ENGAGEMENT PROCESS

The Bank's stakeholders were identified through collection and evaluation of various data. The Bank's stakeholder engagement process is as follows.



Step 2 Establish Mission, Goals and Objectives

Step 3 Define performance criteria and resource requirement

Step 4 Evaluate deficiencies and develop alternative plan

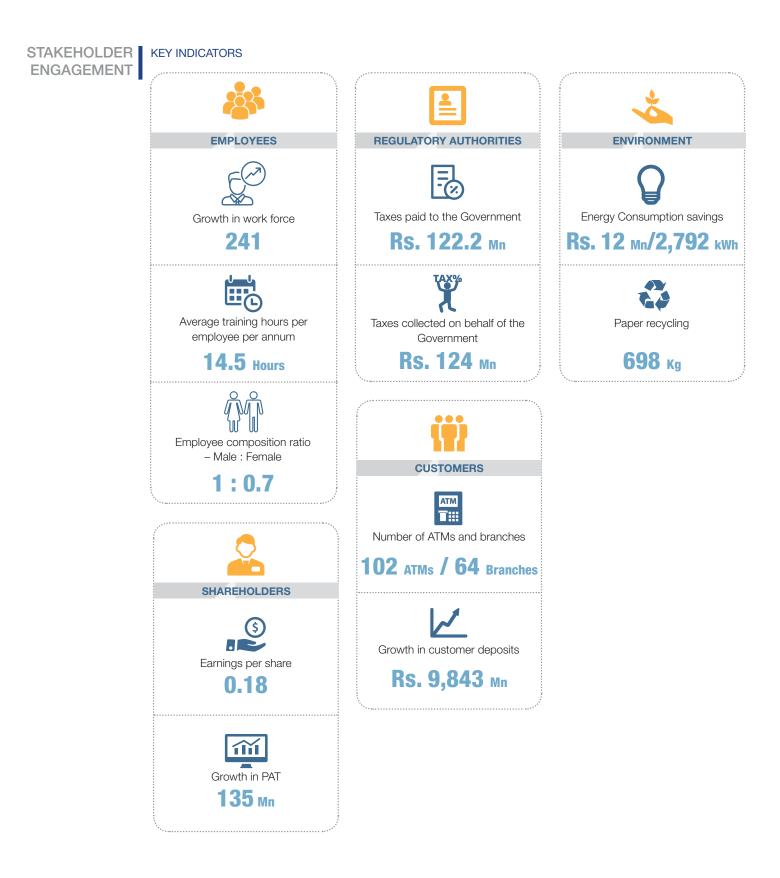
Step 5 Performance Measure and feedback



### METHODS IN WHICH WE ENGAGE WITH OUR IMPORTANT STAKEHOLDER GROUPS

Stakeholder	Engagement Method	Key Topics	Responses	ENGAGEMEN
Shareholders	<ul> <li>General Meetings</li> <li>Investor Feedback Form</li> <li>Publications and announcements through CSE</li> <li>Access via email/telephone to contact point</li> </ul>	<ul> <li>Financial Results</li> <li>Strategy and Goals</li> <li>Enhancing shareholders' wealth</li> <li>Return on equity and Share Price</li> </ul>	<ul> <li>Effective implementation of strategic plan</li> </ul>	-
Customers	<ul> <li>One to one interviews and feed-back from customers who visit the Bank</li> <li>Customer surveys</li> <li>SMS alerts</li> <li>Contact Centre</li> <li>Internet Banking</li> <li>Social Media Interaction</li> <li>Corporate Web Site</li> </ul>	<ul> <li>Relationship Management</li> <li>Products and service offering</li> <li>Accessibility and convenience</li> <li>Return on investments and cost of borrowing</li> </ul>	<ul> <li>Adherence to Customer Charter</li> <li>Seasonal offers and value additions</li> <li>Investment in ATMs / branches to increase reach across Sri Lanka</li> <li>New product development</li> </ul>	
Employees	<ul> <li>Accessible leadership - open door policy</li> <li>Quarterly townhall meetings lead by CEO</li> <li>Open Communication through the intranet and Emails</li> <li>Regular branch visits by Leadership Team</li> <li>Focus group discussions</li> <li>Employee Engagement survey</li> </ul>	<ul> <li>Clarity on the Bank's strategy and performance updates</li> <li>Compensation aligned to market</li> <li>Performance based rewards</li> <li>Transparent and more flexible HR policies and procedures</li> </ul>	<ul> <li>Employee engagement survey conducted and action plans being executed</li> <li>Improved, more transparent performance management and promotion processes</li> <li>Introduced accelerated career progression for high performers through the Fast Track initiative</li> <li>Recognised loyalty through Long Service Awards</li> <li>Review and revision of HR policies and procedures to provide more clarity and transparency.</li> </ul>	
Society & Environment	<ul> <li>Feed Back forms</li> <li>Registration of suppliers</li> <li>Media and social networks</li> <li>Workshops and seminars</li> </ul>	<ul> <li>SME development</li> <li>Financial inclusion by developing network across rural Sri Lanka</li> <li>Employment opportunities and Training</li> </ul>	<ul> <li>Reducing wastage and energy consumption</li> <li>Regional Recruitment</li> <li>Strengthening relationships with public and professional training partners</li> </ul>	
Regulators	<ul> <li>Industry forums / meetings with Central Bank of Sri Lanka</li> <li>Reporting to the Central Bank and CSE</li> </ul>	<ul> <li>Compliance with the regulatory requirements</li> <li>Compliance with the Code of best practice of Corporate Governance</li> </ul>	<ul> <li>Strengthening relationships with regulators</li> <li>Frequent reporting to regulators</li> </ul>	

Stakeholders are engaged as and when required at least once annually.



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### WE ARE GEARED FOR GROWTH

Fortified by our strong positioning as one of Sri Lanka's top 5 private commercial banks in market capitalisation and with the support of a leading global investment firm, TPG; we are now geared with strength, resources and expertise to serve the emerging financial needs of our developing nation. CHAIRMAN'S MESSAGE



### "2015 HAS BEEN A YEAR **OF TRANSFORMATION** AND ENHANCED BUSINESS MOMENTUM FOR THE BANK.

A STRONG CAPITAL INFUSION JUST BEFORE THE YEAR BEGAN BY TPG, ONE OF THE WORLD'S FOREMOST PRIVATE EQUITY FUND HOUSES, PROVIDED MUCH NEEDED SPACE TO ENVISION AND EXECUTE THE TRANSFORMATIONAL PROCESS."

2015 has been a year of transformation and enhanced business momentum for the Bank. A strong capital infusion just before the year began by TPG, one of the world's foremost private equity fund houses, provided much needed space to envision and execute the transformational process. Several building blocks accordingly went into this transformation: The business mix of the Bank altered, as it sought to capture newer business segments. While retaining its earlier focus on Union Bank of Colombo PLC meeting the funding needs of good

quality SMEs, the Bank is now active in financing larger corporates as also retail customers, and this broad-basing also assists in better risk management, by avoiding a concentration risk. Operating processes also got redesigned throughout the Bank in order to emphasise high quality integrity and crisper process efficiency, aided by the underpinnings of innovative technology platforms. Branches - the primary customer interface of the Bank - consequently have the necessary empowerment

and the process support of the rest of the Bank in order to service their customers quicker and better. Further, the quality of the Bank's loan asset portfolio has dramatically improved, with the gross NPA falling through the year from 8.4% to 3.6%, indicative of the heightened focus on risk mitigation. Provisioning for impaired assets is now more liberal, with the net NPA falling to 2.7%. The Bank will strive to attain amongst the cleanest loan portfolios within the domestic banking system by end-2017.

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This qualitative transformation is a consequence of keen strategisation and significantly improved execution, and these hard-won gains need to be further reinforced in 2016. The new leadership team of the Bank led by CEO Indraiit Wickramasinghe. consisting of high calibre bankers who have been with the Bank for several years and reinforced by outstanding professionals drawn from the wider banking industry, has overseen this transformation. Their extraordinary success in 2015 provides promise and conviction that this is the start of a medium-term upgradation to a very high quality Bank.

A consequence of this transformation has been the boost to the profitable growth of the Bank during the year. The total assets of the Bank grew 45%, and net loans and advances by 55%, and with asset quality improving sharply I believe this is good quality growth. Gross fee and commission income grew by 15%. Despite operating costs also rising by 42% to finance the technology and other new process investments, as also the expanding number of bankers employed, the net profit of the Bank grew from Rs. 57 Mn in 2014 to Rs. 193 Mn in 2015, a growth of 238%. The Board of Directors has accordingly recommended the resumption of the payment of a dividend to shareholders. We believe that all stakeholders in the Bank should be deeply satisfied by the improved performance of the Bank.

### ENVISIONING THE FUTURE

2015 was so evidently a year of inflexion for the Bank, with a newfound organisational energy which brought in novel differentiated branches. products, refurbished multiple delivery channels, and a clearer focus to the relationship and sales functions. 2016 and the years ahead would need to consolidate these gains by bringing depth to these initial changes. Wholesale Banking is poised to add a layer of sophistication through the introduction of cash management for its customers. Retail Banking customers will find continually upgraded services in the Elite Circle offerings. Customer Treasury services will attain depth. The non-resident Lankans will be provided Sri differentiated product and channel offerings. Point-of-sale merchant acquiring will enhance access to current account deposits. The Bank has much to look forward to this year which requires building new businesses in the medium-term, while also providing traction to existing businesses. The future for the Bank which I envision is therefore exciting.

### APPRECIATION

The Bank's endeavours have benefited from multiple points of support. Members of the Board of Directors, and specially the Chairpersons and members of Board Committees, have sought to provide the critical gaze needed to reinforce strengths and caution against weaknesses. The Central Bank, and particularly the Governor and the Deputy Governors, have provided guidance of the highest value. Our customer base has grown significantly over the year, with brutally honest feedback on how the Bank services its customers. To all of these institutions and individuals I would like to record the Bank's deep appreciation of the support provided. In addition, I would like to thank our shareholders, both retail and institutional, for reposing their trust in the Bank.

Finally, a big thank you to the employees of the Bank for rising collectively to make possible the achievements of the year. The Team Union Bank renewed sense of mission has been heartening, with numerous examples of creative and energetic work by individual employees. Last year I had expressed confidence that the CEO would keep the scoreboard ticking. This year, with the successes of 2015 to build on, I expect his strokeplay to become more stylish.

P. Jayendra Nayak Chairman

### CHAIRMAN'S MESSAGE

CEO'S MESSAGE

### **"FORTIFIED BY A CAPITAL BASE WHICH IS WELL ABOVE THE ORDINARY,**

GUIDED BY AN INCLUSIVE BUSINESS STRATEGY AND DRIVEN BY THE INTEGRATED EXPERTISE OF OUR TEAM; UNION BANK IS NOW GEARED FOR SUCCESS."

For Union Bank (UB), 2015 was a significant year of growth and preparation, in which we laid a strong foundation that would become the launch pad for robust growth in the ensuing years.

Following the hallmark investment in 2014 by the global private equity giant TPG through its affiliate Culture Finance Holdings Ltd. which was one of the highest foreign direct investments into the country, UB set out on an exciting journey into a bold new world in which all our stakeholders would enjoy unique opportunities for growth and prosperity. Delivering on this premise, in the year 2015 we have reconstituted the Bank in terms of the strategic focus and its operations to become an agile organisation with capabilities to deliver optimum results.

Our well-orchestrated efforts in re- engineering the organisational structure in line with the business strategies, improving process efficiencies and aligning of our talent pool to deliver the best value and service; have collectively contributed to the significant growth and profitability of the Bank this year.

While harnessing our internal capabilities to boost organisational performance, we have made significant investments in people, processes, products, technology and network development this year; in a



bid to grow our customer base and enhance our ability to compete in a rapidly changing industry.

In 2015, the Bank reported strong financial results and laid the foundation for greater results in the years to come, despite the challenges in the macroeconomic environment; which in turn endorses the resilience of the UB team to deliver encouraging results. This augurs well for the future growth and expansion plans of UB. I present herewith a review of the Bank's performance for the year 2015, giving you a holistic understanding of our growth, both quantitative and qualitative and the strategic initiatives that have made these happen.

### DELIVERING GROWTH AND PROFITABILITY

I am delighted to announce that UB delivered a profit after tax of Rs. 193 Mn in 2015, which reflects a growth of 238% YoY, thereby enhancing shareholder value.

Backed by a strong capital base, UB took on the challenge to emerge as a compelling force in the banking industry. Furthermore, the Bank embarked on building higher brand equity and awareness, while cementing our new positioning as a fully-fledged commercial bank serving the financial requirements of SME, Corporate and Retail Banking segments.

With the enrichment of the Retail Banking portfolio and the expansion of our branch network, we experienced emphatic thrusts into new markets and territories where we managed to win through pioneering initiatives and value additions.

Within a low interest, low inflation regime, UB's performance remained resilient, recording robust growth. The focused and target –based approach to managing our lending portfolio supported SME and Corporate Banking growth while introduction of retail lending propositions in the form of Personal Loans and Home Loans contributed to the growth of retail assets of the Bank.

On the back of low interest rates and higher private sector credit growth, the overall net loans and advances of UB grew by an impressive 55%, the growth was reflected across Corporate Banking and SME Banking while the new business of Retail Banking asset products showed good progress in a very short time period, given that the retail Personal Loan product was introduced to the market in July.

Despite the declining interest rates on deposits in the industry, particularly in the first half. UB continued on a focused effort to increase the low cost fund acquisition by building the Current and Savings (CASA) portfolios of the Bank. This focus on growing the CASA portfolio was backed by numerous strategic initiatives including expansion of delivery channels, conducting localised promotions and development of new products to enrich the offerings in this category. Such concerted efforts resulted in a savings portfolio growth of 30%, reflecting a prominent overall CASA growth of 31%.

UB has also recorded impressive revenue growth within the year 2015, with a Net Interest Income (NII) increase of 15% and Gross fee and commission income growth of 15% along with an overall net income growth of 24%. A significant improvement in portfolio quality was recorded, where the Net Non-Performing Loans (NPL) ratio of the Bank dropped from 7.4% to an impressive rate of 2.7% as at end 2015; aided by diligent risk management, targeted approach to extending credit through focus origination and persistent efforts in collections and recoveries. A detailed study and actions recommended by the global consulting firm, Mckinsey and Company resulted in much stronger credit underwriting standards, process changes resulting in faster turnaround of credit proposals and the setting up of a centralised credit centre.

Customer reach expansion continued in 2015, and UB extended its network to 64 branches during the year, unveiling 03 new branches in Rajagiriya, Attidiya and Kohuwala. Over 22 branches were refurbished in line with a much better customer centric ambience and stronger branding. Greater emphasis was placed on improving accessibility via automated channels, and in this direction the Bank invested in 37 offsite ATMs at strategic locations in order to create customer convenience and enhance brand visibility resulting in the UB ATM network expanding to over 100 ATMs across the country.

The Bank also contributed to the national economic growth by continued commitment to support the entrepreneurial efforts of Small and Medium Enterprises as well as grass root level industrialists. In furtherance of this commitment, UB's SME financing unit was restructured ensuring optimised performance and faster turnaround. As a result of the changes made to the business model, SME credit saw a growth of 26% during the year.

The Corporate Banking Department of the Bank also recorded impressive growth, contributing immensely towards the overall assets and liability portfolio growth of the Bank. The growth of the Corporate Banking lending book was 100% as at end 2015. Focused efforts were placed on penetrating and acquisition of top tier corporates in addition to the rest of the segments and portfolio growth was driven through a suite of customisable products and services coupled with superior relationship building initiatives.

### A MILESTONE YEAR OF TRANSFORMATION

Turning an exciting new chapter in the journey of UB, the year 2015 saw significant changes being implemented.

Backed by a solid financial standing, global expertise, and best practices, in 2015 the Bank strengthened its

Union Bank of Colombo PLC Annual Report 2015

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### CEO'S MESSAGE

### MESSAGE

CEO'S "THE BANK WILL CONTINUE TO INVEST IN EXPANDING CUSTOMER REACH BOTH THROUGH BRICK AND MORTAR BRANCHES AND ALTERNATE CHANNELS. BRINGING GREATER CONVENIENCE OF ACCESS WHILE INVESTING IN TECHNOLOGY AND VALUE ADDED PRODUCTS."

> Leadership team complementing the existing team. The organisation was restructured in line with the new business strategy and the human capital was realigned to create a performance oriented establishment. As a first step towards creating a vibrant workplace and rewarding career paths; in 2015 the Bank initiated the 'Great Place to Work' survey in order to better understand the pulse of our people, within this phase of change and growth. Greater focus was placed on career development, training and skills development of our human capital while many significant investments were also made towards enhancing the productivity of our staff.

> A number of initiatives were also implemented this year to ensure that UB maintains its stringent culture of compliance where governance, principles, ethics, accountability, integrity and transparency remain in absolute focus. In furtherance of these objectives, operations of the Bank were re-organised, combining internal synergies for more effective performance, in line with the strategic goals of the Bank. Driving efficiency through centralisation of operations, outsourcing of non-core processes, setting service level agreements and setting up of a business continuity management process were key

highlights of turnaround operational changes this year.

Technology is a key driver of our business growth and hence significant investments were made in augmenting our IT excellence. The year 2015 saw UB moving on to Microsoft Office 365 (O 365) Cloud Technology, further enhancing the Bank's operational excellence while reaching a milestone in the industry as the first Bank to implement this solution in Sri Lanka. We will continue to invest in several progressive IT initiatives in 2016, to support the efficiency of the Bank operations and deliver further convenience to our clients.

Transforming the brand positioning of UB and bringing the brand into greater focus and relevance, an integrated communications campaign themed, "make the rest of your life the best of vour life" was launched. The focused strategy employed in creating a strong and dynamic brand that maintains a sustainable presence in the financial services industry was evident once more, as UB was conferred the status of being listed among the LMD's Most Valuable listed companies for 2015. UB was also awarded the "Speed to market" award for 2015 by Visa International for the successful and

fast tracked launch of the Visa Debit Card.

### GEARED FOR SUCCESS

Looking towards year 2016, I am confident that UB is well positioned with the right mix of tools and talent to make the most of the emerging opportunities. In 2016 and beyond, we will build on this strong foundation with ambitious growth objectives for enhanced balance sheet performance. Our intent to build a differentiated Retail Banking business will be continued while the business areas of Corporate Banking and SME Banking will continue to be strengthened for improved results. Fortified by a capital base which is well above the ordinary, guided by an inclusive business strategy and driven by the integrated expertise of our team; UB is now geared for success.

The Bank will continue to invest in expanding customer reach both through brick and mortar branches and alternate channels, bringing greater convenience of access while investing in technology and value added products.

UB will further enhance its investment in building brand equity with a strong national presence, and fortify its value added product range serving the diverse sectors of this economy. Aggressive expansion of the CASA portfolio, growth of inward remittance channels, buildup of higher yield corporate assets, promoting financial inclusion by broad basing SME financing across the island and increasing fee income remain key strategic priorities for the Bank in 2016.

Backed by the strength and support of TPG Capital- one of the largest private equity firms in the world, the Bank will continue on its growth



trajectory towards becoming one of the leading private sector banking institutions in Sri Lanka. Through targeted brand building activity and marketing initiatives, we will continue to build our corporate identity as a progressive Bank providing optimum financial solutions enriched with the convenience of the latest technology.

We see a few impending challenges, a key one being the need to generate a low cost fund base by growing the CASA portfolio. In addition, low interest rates will continue to exert pressure on interest margins. However, given the resurgence in key industries such as tourism, telecommunications, agriculture, services, maritime and energy sectors, we remain optimistic about the growth potential in the coming year.

With ambition, competitiveness and a readiness to achieve, UB is now geared to partner the success of our stakeholders, to become an active participant in the development milieu of our nation.

### APPRECIATION

Our successful journey in 2015 would not have not been possible without the support of our stakeholders, especially our valued clientele who have continued to place their confidence in us and built stronger relationships with us. I extend my sincere gratitude to the leadership team, management and staff members at all levels who have played a pivotal role in successfully implementing the strategic objectives, and extending their commitment and support especially during this phase of change and growth.

My grateful thanks to the Chairman, Deputy Chairman and members of the Board of Directors for their unstinted support and guidance.

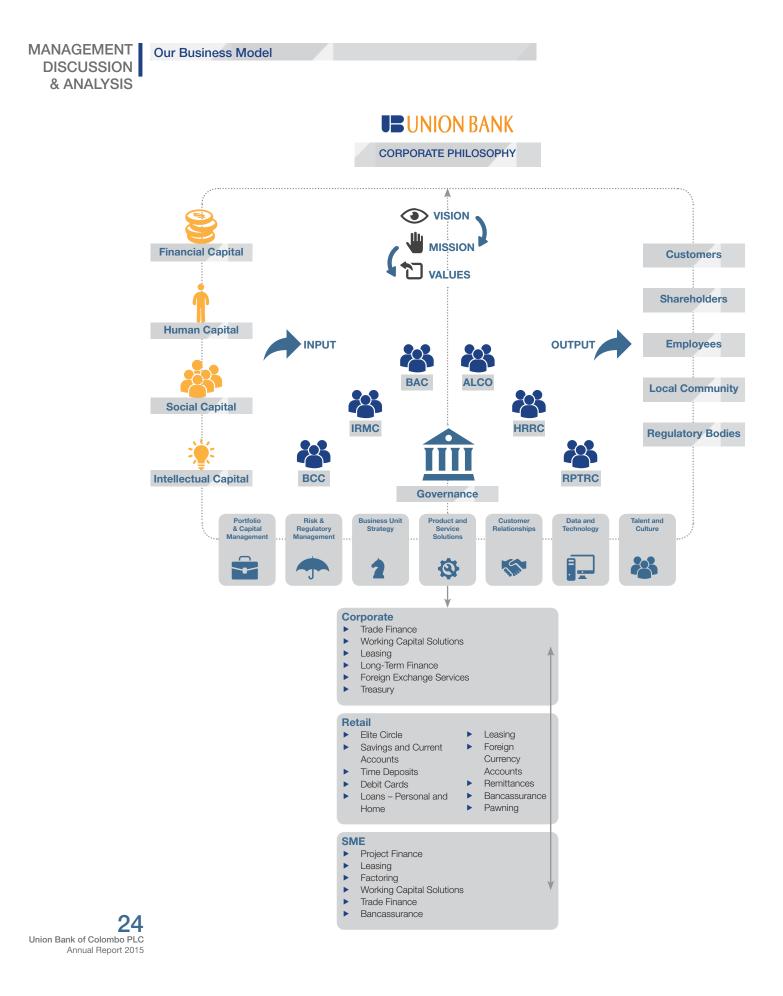
Indrajit Wickramasinghe Director/ Chief Executive Officer



## WE ARE GEARED TO SERVE YOU BETTER



Our extensive investments in people, processes and systems have resulted in a knowledgeable and professional organisation that delivers a redefined banking experience to our customers.



### MANAGEMENT DISCUSSION & ANALYSIS

### **"THE BANK PERFORMED EXCEPTIONALLY WELL IN 2015, RECORDING RS. 193.0 MN IN POST-TAX PROFITS REFLECTING A 238%** YEAR-ON-YEAR GROWTH. THIS

HIGHLIGHTS THE BANK'S CONTINUING PROGRESS IN ITS SWIFT TRANSITION TO A FULLY-FLEDGED COMMERCIAL BANK WITH A WIDER FOCUS ON RETAIL, CORPORATE AND SMF SECTORS."

### Sri Lanka's Macro Economic Review

Reform was the common theme seen during the year, as Sri Lanka's new unitary Government aimed to bring political stability and set Sri Lanka on a path towards sustainable economic growth. The most significant positive events during the year consisted of lower levels of inflation, a healthy growth in private sector credit and continued increases in domestic consumption.

Following the decision by the Department of Census and Statistics (DCS) to rebase GDP to 2010 from a base of 2002, economic growth in 2015 was expected to be between 6.0% - 6.5%, according to Central Bank of Sri Lanka (CBSL). This is higher than the revised growth of 4.5% seen in 2014. The first three guarters of this year are expected to have grown 5.2% compared to the same period last year. Agriculture production recorded stronger positive growth in 2015, rising by 6.1% Year-on-Year (YOY) in the first nine months of 2015, following its benign growth of -2.2% seen in 2014. The Industrial sector experienced marginally higher growth in 2015, buoyed by stronger growth seen in the manufacturing of food, beverages and Tobacco products. The rise came despite a marginal drop in growth seen in the Construction sub-sector. Growth in the Services sector moderated in 2015, rising 5.2% in the first 3 guarters of the year, with strong growth seen under the Telecommunication, Financial Services and Education sub-sectors.

Inflation remained depressed throughout 2015, with Sri Lanka falling into deflation territory between the months of July and September. This was mainly due to the effects of lower energy prices, as prices of crude oil remained depressed over the year, owing to the persistence of a crude oil supply glut. Fuel prices were also reduced through administrative price changes introduced in the interim budget presented in late January, further reducing energy prices. However, headline inflation picked up towards the end of the year, as adverse weather conditions caused disruptions in supplies of food, driving up Food & Beverage prices. By the end of November, Food inflation grew by 5.2% YOY, while Non-Food inflation rose 1.1% YOY.

Despite headline inflation following a declining trend through most of the year, core inflation showed more positive momentum. Core inflation recorded 4.3% YOY growth by the end of November from growth of 2.1% YOY in January. This eluded to underlying inflationary trends in the economy.

The CBSL continued to maintain a relaxed monetary policy stance, citing low levels of inflation and investments in the economy. The CBSL cut rates by 50 basis points (bps) in April in an effort to boost growth, stating that interest rates were inconsistent with the levels of inflation and investment prevalent in the economy.

Policy rates were maintained for the remainder of the year, with the CBSL remaining vigilant to the high levels of private sector credit growth and surging imports.

Private sector credit showed strong growth in 2015, rising by 22.2% YOY by the end of September. This growth was higher than the 18% growth expected by the CBSL for 2015. With an absolute increase of Rs. 377 Billion in the first 3 quarters of 2015, the CBSL attributed the high credit growth to the low interest rate environment.

Sri Lanka's Balance of Pavments position deteriorated in 2015, due to the widening current account deficit, together with lower levels of capital inflows to the financial account. The BOP is estimated to have recorded a deficit of US\$ 2.3 billion by the end of September 2015. However, with the policy decisions taken by the Central Bank and the Government, such as the reduction in the loan to value ratio (LTV) on motor vehicle loans, the CBSL expects the BOP to improve to a surplus of US\$ 700 million in 2016. Workers' remittances moderated in 2015, recording a slower cumulative growth of 1.7% YOY, in the period from January to October. During the same period, earnings from tourism grew by 18.1% YOY. The Central Bank was able to shore up gross official reserves to US\$ 7.2 billion by the end of November, due to the inflows from the US\$1.5 billion currency SWAP agreement with the Reserve Bank of India (RBI), and the US\$2.15 billion 25 raised through the issuance of 10-year Union Bank of Colombo PLC

Annual Report 2015

MANAGEMENT DISCUSSION & ANALYSIS

International Sovereign bonds during the year.

Sri Lanka faced a moderation in its external trade, as slow growth in major export destinations caused a fall in exports, amid significantly higher imports. Exports declined for most of the year, recording seven consecutive contractions as at the end of September. The declines were primarily due to lower exports of Tea, following weak demand from Russia and the Middle East as well as lower Textiles and Garments exports due to poor demand from the EU. Import growth remained strong through the first half of the year, but turned negative in the 3 months to September. The strong growth was led by imports of consumer goods, primarily attributed to the surge in motor vehicle imports, while the decline was due to a reduction in the country's fuel bill. Foreign Direct Investment (FDI) remained suppressed during the year, while capital flows turned negative on expectations of a US interest rate hike.

These capital outflows, together with robust demand pressures driven by non-fuel imports, kept the Sri Lankan Rupee under depreciatory pressure throughout the year. The Central Bank's subsequent defense of the rupee saw significant reductions in gross official reserves. As a result, the CBSL removed its daily reference rate for the rupee in September, causing the currency to fall 9.2% Year-to-Date (YTD), as at 15th December 2015.

The Colombo Stock Exchange experienced volatility during the year, as the change in the political environment created uncertainty over the economic direction of the country. The All Share Price Index (ASPI) fell by 7.2% YTD, with market capitalisation declining by Rs. 1.9 Billion to Rs. 2.9 trillion YTD, as at 15th December.

Looking ahead, the maiden budget of the new Government for 2016 is slated to bring a host of policies geared towards reforms, liberalisations and tax simplification. Many experts, including ratings agencies such as Fitch and Moody's, believe the government's policies for 2016 lack near-term fiscal consolidation, but do include positive

### Global Economic Overview

The global economy is expected to grow at a slower pace than the 3.4% growth seen in 2014, with the IMF forecasting a growth rate of 3.1% in 2015 and 3.6% in 2016. However, the IMF warns that the global economy may be facing persistently weak growth, having repeatedly reduced its growth forecasts over the last five years. The IMF sees the imminent tightening of monetary policy in the US, the fall in commodity prices and the slowdown in China as the main reasons for the benign global growth.

According to the IMF's latest Regional Economic Outlook report, published in October, the Asian region is expected to grow at a rate of 5.4% in both 2015 and 2016, higher than the rate of global growth. Similarly, it expects the South Asian region to maintain its lead as the fastest growing region in the world, forecasting growth of 7.2% and 7.4%, in 2015 and 2016, respectively.

The Chinese economy is cooling down, forecast to grow by 6.8% in 2015 and 6.3% in 2016. However, the People's Bank of China (PBOC), in an attempt to boost growth, initiated several stimulus measures. The most notable among these was the surprise devaluation of the Yuan and six interest rate cuts this year. China's woes were not limited to its economy, having faced a stock market sell-off in August 2015, to the tune of \$5 trillion. The Chinese Yuan, however, made history this year after the IMF decided to include the currency into its reserve basket.

With the slowing Chinese economy, commodities and commodity exporting countries are under pressure. The lower Chinese demand has exacerbated the decline in oil prices, which were caused by a global supply glut of crude oil. The lower prices are beginning to show negative effects in oil exporting nations. Saudi Arabia, the largest of the OPEC nations, was forecast to run out of its reserves within 5 years, in addition to seeing

a downgrade in its debt rating from S&P due to a pronounced negative swing in its fiscal balance. Meanwhile, Russia fell into a technical recession. with the Ruble in free fall, but has since recovered, despite economic sanctions following its annexation of Crimea. The global oversupply of oil, responsible for keeping prices depressed, shows no signs of waning with the potential for Iranian oil to enter the market once again if its sanctions are lifted during talks scheduled for December 2015.

Expectations of a rate hike from the US Federal Reserve (Fed) persisted throughout the year due to increasing evidence of the strength of the US economy, although inflation remained below the Fed's target. These prolonged expectations of a US rate hike saw capital outflows from emerging markets continuing, with the Institute of International Finance (IIF) predicting that capital flows to emerging markets will turn negative this year for the first time since 1988.

These outflows saw negative effects on emerging market currencies, with many falling to multi-year lows. The Malaysian Ringgit fell to a 17-year low this year, while the Brazilian Real fell to an all-time low against the dollar. This depreciation was met with rigorous attempts by Central Banks to mitigate the fall, at the expense of their foreign exchange reserves.

The European Central Bank (ECB) delivered on its promise of bond purchases by initiating its 1 trillion Quantitative Easing program in March 2015 and planned to see the program through to September 2016. Accordingly, the ECB purchased 60 billion in bonds every month. However, the Euro Area remained mired by weak inflation, even falling into deflation in September 2015 and the Greek debt crisis during the year.



Union Bank of Colombo PLC reforms for the economy.

### Financial Services Industry Overview

Loan growth which picked up in the latter half of 2014 remained moderate during the first half of 2015, but subsequently accelerated by the end of the year. Banking sector loan growth for the first 9 months of the year stands at 15.6% aided by low interest rates and increase in economic activity.

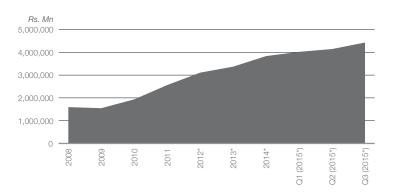
With inflation pressures remaining subdued it provide space for the CBSL to maintain a more relaxed monetary policy stance. In March 2015, the Central Bank removed the restriction placed on banks with respect to accessing the Standing Deposit Facility (SDF) and the 5 per cent SDF rate was withdrawn.

Loan disbursement was largely concentrated in Term Loans while banks increased their exposure to the leasing segment. The 2016 Budget proposed Banks to cease leasing activities by June 2016. Pawning portfolio of most private banks continued to dip and accounts for approx. 2% of the total loan book. This is a timely development in lieu of the budget proposal for Banks limit their exposure to pawning to 5% of their loan book. As of September 2015 all private banks meet this requirement.

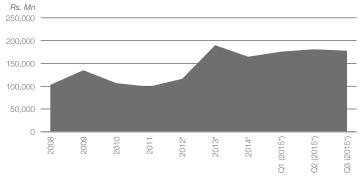
Prevalent low interest rate environment added pressure on Net Interest Margins which witnessed a downward trend throughout the year.

### Figure 1- Net Loans and Advances (in Rs. Million) [Source: CBSL]

NET LOANS AND ADVANCE IN RS. MILLION



### Figure 2- Gross Non-performing Advances (in Rs. Million) [Source: CBSL]



GROSS NON-PERFORMING ADVANCES IN RS. MILLION

### \*provisional data

The banking sector added 46 branches for the first nine months of year, rapidly expanding during the first quarter. Meanwhile 60 new ATM machines were installed by August 2015.

Deposit growth which started off bleak at the start of the year picked up during the second quarter recording a growth rate of 9.4% for the first nine months, mobilizing a total of Rs. 439 billion. The growth in Savings deposits marginally outpaced fixed deposits, slightly improving industry CASA to 40% from 39%.

### ASSET QUALITY IMPROVED

Asset quality weakened during the first half of 2015 with absolute Gross Non Performing Loans (NPL) increasing by Rs. 16.5 Billion. However, by September 2015 Gross NPL ratio improved to 4% from 4.2% in December 2014 and 4.3% in June 2015. The improvement in the matrix can be largely attributed to expanding base improvement in credit growth. Sectors such as tourism, agriculture and fishing experienced rising NPLs.

### THE PACE OF REGULARITY CHANGE SLOWS

Another major development in the sector was the Financial Sector Consolidation plan which was put forth by the Central Bank in 2014. The plan required Non-Banking Financial Institutions (NBFI) to either merge or be acquired by banks or larger finance companies. A total of 41 NBFI's have confirmed their consolidation plans. However, the banking sector consolidation process carried out so far is currently being reviewed by a committee under the Banking and Finance Sector of the Ministry of Policy Planning and Economic Development.

With the implementation of the Basel III liquidity standards, the CBSL issued directions requiring banks to maintain Liquidity Coverage ratio above 60%. Further, CBSL issued a Consultation Paper on the Implementation of Basel III Minimum Capital Requirements and Leverage Ratio.



### MANAGEMENT DISCUSSION & ANALYSIS

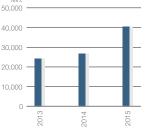
### MANAGEMENT DISCUSSION & ANALYSIS

### **Financial Review**

2015 was a challenging year for the Bank from an operational perspective, given the uncertainty that prevailed within local markets due to the political volatility experienced during the year. The year started with lower interest rates, low single digit inflation and stable currency position which were favourable for the banking sector. However, towards the latter half of the year, volatility in the currency and interest rates were experienced.

Despite challenging market conditions, the Bank performed exceptionally well in 2015, recording Rs. 193 Mn in post-tax profits reflecting a 238% YoY growth. This highlights the Bank's continuing progress in its swift transition to a fully-fledged Commercial Bank with a wider focus on Retail, Corporate and SME sectors. The impressive results, reflect the success of the rapid expansion initiatives, implemented by the Bank following the capital infusion made in the latter part of 2014.

FINANCIAL INDICATOR	PERFORMANCE
	The principal source of income from the Bank's fund based operations reached Rs. 2,022 Mn in 2015. This is an increase of Rs. 259 Mn or 15% compared to Rs. 1,763 Mn recorded in the previous year.
2,000	This was a noteworthy achievement, given the substantial reduction in interest spreads experienced by the Bank during the year.
1,000 — — — — — — — — — — — — — — — — — —	Net Interest margins too dropped due to decreasing spreads and increased investments made in Unit Trusts during the year. Return on these Unit Trust investments are reflected under Net Trading Income of the Bank.
2013 2014 2015	The capital infusion effectuated during the latter part of 2014 also helped to manage spreads amidst adverse market conditions.
GROSS LOANS & ADVANCES	The Bank's Gross Loans and Receivables stood at Rs. 40,664 Mn as at 2015 year-end. This is a Rs. 14,105 Mn (53%) growth in comparison to the previous year and is the highest absolute growth achieved by the Bank since its inception.



The composition of Loans and Advances of the Bank changed in line with the new strategic focus, with the Bank being positioned as a fully-fledged commercial Bank serving a wider clientele including Corporate, SME and Retail Banking segments.



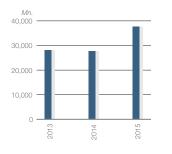
Corporate Banking contributed to the highest portion of the growth. The Bank has made focused efforts to strengthen its corporate loan book this year in an effort to grow fee and commission income.

The Bank revamped its Retail Banking proposition in 2015, with a broader product spectrum aided by aggressive network growth; while consciously narrowing the pawning portfolio to reduce the risk appetite.



### FINANCIAL INDICATOR

### DEPOSITS BASE



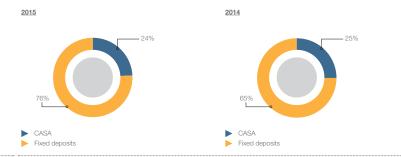
### PERFORMANCE

The Deposits base of the Bank stood at Rs. 37,652 Mn as at year-end. This is a Rs. 9,844 Mn (35%) growth in comparison to 2014. Growth in Fixed Deposits was Rs. 7,719 Mn.

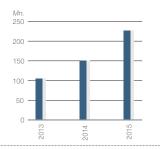
MANAGEMENT DISCUSSION & ANALYSIS

The Bank focused on an aggressive CASA drive which was supported by several strategic initiatives such as the expansion of the Off-site ATM network, introduction of Debit Cards, setting up a dedicated sales force and re-branding the branch outlook. CASA recorded a growth of Rs. 2,125 Mn which translates to 31% in comparison to 2014.

CASA mix remained at 24% by the year end.



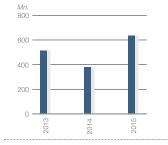
### FEE AND COMMISSION INCOME



The Fee & Commission Income of the Bank was Rs. 226 Mn which translates to a YoY growth of 15%. This was mainly attributed to the increase in fees and commission income from Loans, Cards, Trade and Remittances.

The Bank made significant efforts to strengthen its fee and commission based business and plans to leverage the key enablers that were established during 2015.

NET TRADING AND OTHER INCOME The Bank reported a Net Trading Income of Rs. 278 Mn, which is a significant growth of 189% YoY. This is due to an increase in investments made in the Unit Trusts.



In 2015 the Bank made a strategic decision to exit the equity trading portfolio and held no trading stocks as at the year end.

Other Operating Income of the Bank was Rs. 359 Mn, which reflects a growth of 28% YoY. This is mainly attributable to the 73% growth reported in Foreign Exchange gains.



MANAGEMENT	FINANCIAL INDICATOR	PERFORMANCE					
MANAGEMENT DISCUSSION & ANALYSIS	MPAIRMENT AND CREDIT QUALITY	The Bank was afflicted with one of the highes mid-2014. The Bank's NPL ratio improved sig reporting date. NPL ratios as at the end of 20 Reflecting a significant improvement in portfo Expense of the Bank reduced to Rs. 176 Mn The Bank assesses approximately 75% of the impairment. The individual threshold remained meeting the criteria required were individually recoverability of each facility. Collective impairment was calculated based of Bank. Historical information of individual prod probability of default and loss given default, e assessment of default in arriving at the impair Operating expenses of the Bank was Rs. 2,3 YoY. This is mainly due to the strategic invest expansion of footfall and reach along with inv and human resources during the year. Conse was at 73% in 2014 increased to 82% in 201	ved significantly to 2.7% as at the d of 2014 was 7.4%. portfolio quality, the Credit Loss 76 Mn from Rs. 541 Mn in 2014. 6 of the portfolio under individual mained similar to last year. Loans idually analysed to decide the based on the product categories of the al products was analysed to assess the fault, enabling a more comprehensive impairments. Rs. 2,334 Mn which is 42% increase investments which included the <i>v</i> ith investments made in technology				
	LIQUIDITY	The Bank maintained a healthy Liquid Assets Ratio throughout the year.					
		Liquid Asset Ratio	2015	2014	2013		
		Year End	21.9%	50.8%	22.1%		
		Maximum	51.9%	51.8%	23.5%		
		Minimum	21.4%	20.7%	20.6%		
		Average	31.9%	29.0%	21.9%		
	CAPITAL ADEQUACY RATIO	The Bank maintained a healthy Capital Adequacy Ratio throughout the year.					
		Capital Adequacy Ratio	2015	2014	2013		
		Core Capital (Tier 1) Ratio	24.4%	41.7%	17.9%		
		Total Capital Ratio	23.9%	40.9%	16.9%		

### GROUP PERFORMANCE

The Group, consisting of the Bank and its two subsidiaries - UB Finance Company Limited and National Asset Management Limited and the special purpose entity Serendib Capital (Pvt) Limited reported robust results in 2015. The operations of these companies are briefly described in the 'Subsidiary Update' found on page 58. The Group reported pre and post-tax profits of Rs. 292 Mn and Rs. 255 Mn respectively, compared to Rs. 161 Mn and Rs. 78 Mn reported in 2014. Annual growth rates for pre and post-tax profits were 82% and 226% respectively.

The Bank is the significant contributor towards the group NII, accounting for 83% of the total. The Group reported a NII of Rs. 2,440 Mn compared to Rs. 1, 971 Mn reported in 2014. The annual growth rates for NII was 24%.

The Group recorded significant volume growth in terms of Gross loans and receivables growing its portfolio to Rs. 46,421 Mn in 2015, an increase of 51% YoY. This was a result of the Bank's intention to grow the book aggressively while maintaining a profitable mix. The Bank contributed to 88% of the Group's total loans and advances.

The Group also recorded a significant increase in customer deposits recording a portfolio of Rs. 41,623 Mn in 2015, a growth of 37% YoY. The Bank contributed to 90% of the Group's total customer deposits. Fixed deposits accounted for 78% of the total deposits base and grew by 39% YoY. The Group reported a 15% increase in fee based operations.

Trading and other income also reported a strong performance, reporting a growth of 36% YoY.

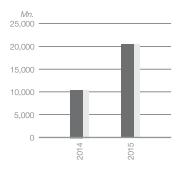


### **Corporate Banking**

2015 was a year of transformation at UB. Despite political and economic volatility brought about by the Presidential and General Elections and the intense competition augured by a low interest rate regime resulting in narrowing margins; the Corporate Banking Department reaped the synergistic benefits brought about by the capital infusion and private sector credit growth.

The year recorded a growth of 97% in the advances book whilst the deposit book increased by 44% thus playing a pivotal role in its contribution towards the Bank's overall performance. The department contributed towards 51% of the Bank's total advances. Portfolio quality too improved with the Net NPL Ratio improving from 7.4% p.a. as at the FYE 2014 to 2.7% by the FYE 2015.

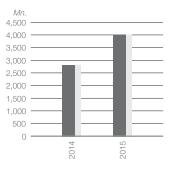
### LOANS GROWTH



The Corporate Banking Department was further expanded with the addition of experienced staff, geared to deliver on the ambitious growth objectives of the Department. The Corporate Banking Department focused on penetrating and acquisition of top tier corporates during the year under review backed by superior relationship management services whilst deepening its relationship among the existing emerging corporates. A suite of products and services consisting of working capital finance, bonds and guarantees, factoring, leasing /

Hire Purchase, Project Financing and Treasury products continue to be offered to the corporate clientele; while value addition through expert advisory services offered by a skilled relationship management team continues to augment client experiences.

### DEPOSITS GROWTH



Within the period under review credit underwriting process and approval processes were underpinned, with a view to expand and improve lending capabilities within the Department; while the expansion of the single borrower limit and the capital infusion further supported credit growth, focused efforts were deployed towards increasing trade and fee income, which resulted in a fee income growth of 14.91%.

Portfolio growth was generated mainly via selected companies within the manufacturing, financial, agriculture and traders sectors. UB's corporate client base spans across numerous industry segments thus broad basing the risk profile. The unit continued to focus on prudent management of laid down risk parameters and identification of early warning systems, thus maintaining the quality of portfolio at high levels.

### **PROSPECTS FOR 2016**

The Corporate Banking Department with the changes made in 2015 is very well positioned to take on the opportunities in 2016. UB will keep abreast of the changing Corporate Banking landscape with the development of new client solutions, building new credit capabilities and commitment towards value based pricing.

### MANAGEMENT DISCUSSION & ANALYSIS

The Department will focus on enhancing fee income with greater focus on Treasury and Trade products. It is envisaged that the launch of the cash management services system will pave the way to capture greater market share, deepening of the wallet share on the Corporate Banking business, improved Current and Savings accounts growth and enhanced fee based income; while delivering unparalleled convenience to our clientele.

The team will continue to focus on the progressive sectors of the economy to capture emerging growth opportunities. Continued focus on upgrading of systems and up-skilling of the team will provide the unit with an enhanced competitive edge to be a recognised force in the market.



### MANAGEMENT DISCUSSION & ANALYSIS

### **SME Banking**

The FYE 2015 was a successful year for the Small and Medium Enterprise (SME) banking unit of Union Bank. Despite the challenging macro environment characterised by low interest rates and tightening margins, the SME banking unit delivered a robust performance.

The SME banking unit of UB was guided by a comprehensive and effective business strategy, which embodied the Bank's Corporate Plan and Budget for the year under review.

Faced with a competitive market environment in which the Bank's conventional business approach would have not been sustainable, UB developed a strategy to grow SME banking volumes and manage the tight interest spread with a particular focus on identified segments; placing primary focus on upper and middle tiers of SMEs in the country while increasing emphasis on business through trade, and fee-based income.

The Bank instigated structural adjustments within the unit in order to optimise resources and improve operational efficiency. Appointment of a SME Head to lead and drive the SME banking unit was a progressive step towards the focused growth of the unit while the appointment of SME Banking Relationship Managers within identified zones around the country further strengthened the SME Banking operation.

Establishment of the SME Asset Centre with experienced Credit Analysts, headed by a Senior Manager and centralisation of the SME credit underwriting process were other important initiatives implemented by the Bank in 2015, to increase business focus and improve efficiency within the department. Empowering front line staff with a new delegated authority matrix and streamlining of the valuation procedure in order to speed up the credit approval process were other progressive initiatives taken towards increasing the productivity of the SME Banking unit. A comprehensive tracking system was also introduced

32 Union Bank of Colombo PLC Annual Report 2015 to monitor the processing status of credit facilities at the Processing Centre in order to meet demanding turnaround times while increasing the speed of loan disbursement. Setting up a fully-fledged trade services desk at selected branches contributed towards trade business income.

These initiatives rendered a significant improvement in the Bank's overall SME banking performance as SME lending portfolio grew appreciably in the latter part of the year. SME loan book crossed Rs. 17 Billion mark, a growth of 26% over the previous year whilst an impressive growth was recorded in import volumes.

Product and sector focus was primarily on trading, exports, leisure, tourism and manufacturing sectors in order to achieve anticipated revenue by structuring suitable credit packages to the SME clients, while widening the risk profile through portfolio diversification. In line with our focus on inclusive growth, the Bank's SME banking footprint was significantly widened in strategically selected regions, where UB managed to percolate into some of the key industries in the island (ex. Cinnamon exports) with the acquisition of new SME banking clientele within these regions. Such timely strategies and initiatives have also duly resulted in impressive improvement of asset quality of UB's SME banking portfolio.

Against a background of sharply declining interest margins, healthy expansion of SME business volumes boosted the Bank's overall performance objectives. This will be undeniably appreciated by our stakeholders.

The Bank continued to support the development of the SME sector in the country, providing entrepreneurs with opportune SME banking propositions, financing businesses at concessionary rates under special credit schemes initiated by CBSL and other donor agencies while sharing business acumen through advisory services to support the efficient management of their businesses. To enable UB create greater agility in catalysing growth for SMEs the Bank forged partnerships

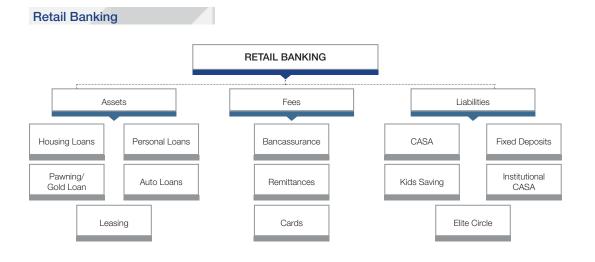
with several reputed organisations such as GIZ and SLCSMI. Further, the Bank pledged its support for the third consecutive year as the principal sponsor for the Industrial Excellence Awards 2015 organised by SLCSMI.

### PROSPECTS FOR 2016

In 2015 a strong foundation was built in terms of people, processes and credit underwriting which would give us the ability to build a stronger SME business in 2016. Looking towards the ensuing year, the SME banking unit has more achievements and progress firmly in its sight, as we believe that the journey ahead would be a challenging yet productive one.

The encouraging results originating from the SME banking unit have impelled higher SME business growth in the coming year while targeting to capture greater market share to consolidate our position in the market space. Managing the risk profile, tight interest spreads as well as fee based income remain as business priorities for the unit. The unit will operate with greater focus on process improvement and better use of technology to offer enhanced customer convenience and cost advantages. At the same time the SME Banking unit of UB will continue to build strong and close relationships with SMEs in the country and emphasise on leveraging rapidly evolving opportunities in the key industries of tourism, trading, services, agriculture, manufacturing, construction, telecommunication and energy. UB will continue to build and invest in building others skills and capabilities of SMEs in all the regions in 2016.

The SME Banking unit will continue to focus on skills development of the team and is confident that UB is equipped with the necessary attributes to become a challenging player in the market and emerge as the preferred banking partner for SMEs in the country.



### **RETAIL LIABILITIES**

The year experienced several challenges in the macro financial services sector including a slowdown in domestic savings with the decline in interest rates for term deposits compared to previous years.

The Retail Banking structure is one of the four key pillars of the Bank's new strategy. Expanding the focus from the SME orientation to cover the range of activities under a Retail Strategy required the Bank to restructure its organisational structure functionally and administratively. The Retail Liabilities structure consists of full suite of Retail Liability Products with a focus on customer deposits and fee based services. The Retail Liabilities structure now boasts of a full suite of Retail Liability products and services with a particular emphasis on customer deposits and fee based services. The Retail & Institutional CASA are the key focused segments which are complimented by Remittance and Banassurance Businesses whilst Remote ATMs and Digital services add service convenience. The Elite Banking Services targeting the high net-worth customers is also a key enabler that was re-launched with a host of value added services under the Retail Liabilities.

Re-organising the Retail Structure had an underlying key strategy to reduce the overall cost of funding for the Bank. The focus for mobilising and driving an aggressive CASA strategy to infuse low cost funds required the rethinking of strategies to cater to the market providing a win-win solution for the Customer and the Bank. The revamping of existing products and the launch of new CASA products were the main key enablers to target the retail individual customers. During the year, the Bank revamped its savings products focusing on 2 key products for the Market. The Ultra Saver was targeted for the interest conscious savers offering a competitive rate of interest with the additional benefit and flexibility of unlimited withdrawals and calculation of daily interest. The product was also tiered to encourage increased savings rewarded with higher interest rates. In addition, creating a first in the market for a mass product, the Bank also included a free personal accident cover for the Ultra Saver which becomes effective on the use of the Debit Card. The Regular Saver was targeted for the low scale savers offering flexibility.

The Bank launched a new savings product for the salaried segment. The product focuses on both the mass market and the higher income earners and offers the convenience of savings, access to ancillary financial services and personal and housing loans. As an additional benefit for the employer, the product also includes a free personal accident insurance cover which comes into effect with the use of the Debit Card by the customers.



These enablers were further strengthened with the expansion of a off-site ATM network. By end of the year, the Bank had expanded it's off-site ATM network from zero to 37 covering even locations such as Moneragala and Hikkaduwa. These offer the convenience for customers to access their accounts closer to their residences. All customers are provided free SMS alerts and the Bank offers the option of Internet Banking facilities.

The current accounts of the Bank are unique in terms of offering all customers the convenience and benefit of faster clearing and extended cheque deposit time limits. The Bank operates its chequing counters till 4pm irrespective of the district and offers T+1 clearing times allowing customers to realise their proceeds the following day before 4pm. This has been a key factor in the Bank's overall customer acquisition strategy for high net-worth clients, salaried individuals, proprietors and business clients.



MANAGEMENT

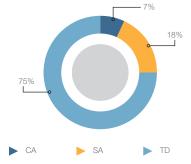
DISCUSSION & ANALYSIS MANAGEMENT DISCUSSION & ANALYSIS The Bank focused on two main campaign initiatives for CASA growth during the year. In keeping with the traditional Sinhala and Tamil new year celebrations Union Bank announced the launch of "Isuru Pirunu Suba Ganu Denu" an attractive Avurudu promotion. The promotion was applicable on all savings account deposits up to 30th of April 2015 and offered gifts and rewards for all deposits above Rs. 2,500/- with the intention of creating brand awareness and addressing the masses.

The second type of campaign focused on the re-launches of branches in key locations, where emphasis was placed on awareness creation for the savings propositions of the Bank. Both promotional activities focused on increasing new customer acquisitions and acquisition of new CASA deposits.

The increase in interest rates within mid-year 2015 helped the Bank in its short term deposit campaigns focusing primarily on 12 months and 6 months fixed deposits. Competitive rates were on offer while staying mindful of the costs and margins that were required to be maintained in making such acquisitions profitable.

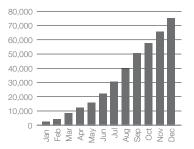
A net growth of Rs. 8 Billion was recorded for the retail deposits which contributes 83% of the overall Bank's Deposit base growth. These key enablers helped maintain the CASA mix ratio at 25% despite the increase in the rate structures towards the end of the year.

### DEPOSIT MIX



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### NEW ACCOUNTS



### INSTITUTIONAL CASA

Institutional CASA was a new channel that commenced during the year. The unit focuses on the institutions that requires collections/receivable solutions with a personalised and speedy service. The service focuses on multi-national companies, franchises and local companies. The Bank offers a service proposition that helps these companies manage their funds economically and reach increased operational efficiencies as well.

### **ELITE BANKING**

In July 2015, Union Bank unveiled its newly transformed Elite Circle centre located at Greenpath, Colombo 03, exclusively for Elite Banking clients. The exclusive 'Elite Circle' centre, offers a redefined experience in personalised banking with an elegant and welcoming ambience, spacious meeting facilities and dedicated relationship managers who will support and advise clients on all their financial needs. Union Bank's Elite Circle, exclusive banking service is designed to understand the unique needs of customers and offer tailor-made financial solutions to meet individual requirements. Supreme professionalism, dedicated customer service, a comprehensive product portfolio, high degree of confidentiality and speedy service are the hallmarks of the service that Union Bank Elite Circle customers can expect at this dedicated banking facility.

In addition to a preferential tariff structured on the volume of business, the Bank offers a concierge service through a facilitated service provider and an array of insurance products under one roof. The Bank commenced offering financial advisory services for the clients to help them manage their funds efficiently with the best investment options in the market. Elite Centre Relationship Managers were deployed in key markets outside the Western Province to serve the entirety of the market which is a 1st in the market.

### CARDS

The Union Bank Visa International Shopping Debit Card launched in 2015 was yet another pragmatic addition to the Bank's rapidly growing Retail Banking portfolio. Introduced in both Platinum and Classic variants, the Union Bank VISA Debit card incorporates an extensive range of features, enabling cardholders to access not only unique and attractive offers and discounts, but also makes online shopping and bill payments absolutely convenient. Applying for a Union Bank VISA International debit card is simple and requires a Union Bank current or savings account. The card offers a host of value additions including free SMS on transactions. The fast tracked launch of the Union Bank Visa Debit Card was even recognised with the 'Speed to Market' award at the Visa Client Forum in India and South Asia in September 2015.



### PERSONAL LOANS

Further enhancing the Retail Banking portfolio within 2015, Union Bank re-launched its Personal Loans propositions to provide customers added benefits and the opportunity to upgrade their lifestyles. Union Bank's Personal Loans are fast, flexible and convenient financial solutions which help customers to fulfil their personal financial needs. So whether it is to own a car or plan for an important life event such as a wedding, Union Bank offers a customisable range of personal loans to suit the client's individual requirement. The re-launched Union Bank Personal Loans, lets customers enjoy attractive interest rates with a maximum repayment period of up to 5 years. Union Bank Personal Loans is unique as it does not require personal guarantors, and individuals can apply jointly with their spouse to obtain a higher loan value.

# BANCASSURANCE

With renewed focus on the Retail Banking front for multiple product delivery based channels and evolving customer dynamics, the Bank entered in to a strategic partnership with Union Assurance PLC and Union Assurance General Limited for offering Life and General related insurance products under the Bank's Bancassurance arm. The new relationship provides the bank's customers the added advantage of managing the universal insurance needs under one roof. With this fresh initiative customers have the capability to avail both Life and General insurance products under specialist advice of Bancassurance staff of Union assurance via Union Bank branches.

The product array caters to the life insurance market and our personal loans and housing loan customers. In addition, specialised services for Marine Insurance is also supported. Insurance agents for life are placed in over 30 key branches to help customers directly obtain advice and to expedite the service.

From a business perspective, the Bancassurance channel is seen as a new revenue line for the Bank and the aggressive focus on new customer acquisition is expected to complement the growth of Bancassurance business volumes.

The unique service is offered with enhanced technology. With this initiative the Bank will create new revenue lines which were not available to the Bank previously while providing the customers an enhanced range of financial services.

The Bank has agreed to a near zero cost process with the Bancassurance partners while optimising the revenue which is in line with the current strategy of rationalising current resource allocations for revenue generation.

The Bank will strive to develop MANAGEMENT the Bancassurance channel with continuous product improvement and focused sales strategy coupled with latest technological enhancements in 2016.

DISCUSSION

& ANALYSIS

Internally, training and awareness programmes were conducted in all four zones to build the product knowledge. These investments are expected to improve the lead generation and the overall conversion rates for the Bancassurance business.

# REMITTANCES

Worker remittances play a significant role in the Sri Lankan economy and keeps growing year on year at a rate of over 18%, with 2015 indicating an estimated inflow of about USD 7 billion. Top 20 Corridors, accounts for 94% of the Western Union business of Union Bank. 48% of the business volumes are directed from the countries of the Gulf Coorperation Council. Saudi Arabia and United Arab Emirates together contribute 30% in transactions.

Union Bank offers Western Union money transfers through its branch network and network of sub-agents. The Bank focuses on the reliability and speed of service to cater to the customers. CASA products and free accessibility through a growing ATM network have been complimentary in creating awareness among the clients to inculcate the savings habit especially for the regular remitters' beneficiaries. The revamping of the Western Union brand in selected locations and the conducting of customer promotions targeting the festive seasons helped the Bank to remain competitive amidst growing competition.

The Bank explored the strategic options to further pursue the remittance business lines as opportunities are available for Banks on Direct-to-Bank channels. With this intention, Union Bank is exploring the possibility of tying up with exchange houses in the GCC region and other potential remittances corridors. To cater to the more internet savvy migrant workers and Diasporas, the Bank invested in having it's own remittance platform to reach the migrant workers in key 35global locations for the purpose of Union Bank of Colombo PLC inward remittances.

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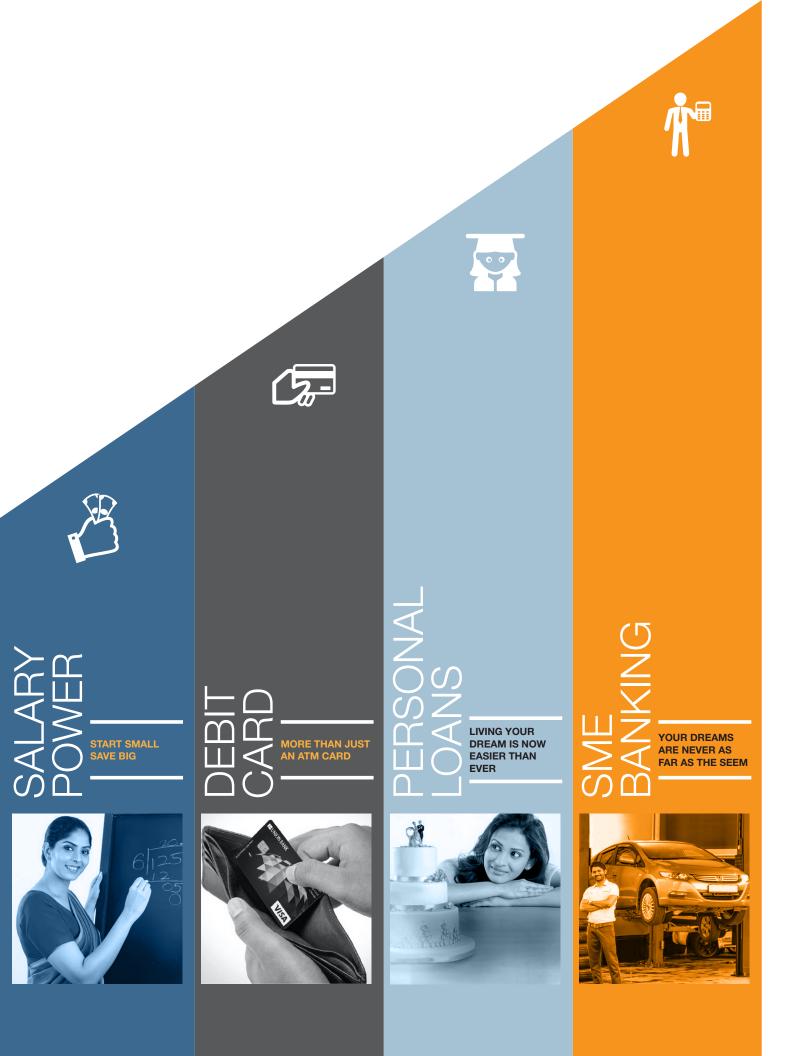
OFFERING **YOU SPEED &** FLEXIBILITY





WELCOME TO A NEW ERA OF **ELITE BANKING** 





# DISCUSSION & ANALYSIS

MANAGEMENT The platform is expected to be launched by early 2016 and will focus on offering reliability and convenience for all Sri Lankan migrants to remit their hard earned money back to their loved ones.

> The Bank is focusing on having more remittance products and channels for its customers in 2016 and expects to make a significant contribution to the economy in terms of offering speedy, reliable and efficient channels for inward remittances.

# PROSPECTS FOR 2016

Going forward to 2016, the Bank is keen on improving its focus on CASA further with the intent of deepening its strategic shift to all key segments of the market. It will continue to expand its offsite ATM network for convenience and visibility and increased access at lower costs for its customers. In addition the existing internet banking facility would be re-aligned with world class standards to offer a superior experience to its customers especially the employed category and the professionals.

Strides have already been put in place to improve the investments in research and analytics to revamp other key CASA products. The emphasis on remittances is also expected to help the Bank improve its non resident account balances and offer a value added service for the diaspora and their beneficiaries. The Bank has taken steps to improve the service quality that will gear the branch network to offer a memorable and pleasant retail experience for its customers.

The training programmes and staff incentive schemes and promotions are also streamlined to provide the Bank the option of economising on the cost of acquisitions whilst providing the benefit for customers to access a host of superior financial services.

# **Delivery Channels**

Union Bank unveiled a new look and feel at its head office and branches in 2015, to provide a redefined banking experience to our clients. The new <a>Branches</a> layout portrays UB's vibrant personality as a rapidly progressive Bank offering greater customer value. The change of

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the branch layout is pivotal and timely for the Bank and is aligned with Union Bank's new aspirations of being a key player in the industry with a wider focus on retail, corporate and SME segments. Within the period under review 22 branches were redesigned according to the new layout. The refurbishment is part of UB's ongoing expansion and development plans to provide an enhanced customer experience.

UB's delivery channels accounted for 64 branches and 102 ATMs covering all provinces in Sri Lanka by the end of 2015. Alternate channels include internet banking, mobile banking and Elite banking.

# Branch network growth

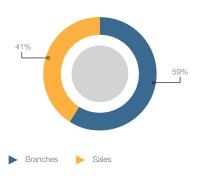
Channels	2012	2013	2014	2015
Branches	36	51	61	64
ATMs	35	51	62	102

Ensuring increased reach and accessibility, our branch network expanded to sixty four (64) branches. While the focus on inclusive growth was continued, the Bank also focused on strengthening its presence within the Western Province during this year.

# Dedicated Sales Teams

Union Bank strengthened its footprint around the island in 2015, with the establishment of two dedicated sales teams for acquisition of Assets and Liability products. The skilled sales teams will focus on new business growth and will support the branches in achieving the aggressive acquisition of CASA and personal credit facilities.

# SOURCING



# ALTERNATE CHANNELS

# Remote ATMs

ATMs are critical to the success of any financial institution as they provide customer convenience and brand visibility. Consumers continue to list the location of ATMs as one of their most important criteria in choosing a financial institution especially with the change in social lifestyles and when emphasising on convenience. ATMs have become a competitive weapon in the banking industry and plays a key role in capturing the attention and patronage of customers and potential customers.

Union Bank was the first domestic commercial bank to go live with the National ATM switch, "LankaPay" and is connected through VISA, CIRRUS and other domestic ATM switches. As part of its customer mandate to provide ease of access at the lowest possible cost, Union Bank refrains from charging its customers for withdrawals on it's own ATM network. The contribution from the Remote ATM network helped the Bank almost triple the ATM transaction volumes.

The remote ATM network is seen to benefit non-customers as well with the usage from non-customers exceeding the usage of customers. The launching of the VISA Debit Card is also a key enabler for the increased usage overall.

The selection of strategic locations provides visibility and branding as well. Union Bank established 37 remote ATMs during the year extending its network to districts outside the Western Province as well and to places like Moneragala and Hikkaduwa, where ATM density is seen to be low. The Bank initiates local campaigns to create awareness for people to use the ATMs which indirectly helps the customers to manage their funds more economically by utilising only the amount required during withdrawals.

Union Bank took steps to introduce dipped card readers in a majority of its remote ATM locations to ensure that customers are not inconvenienced in having their cards retained in the machine. Going forward the Bank expects to use the ATM network to provide an array of services for its customers.

## Internet Banking

The Bank offers an Internet Banking proposition for its clients and in 2015, the Bank explored the possibility of revamping its existing Internet Banking solution to a world class solution and invested in building the platform.

The new platform is expected to be available for customers by mid-2016 and offers a host of value added services that combines a range of services that would revolve around mobile applications and tab banking propositions to cater to the new generation of clients who are more tech savvy.

# **Retail Sales Force**

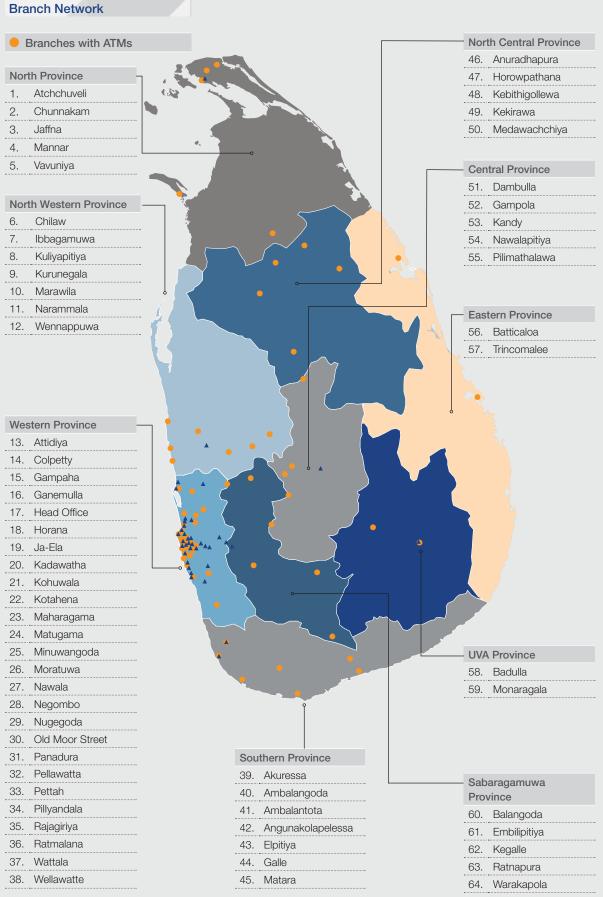
The Bank launched its sales arm in the second quarter of 2015. The Sales arm focuses on the acquisition of CASA clients under liabilities and Personal Loans and Home Loans under Assets while improving the reach in each region. The sales channel identified as one of the most difficult channels in terms of revamping was built on a unique employee proposition that enables a career in the field of sales.

The Bank's sales force stood at 126 by end of 2015 and contributed to about 41% of the overall new customer acquisitions. The Sales channels were supported by the various local campaigns conducted in each locality and the referrals provided by the Branch Managers and staff. Retention rates are maintained at about 70% for the sales force and the Bank has put in place a strict code of conduct to mitigate issues on mis-selling and frauds.

## **PROSPECTS FOR 2016**

Having analysed market and industry trends, 2016 will see UB strategically focusing on developing multiple channels to drive business growth, which will include continuing to expand our branch network in a bid to expand the Bank's footprint across various demographics and geographic locations. Existing branches will be revamped with greater customer centricity and aligned to the new transformational era, while alternate channels will be implemented islandwide further entrenching our bid for expanded presence. Technology will continue to play an integral role in our distribution options, which will see UB enhancing the digital banking experience offered to our customers.





# ATM Network

	Off-Site ATMs
►	Mahabuthgamuwa, Angoda.
►	Thalangama North, Battaramulla.
►	Divulapitiya, Boralesgamuwa.
►	Egaloya, Bulathsinhala.
►	Cotta Road, Colombo 08.
►	Elvitigala Mawatha, Colombo 08.
►	Prince of Wales Avenue, Colombo 14.
►	Attiidiya, Dehiwala.
►	Gangodawila, Delkanda.
►	Kurundugahahethekma, Elpitiya
►	Welipilewa, Ganemulla
►	Galle Road, Hikkaduwa
►	Thirunelvely, Jaffna
►	Hospital Road, Kalubowila
►	Kandy Road, Kelaniya
►	Nandasena Mw, Kiribathgoda
►	High Level Road, Kirulapone
►	Marine Drive, Kollupitiya
	Bogahawila Road, Kottawa
►	Sirigala, Monaragala
►	Angulana, Moratuwa
►	Gorakana, Moratuwa
►	Colombo Road, Negombo
►	Ethukala, Negombo
►	Galagedara Junction, Padukka
►	Modarawila Road, Panadura
►	Walana, Panadura
►	High Level Road, Pannipitiya
►	Kottawa, Pannipitiya
►	Makumbura, Pannipitiya
►	Colombo Road, Pokunuwita
►	Maradana Road, Punchi Borella
►	Belekkade Junction, Ratmalana
►	Madiwela Road, Thalawathugoda
►	Karaliedha, Theldeniya
►	Thalpitiya, Wadduwa
►	Hendala, Wattala
	Mabola, Wattala

# MANAGEMENT DISCUSSION & ANALYSIS

# Treasury

Despite the volatile macro environment, falling interest rates and intense industry competition Union Bank's Treasury department built further on the stable foundation set in the year 2014 to produce notable results for the year under review.

In 2015 the Bank's Treasury played a key role in supporting the business units to source funding for an aggressive assets growth; whilst managing the capital infusion for optimum returns through strategic investments, that generate higher returns.

Foreign Exchange Income reflected an impressive 73% increase over the previous year, benefitting largely from the increasing trade Volumes and the free float of the Sri Lanka Rupee. The Primary Dealer Unit also recorded positive results despite a lean 1st half, where the Bank continued to pursue new customer acquisitions to enhance growth in this business area.

Further, Treasury related income reflected a very impressive 74% increase over the previous year.

The Bank's Treasury department was restructured with a view to drive enhanced functionality and efficiencies directed towards achieving the true desired goals with the on boarding of industry professionals.

# PROSPECTS FOR 2016

The Treasury department of UB will continue to be a key player in the Bank's profitability drive in 2016. The well-capitalised status of the Bank will augur further growth opportunities for UB; with prospects to strengthen links with overseas counterparties for increased foreign exchange related business. Further, this position will also support the Bank to develop credit lines from local counterparties and afford the opportunity to offer attractive rates to customers. In line with the new focus of the Bank, the Treasury department of UB looks towards 2016 with renewed performance goals aligned with the Bank's new aspirations. As such, it is imperative that our team is geared to optimise on the advantages that will ensue in the impending times.

# Operations

This year has been an eventful one for the Operations teams which undertook many an initiative to support the growth aspirations of the bank. The structure of the team was re-aligned, with the setting up of new units such as the Process Control Unit, Business Continuity Management and Service Excellence to better facilitate the changing focus of the Bank's business requirements.

A number of initiatives were also implemented this year to ensure that UB maintains its stringent culture of Compliance, where Governance, Principles, Ethics, Accountability, Integrity and Transparency remain in absolute focus. The year also saw the Bank pursuing opportunities to outsource certain non-core processes such as the archival and retention of documents. This was in addition to the continued focus on strengthening the Business Continuity Planning process.

The organisation structures of the operational teams were re-aligned using internal synergies, to be in line with the business goals. Service Level Agreements were set-up with the business lines to help monitor the turnaround times of the deliverables from the operational units. The operations management unit is continuing to work on automating processes in order to further strengthen controls and efficiency in operations of the Bank.

# **RE-ALIGNING OF PROCESSES**

UB continued its focus on centralisation of processes in order to drive operational efficiencies while strengthening controls. Operational work related to Remittances, Bank Guarantees and Credit Operations were some of the key processes which were removed from the branches to help branch staff focus more on the aspects relating to client servicing.

# PROCESS CONTROL

The Process Control Unit was set up during the year under review to relieve

the branches and other operational units of selected back-office operations such as communication on Legal matters, Balance Confirmations and certain aspects of Regulatory Reporting. This team now handles the Reconciliation work for all the operational units as well and has helped UB to have a more focused approach on these important ancillary activities of the Bank.

## CENTRAL OPERATIONS

In the year 2015, the Central Operations team was reorganised with Branch operations. Customer on-boarding Operations, Clearing Operations, Remittance Operations, Transaction Processing Operations and Credit Operations being brought under one umbrella. Process efficiencies were introduced by way of centralising operational functions of outward remittances, bulk fund transfers, standing orders processing, factoring, security documentation custody and certain lending functions as well as FD renewal advices.

# TRADE & TREASURY OPERATIONS

The process engineering drive to enhance operational efficiencies and improve customer service was a key strategic initiative implemented during the year. This included initiatives such as eliminating rework within the credit approval process, centralising the Bank Guarantee Issuance as well as setting up Trade desks at Pettah and Old Moor Street branches. Further, the operations unit has on-going process automation initiatives both at Trade and Treasury.

# **OPERATIONAL EXCELLENCE**

Customer service excellence being a continually evolving platform has seen UB concentrating substantially on analysing customer paradigms, mindsets and expectations. The establishment of a Customer Service Excellence Unit with a focus on managing the service quality across the Branches and Operational Units was a step in this direction. It is expected to work primarily on harnessing customer loyalty and ensure high level of customer service at all times.



# CARD OPERATIONS

With the Bank expecting to launch a wider gamut of Card products. a dedicated Operations team was established to support the initiative. The issuance of ATM/Debit cards were centralised under this unit in March. With the bank upgrading its card management system, and the subsequent launch of the Union Bank Shopping debit card in August, UB was conferred the 'Speed to Market Award' for the efficient launch of Union Bank Visa International Shopping Debit card at the Visa Client Forum for India and South Asia. With the introduction of the debit card, customers can now avail themselves of the cards on ATMs. POS and on the Internet. The card bears the state-of-the-art technology in terms of a Chip embedded to the card falling in line with international standards for card security.

# BUSINESS CONTINUITY MANAGEMENT

A fully equipped disaster recovery site was set-up close to Colombo to facilitate regular drills and exercises to test the Bank's preparedness and ability to continue its business in line with the Bank's strategic plan; in case of an emergency situation. This was further augmented with the implementation of an improved Risk system to the Bank this year.

# ADMINISTRATION & PREMISES

The Premises and Administration units merged to one Department and the role of Head of Security was created to provide an enhanced focus on this key aspect. With the on-going re-branding and refurbishments across the bank as well as network expansion via new branches and ATMs, the Premises and Administration team plays a pivotal role in supporting the growth momentum of the Bank. The premises team introduced its own floor plan and electrical and mechanical designs for the new and renovated branches which has contributed in significant cost savings in this initiative.

# PROSPECTS FOR 2016

UB will continue to pursue reengineering opportunities to streamline and simplify processes in line with industry best practices as well as outsourcing opportunities which meet the business and operational needs. With a focus on enhancing the client experience, the bank continues to explore technological solutions and is in the process of launching a Cash Management solution which will help Corporate clients to manage their transactions in a much more efficient manner.

Further, a customised Workflow Management System is being introduced to manage the information and document flow within the bank. This will cover the full range of processes from account opening down to document archiving. We expect this solution to greatly enhance the speed and flow of information as well as ensure it is managed in a comprehensive manner.

With the Bank going on an upward trajectory, we will consciously work on identifying human capital development needs and work on upskilling the Operational teams to meet the evolving needs of the organisation.

# Information Technology

UB's Information Technology (IT) strategy envisions continued support for business functions with efficient, secure, cost effective infrastructure. In furtherance of this objective, the IT department of UB proactively ensures implementation of business initiatives with robust technology.

The year 2015 saw UB moving on to Microsoft Office 365 (O 365) Cloud Technology, further enhancing the Bank's operational excellence while reaching a milestone in the industry as the first bank to implement this solution in Sri Lanka. Microsoft Cloud is an outsourced hosting platform that provides an array of features with greater security. The shift to Microsoft Cloud, provides UB uninterrupted availability of email and office applications enabling greater efficiencies in the Bank's operations. Further, it leverages on the shared infrastructure to support the innovation and introduction of new initiatives.

The launch of Union Bank Visa International Debit Shopping Card which was recognised with the 'Speed to Market' award by Visa International was ably supported by the IT infrastructure department. Launch of the Customer complaints and suggestions system, remittance platform infrastructure, Asset and Liability Management system and a Safety Deposit Locker Management system were other progressive initiatives taken by the IT department of UB to support the efficiency of the growing retail operations of the Bank. Also in 2015, the IT department of UB took the initiative to implement a Lead Tracking system for the SME Asset Centre.

In the year 2015, the Bank upgraded its core banking system Hardware and upgraded the Disaster Recovery site to the same infrastructure. Within the 1st quarter of 2015, the Bank took measures to shift its Disaster Recovery (DR) centre to a Data centre conforming to contemporary international standards. The Bank also complied with Baseline security standards. In order to strengthen the security standards, the Bank upgraded its security infrastructure with highest standards.

## **PROSPECTS FOR 2016**

UB will continue to further strengthen the security features of the IT platform, and revamping of security infrastructure to meet highest standards. Revamping of the Leasing and Hire purchase systems is also mapped out for 2016, enabling swift, efficient management of these business functions to leverage on market opportunities.

Plans are currently underway, for the implementation of real-time replication to all critical surrounding systems, while consolidating servers for better management and will enable scalability through virtualisation in order to support the business growth of the ensuing year. The IT department also plans to introduce a digital signage platform for all branches with central content deployment to showcase greater brand visibility at branches through digitalisation. The IT department, of UB is aptly geared towards supporting the envisaged launch of Digital Banking initiatives in 2016.



# MANAGEMENT DISCUSSION & ANALYSIS

# Marketing

Marketing has been playing the role of key communicator in preparing UB as a fully-fledged commercial bank in the minds of the public. The new position highlights the Bank's transformation with a wider focus on retail, corporate and SME banking. Several key initiatives were carried out throughout the year to build brand equity and awareness.

The branch network was given a new outlook, enabling to create greater brand awareness defining a more vibrant brand persona and a redefined customer experience. In addition expansion of the off-site ATM network paved the way for greater brand visibility.

To further enhance awareness an integrated corporate campaign was launched under the theme "make the rest of your life the best of your life". Several initiatives were also carried out for increased brand visibility and included a comprehensive below the line (BTL) advertising across the island. A cohesive Public Relations Strategy was mooted to strengthen the Bank's image, perception and status and in addition the re-launch of the Bank's corporate website further supported the Bank's brand building initiatives.

Being positioned as a fully-fledged commercial bank saw Union Bank make inroads to consumer markets with greater focus on Retail Banking. As such the Bank actively pursued the launch of several new products as well as added value to the existing products to further strengthen the Retail Banking sector. Several advertising campaigns were launched creating awareness for these products and included the launch of salary accounts, an international Visa Debit Card, Personal loans and the relaunch of Elite Banking to name some.

Union Bank continues to support the SME sector where the Bank has excelled for over two decades. Reaffirming its commitment to the SMEs Union Bank pledged its support for the 3rd consecutive year to the Chamber of Small and Medium

Industries as the principal sponsor of

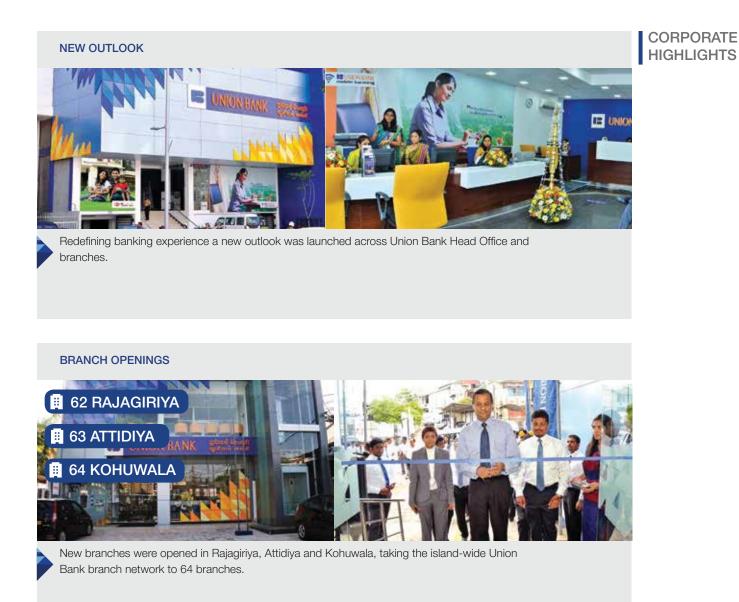
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# the 2015 Annual Industrial Excellence Awards.

The focused strategy employed in creating a strong and dynamic brand that maintains a sustainable presence in the financial services industry was evident once more, as UB was conferred the status of being listed among the LMD's Most Valuable listed companies for 2015. Union Bank was awarded the "Speed to market award for 2015 for the successful and fast track launch of the Visa Debit Card. Our culture of uncompromising compliance was well rewarded with the UB Annual Report was conferred the Compliance Award at the 51st CA Annual Report Awards, acknowledging our efforts in delivering excellence in reporting.

Expanding the scope of Marketing to support its subsidiaries, National Asset Management Limited (NAMAL) reiterated its successful track record even further this year, with astute marketing support, NAMAL continued to emerge as the leader in mutual funds in the retail sector.

Marketing will remain a key support driver in UB's plans next year. Union Bank intends to leverage on its strong financial standing, global expertise and experience garnered from the pathway the bank has inked, to reposition the Bank as an industry leader. This will mean transforming ourselves further and venturing into a broader sphere, where we strengthen our position as a competitive fully fledged commercial bank. This will also mean that marketing will be at the forefront in increasing awareness of this transformation.



# **OFF-SITE ATMs**



ATMs were opened in 37 new locations, enabling greater banking convenience to the public.



# CORPORATE HIGHLIGHTS

# AN ALL NEW ELITE BANKING CENTRE



Dr. Jayendra Nayak, Chairman of Union Bank ceremonially opened the all new Elite Circle offering personalised Elite Banking services.

# MAKE THE REST OF YOUR LIFE THE BEST OF YOUR LIFE



Reinforcing the Bank's position as a fully fledged commercial bank focusing on Retail, SME and Corporate sectors a corporate campaign was launched across all media.



# UNION BANK VISA DEBIT CARD LAUNCH



The Union Bank Visa Debit Card launch took place at Cinnamon Grand Colombo amidst a large gathering of invitees and Visa officials



**VISA SPEED TO MARKET AWARD** 

for the launch of Union Bank Visa International Shopping Debit Cards at the VISA Client Forum for India & South Asia in September at the Park Hyatt Resort & Spa, Goa, India.

# **INDUSTRIAL EXCELLENCE AWARDS 2015**



Union Bank was the principal sponsor of the annual Industrial Excellence Awards for the 3rd consecutive year, affirming the Bank's commitment to the development of SMEs. The award ceremony was held on 8th December with Hon. Kabir Hashim Minister of Public Enterprise Development as the Chief Guest.

# FIRST BANK TO IMPLEMENT MICROSOFT **CLOUD TECHNOLOGY**



Union Bank moved to Microsoft's Office 365 (O 365) Cloud Technology, further enhancing the Bank's operational excellence.

# ANNUAL REPORT COMMENDED



The Union Bank 2014 annual report received an award of compliance at the 51st Annual Report awards conducted by the Charted Institute of Accountants.

Union Bank was awarded " Speed to Market Award"

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# CORPORATE HIGHLIGHTS

# CORPORATE HIGHLIGHTS

# STAR REWARDS FOR CASA PROMOTION



Branch and sales staff were rewarded for their exceptional achievements in a promotion held for the acquisition of new savings and current (CASA) accounts.

# EDEX



Union Bank participated at the annual Edex exhibition showcasing the Bank as a preferred work place.

# **AVURUDU CELEBRATION**



Sinhala and Tamil New Year celebrations were held with the participation of staff at an event held at the BRC ground.

# ANNUAL TRIP



Staff enjoyed the fun and frolic at the annual staff get together held at Koggala Beach Hotel.

# MERCANTILE BADMINTON CHAMPIONSHIP 2015



Union Bank emerged Runners Up in the Men's category at the 32nd Mercantile Badminton Inter-firm Championship 2015.



# **UB NIGHT**

# CORPORATE HIGHLIGHTS



The annual dinner dance of Union Bank was held on 29th November at the Cinnamon Grand with an abundance of entertainment.

# **CHRISTMAS CAROLS**



Union Bank's Christmas Carols was held at the Scots Kirk Church with the participation of staff and families.

# LONG SERVICE AWARDS



The Bank acknowledged the long standing dedication and commitment of employees who have been part of the Bank's growth for over 20 years.



# MEDIA HIGHLIGHTS

UNION Bank of Colombo PLC rec-

UNION Issue of colombo 17.2 reo-pened its Kandy branch recently with a new look and layout for greater banking convenience. The newly remodelled branch, is located at No. 165, D. S. Senanayake Veediya, Kandy and officie on achievement and direct offers an enhanced and redefined hanking experience. The spacious layout of the newly redesigned ayout of the newly redesigned manch enhances customer conenience and provides a welcomng ambience for customers to arry out banking transactions. The Kandy branch was cer-monially re-opened by Indrajit Wekramasinghe, Director/Chief

executive Officer of Union Bank in the presence of a large eath

# Union Bank extends its new look to Kandy



# அத்திடியவில் தனது 63வது கிளையினை அங்குரார்ப்பணம் செய்த யூனியன் வங்கி

chun articlefan sinny dowr ache 2015 Grifelander ind geef acher ache 2015 und Grife matacha can fifth down do anna geithen anticlefan anticeana dige down daring acherhumen Shifthig ather anna mauminin acher acher geithen anna gerugineurs digis acher geithen anna gerugineurs gen it, ingewe digi acher anna geraellein anna S. Martin P. K.

Sisi ofo dominant angkasomingska பந்தப் புப்ப கிணைபாது, மாதல்கையார்களுக்கு மீக கருப்ப் காப்பதைக்கு போகச்சுவன்ற வங்கிலை கதுபைற்றை மீன்றிரைப் செய்துற்றில் பலைகியன யிராவமான வங்கில் சோலைது,ன் அரிக்குப் வய்பது,ன், வாழல்கையாளர்களின் அமைந்து வர்கிறியல் தேவைக யாயும் வடுத்துரன் வய்பான்குடன் அளிக்கும் வலைகில் கலைத்து மாதில்லாயும் தன்தைக்கு வெசல்தின்றது. இந்த விக்குபாய்பன திரைவில் உரையற்றிய நிரு இந்தி இந்தி விக்கிறவரில் வைல்லி, "சம்தொடில்கு இரம்ப வாலைய நிடி உடல் பெற்கொண்டைகள் அடைத்ததில்

வல்லியல் துறைப்பை படுத்தல் திட்டத்தில் ஒரு மருத்தும் திட்டத்தில் ஒரு அம்பைரும். இந்த புதிய வினையானது துரீத கறியில் முன்வேற்றத்தியை வெனியடுத்தியனது வாடிக்கைமானர்களுக்கு மேலும் சிறந்த பெறுதலை அசிக்கும் பூல்லை வங்கியில் செயற்பாடுகளை செயல் சேற்றியலிக்கும். கிறந்த செயல் மங்களை அணியதே வங்கித்துறை ເມື່ອກ ເບຼຣະອຳເຫຼດ ຕີຮູກດໍລະກຽນນີ້ ລະຄູ່ອະ ອະຫາລະມີເປັ ເບຼດທີ່ມາສາ ແກ່ແທ້ແກກກາງ ຈາກ...ສາກຄືນ ຊຶ່ງໃຫ້ແກ່ເຮັ ເບຼດງລະ ແຫ່ນນີ້ ເພາະດັບ ສ...ສາກຄື, ເປເດີດອູງ pendener upmendaperen upskGorffe தன்றைன் கடாகவும், புபே Crosse கலை அதிழகப்படுத்திலுள்ளதன் முல மகவும் நமது சேவைத் தொருட்டில் மாகவும் நம்து சேசுவத் தொருட்டில் மேல்திக பெறுவறியினை உட்டிருத்தியுள்



Union Bank Chairman Dr. Jayendra Nayak opening the new Eli Circle centre

# Union Bank unveils new El Circle centre exclusively fo **Elite Banking services**

UNION Bank unveiled its newly transformed Elite Circle centre located in Colombo 03, exclusively for Elite Banking clients on 10 July. The all new Elite Circle centre was ceremonially opened by Union Bank Chairman Dr. Jayendra Nayak, in the presence of distinguished invitees

The layout is designed a comfortable banking and provides ample pa customers as well. "Retail Banking at Ur is undergoing several c in order to provide grea ing convenience to cus Opening of the new Un Elite Circle centre provi fined experience for pe

The exclusive 'Elite Circle' centre,

# Union Bank re-launches its corporate website f greater customer convenience

To offer customers an improved and user friendly online experi-Union Bank recently reence, launched its corporate website (www.unionb.com) offering a seamless digital experience to all users. The redesigned website fea-



services as well as it enables easy access to obtaining and applying for the same. It ensures quick and fast responses enabling greater customer convenience", stated Indrajit Wickramasinghe,

new persona of the Bank and provides a rich digital experience to visitors. Its clean design, highly improved functionality and enhanced content features keeps customers continuously engaged Indrajit Wickramasingne, customers continuously engages Director / CEO of Union Bank, and informed. The website allows The redesigning of the Union customers to carry out a range of

more connected to their across multiple devices. keeping in line with th technological trends, includes responsive web gy that adapts to all mol and desktop browsers, that the functionality of

ADVERTORIAL 13

# Union Bank signals transformative growth with outstanding 9 months' performance

nion Bank's third Director/CEO quarter financial Union Bank I results of 2015, high-Wickramasing lights the bank's con swift tinuing progress in its transition to a fully-fle focus on retail, corporate and 2015, while rearing SME sectors. The impressive benefits of invest-and quarter results reflect the ments made in strate-success of the rapid expansion gic restructuring. CEO-indrajit wickramasinghe land mark and the implemontation of bringing greater convenience investment from TPG, one of strategic development initia. idged

Union Bank Indrajit Wickramasinghe stat ed "We have contin-ued to strengthen our growth impetus with-

investment from TPG, one of strategic development initia and access. The bank will the largest global private tives. The impressive results of enhance its investment in build-investment firms, the bank acid at beank are an affirmation of ing brand equity with a strong in a media announcement. erform the bank has gathered within added product range serving Bank, this year, and signal continued the diverse sectors of this econ-

progress alor

ng this omy. Union Bank is now nois growth trajectory towards becoming one of the leading private for accelerated growth with which we hope to deliver continuous value propositions and benefits to our customers with novel products while continu-ing to deliver on our premise for sector banking institugreater convenience The bank recorded a signifi-

cant increase in revenues for the period in comparison to the corresponding period in 2014. Total operating income grew by Total operating income grow by The bank reported a profit 33% year-on-year to Rs 2,072 before tax and financial service million. The primary reason as VAT of Rs 230 million for the being the focused growth in period. The Group reported a loans and advances, along with profit after tax of Rs.167 mil-the better management of lion in comparison to Rs.116 yields and the quality of the million in 2014.

Joan book The Group also recorded a significant increase in reventies for the period in compar ison to the corresponding peri-od in 2014. Total operating income of the group grew by 28% year-on-year to Rs 2,500 million. This is mainly due to the group's strong Net Interest Income growth of 40% reported

during the period. The bank reported a profit before tax and financial servic-es VAT of Rs.230 million for the

Commenting on the performance of the



MEDIA HIGHLIGHTS

# Union Bank unveils Union Bank further new look in Nawala

Union Bank of Colombo PLC (UBC) recently introduced a redefined banking experience with a new outlook and ambience to its head office and new branches.

Cascading this initiative to its existing branches, the new outlook was unveiled at the bank's Nawala branch located at 232, Nawala Road, Nawala, offering even greater convenience in banking.

"The new layout portrays UBC's vibrant n



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UNION BANK

**Union Bank, principal** sponsor for Industrial **Excellence Awards 2015** 

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International Debit Card



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# Make the rest of your කාඩ්පත් life the best of your life nion Bank Launches Visa with Union Bank There

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il, SME and Corp

Coordinated by Amar Gunasekara contact: 0773219780

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Lanka, recently added vet another pragmatic feature to its fast grow ing retail portfolio, with the launch of the Union Bank VISA International Debit Card.

nion Bank, one of

U Sri Lanka Top Five private com

mercial bank's in market capitalization terms and one of the fastest growing banks in Sri

Introduced in both Platinum and Classic, the Union Bank VISA Debit card incorporates an extensive range of features, enabling card-holders to access not

# SOCIAL AND ENVIRONMENT REVIEW

Our social and environment report focuses on the key stakeholder groups of customers, employees, and the community; in a bid to provide our investor community clear and sufficient information on our engagement with these stakeholders and how they impact our operations.

# **Our Customers**

Our customer base comprises of individuals, SMEs and Corporates, spread across the island. With a determination to place the customer at the heart of the banking experience, we consistently strive to serve the emerging needs of our customers while enhancing their banking experience with us. We endeavour to consciously pay heed to customer needs, while providing them convenient access; which enables open communications with our clientele at all key touch points.

The Customer Charter mandated by the Central Bank of Sri Lanka is in full application at UB. The Customer Charter sets the standards for fair banking and provides guidance on customer rights, grievance mechanism and special provisions for selected customer groups.

# PRODUCT RESPONSIBILITY

Products and services of the Bank are aligned to meet the needs of the diverse clients we serve and the Bank strives to adopt a social and environmentally friendly product development process. For instance, in 2015 the Bank introduced a new savings proposition named 'Salary Power' to cater to the growing financial needs of the employed/ professional individuals seeking maximum return on their monthly income. Similarly the Bank provides a range of products and services that are relevant and effective in meeting the needs of our clientele.

To enable our customers to make informed decisions, details of products offered at branches could be found on printed materials such as leaflets, posters/banners prominently displayed at branches for easy access. Details of the Bank's products are also available on the Bank's corporate website along with advice on means to contact the

50 Union Bank of Colombo PLC Annual Report 2015 Bank; providing customers with direct access to such details. Further details may also be obtained through the 24- hour contact centre hotline where trained customer service personnel will be available to assist customers with requested information and queries.

# COMMUNICATIONS

Communication of Bank's products and services have been maintained via above-the-line (TV, Radio and Press) as well as below-the-line media with prominence to products and the UB brand. Outdoor promotions in suburbs and several main cities outside Colombo have been conducted within the year under review in order to raise awareness of the Bank's products and services. The outdoor visibility of UB brand and its products have also been enhanced in 2015, with the addition of new branch locations and ATMs.

A mix of communication tools including advertising, corporate events, street promotions etc. have been employed to effectively communicate with the segments served. In addition to paidfor media, awareness of products and services has been created in the public domain via PR and publicity in the print, electronic and online media. Incidents of negative publicity were not experienced by the Bank during the year.

The Bank adheres to a communication policy approved by the Board of Directors which governs the objectives, division of responsibilities and general guidelines for communicating with various target groups. Therefore, the communication policy encompasses the following aspects;

- The communication of public and non-public information
- Communications with media, shareholders, regulators and other stakeholder groups
- Business communications and usage of email, etc.
- Web and social media activity
- Confidentiality and protecting of confidential information

Therefore, the Bank's marketing communications which include advertising, outdoor branding for visibility, outdoor promotions as well as sponsorship agreements etc. are executed according to the guidelines specified in the said policy in addition to compliance to laws and regulations governing the advertising industry as a whole.

# COMPLAINTS

UB maintains a comprehensive online complaint management system where the complaints are resolved within a stipulated frame of time based on the nature and complexity of the complaint. Customers could also contact the Bank Via email to info@unionb.com (displayed on the website) or via the 24-hour Contact Centre with feedback, queries or suggestions for improvement. Various precautionary measures are adopted from time to time, in order to minimise negative implications to customers with a view of decreasing customer dissatisfaction as a whole.

# **Human Resources**

At Union Bank, we know that our employees drive the success of the Bank. Their commitment and dedication, to their roles and the Bank, have resulted in the Bank being able to make great progress on the strategic initiatives during 2015. In turn, the Bank encourages employees to pursue success in their professional and personal lives by providing equal opportunities, career advancement opportunities and an environment which recognises and rewards performance.

## REORGANISING FOR SUCCESS

2015 was an eventful year for the Bank. In order to deliver the strategic objectives of the Bank, the Human Resources function played a key role in designing and implementing a new organisation structure across all businesses and functions. The SME and Corporate Banking units were further strengthened with the addition of experienced professionals, a centralised SME Asset Centre was established to improve the credit approval processes and improve turnaround times. A new Retail Banking business was established and the Bank's branch network was designated in to four geographical zones with each zone headed by a

Zonal Head with extensive experience in Retail Banking. The Retail Banking team in the head office was resourced with key hires from the market as well as experienced staff from within the Bank. The Treasury function was strengthened with the recruitment of experienced professionals from the industry. The Risk function was reorganised under a Chief Risk Officer with several new roles being added to the Risk function in order to further strengthen and improve the role of the function. Support functions such as Operations, HR, Finance, IT and Marketing were further strengthened through the organisation redesign and appointment of experienced professionals in these areas.

A key highlight of the organisation restructure was that it was completed without any redundancies and, where required, by redeploying existing employees to roles that leverage their strengths. This was a win-win for employees and the Bank as it made better use of the employee skill set, improved their productivity and provided continued employability.

With the implementation of the new organisation design and appointment of employees based on their experience and skills, our workforce is now fully aligned and capable of delivering the Bank's strategic agenda.

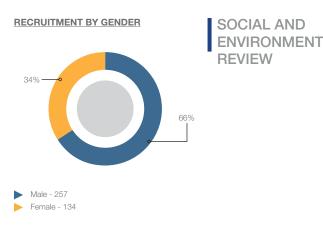
# RECRUITMENT AND SELECTION

The Bank is an equal opportunity employer and our recruitment and resourcing policies require that all candidates who meets the minimum criteria must be provided equal opportunity to be considered for roles in the Bank. Whilst our preference is to identify talent from within when resourcing mid level and senior level roles, in parallel we conduct market benchmarking exercises to ensure we appoint the best possible candidate for these critical roles.

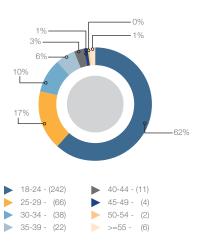
Union Bank employed a total of 984 employees as at 31st December 2015. This is a growth of 241 (32%) new employees during 2015. Of the 984 employees, 697 were permanent employees with 168 being trainees, 109 being business development officers and 10 being specialist employees on fixed term contracts. The Bank does not currently employ any part time employees.

All our employees are resourced from Sri Lanka and our preference is to recruit entry level staff for Banking Trainee positions from the geographic areas and cities we operate in. We believe this provides a sense of belonging to our staff as they will be serving the communities they are part of as well as support the national cause by providing employment opportunities to youth from the rural areas.

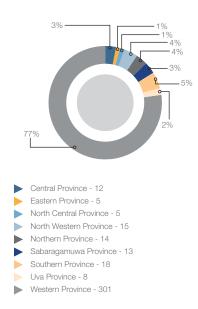
Reflecting the Bank's positioning as a youthful, dynamic Bank, 33% of the staff composition, is made of employees within the ages 18 - 24 years and second highest composition of 28% is made up of employees within the age group of 25- 29 years. Certain non-core activities such as security, janitorial, office assistants and drivers are outsourced in order to improve operational efficiencies. The Bank ensures that the suppliers of these services are vetted thoroughly and meet the required minimum standards in terms of employee wages and statutory payments.



### RECRUITMENT BY AGE



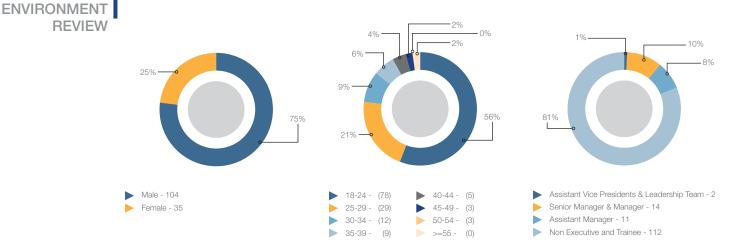
## RECRUITMENT BY PROVINCE



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EMPLOYEE TURNOVER BY AGE

**EMPLOYEE TURNOVER BY GRADE** 



Age Category	Assistant Vice Presidents & Leadership	Team	Chief	Malagei	Senior Manager &	Manager	Assistant	Mailager	Management	Trainee	Non Executive &	Trainee	Minor Staff & Fixed Term	Contract	Total
	М	F	М	F	М	F	М	F	М	F	М	F	М	F	
18-24	0	0	0	0	0	0	1	2	0	2	189	135	0	0	329
25-29	0	0	0	0	8	3	12	15	2	5	136	96	0	0	277
30-34	0	0	1	0	13	12	27	16	0	0	62	37	0	0	168
35-39	3	0	3	1	30	12	9	9	0	0	10	6	1	0	84
40-44	4	6	5	0	31	5	11	5	0	0	1	2	4	0	74
45-49	4	2	3	0	14	6	0	5	0	0	0	1	0	0	35
50-54	2	0	0	0	1	2	0	1	0	0	0	1	0	0	7
>=55	1	0	1	0	2	0	0	0	0	0	1	0	3	2	10
Total	14	8	13	1	99	40	60	53	2	7	399	278	8	2	984

# **EMPLOYEE PROFILE**

# PERFORMANCE AND REWARD

Union Bank is committed to ensuring employees are recognised and rewarded for their performance. No regulation was in force in 2015 on minimum wage levels for Banking sector employees. Given the significant restructure in 2015, the Bank undertook a benchmarking exercise on its own initiative to establish market pay levels through a compensation survey conducted by Ernst & Young.

Based on the findings of the survey, the Bank established the desired pay position for its employees and made significant market adjustments to basic salaries in 2015 where required. The Bank will continue to benchmark internal pay levels to market and make necessary adjustments to ensure our employees are remunerated equitably and competitively.

Given the open management culture, Union Bank employees are nonunionised and do not have trade union representation. As such, salaries and benefits of all employees across all grades are reviewed in an equitable manner based on the grade, individual performance and market pay levels.

The Bank's remuneration practices are governed by a Remuneration Policy which has been approved by the Human Resources and Remuneration Committee of the Board. The Bank's governance structure requires that any change to remuneration policies and practices must be approved via the Human Resources and Remuneration Committee. In addition, all proposals on the mechanisms for employee salary adjustments in 2015 were tabled at the committee for deliberation and approved prior to being implemented. Thereby strengthening the governance on employee remuneration in the Bank and ensuring an equitable approach to reward management.

Union Bank implemented the balanced score card method of performance assessment in 2015 and aligned individual objectives to the Bank's strategic objectives. Employees are



assessed on their performance vis a vis their scorecards and suitable remuneration adjustments determined based on their performance.

The remuneration of the CEO and Key Management Personnel (KMP) are linked to delivering the Bank's strategic objectives and are measured via the balanced score card. CEO and KMP performance is reviewed by the Human Resources and Remuneration Committee of the Board which is responsible for evaluating performance and recommending any changes in remuneration to the full Board.

# BENEFITS PROVIDED TO EMPLOYEES

Union Bank does not currently employ part time employees. As such there is no differentiation between benefits applicable to full time and part time employees.

Permanent employees are eligible for the following benefits based on their grade

- Private Provident Fund with the option for increased contribution
- Loans for staff members at concessionary interest rates for housing, motor vehicle and personal needs including furniture loans, festival advances.
- Medical reimbursement and Spectacle reimbursement.
- Personal accident and Life Insurance
- Special Critical cover insurance covering employee and spouse
- Reimbursement of course fees and exam fees in relation to Banking exams conducted by IBSL
- Reimbursement of cost of obtaining a Master's degree for staff in the grade of manager and above
- Payment of membership subscriptions of Professional bodies for Assistant Manager and above grades
- Difficult station allowance
- Travelling allowance
- Incentives for high performing sales staff
- Bonuses based on Bank performance
- Awards for high performing teams
- Recognition of long standing employees who completed 20 years of service

# EQUAL OPPORTUNITY AND EQUAL REMUNERATION

Union Bank is committed to uphold principles of equal opportunity and equal remuneration without discrimination. Determination of suitability for employment, remuneration and career progression is purely based on relevant skills, competencies and performance. All HR processes and policies have been designed to provide equal opportunity without bias as can be seen from the key ratios below.



# RATIOS OF STANDARD ENTRY LEVEL SALARY BY GENDER

Employee Category	Male	Female
AVP and above	1	1
Senior Managers & Chief Managers	1	1
Managers and Assistant Managers	1	1
Non-Executive	1	1

# RATIO OF BASIC SALARY BY GENDER

	Male	Female
Overall Bank	1	1.1

# EMPLOYEE ENGAGEMENT

We are committed to valuing, energising and improving engagement levels of our employees through various activities. This is a key pillar in our People Strategy and an essential component to deliver the Bank's strategy.

The Bank has partnered with the Great Place to Work Institute to measure and improve employee engagement levels. A survey done in 2015 across a sample population of employees revealed that 52% of respondents were highly engaged despite the significant amount of internal change employees faced in 2015.

The Union Bank sports club plays an active role in initiating sports and recreational activities for staff in order to further enhance team spirit within the Bank and improve engagement. The Bank supports these activities financially as well as by releasing staff to participate in various activities as we believe that such activities energise our employees by being able to pursue their interests outside the daily routine of office work.

# EMPLOYEE RELATIONSHIP MANAGEMENT

Our People Strategy focuses on Selecting, Developing, Energising and Valuing our employees. We believe these four pillars are critical parts of the foundation we are laying to make Union Bank a Great Place to Work.

During 2015, we have taken significant steps to improve communications with employees including a quarterly meeting with CEO for all staff, extensive visits to branches by the CEO and leadership team members, branch manager conferences and 1:1 dialogue with employees. The success of our transformation efforts is due to the extensive dialogue we continue to maintain with our employees and fostering an open door culture where any employee is welcome to meet with the CEO or the leadership team without having to go through layers of management to do so. The Bank also has a formal grievance management policy which employees can use to raise grievances formally. There were no such grievances in 2015.

Changes that affect our employees are advised in advance and employees given sufficient notice. The Bank does these changes in line with existing policies, contractual agreements and business requirements. There are no collective agreements in place which govern timing of such changes. In some instances, such as branch transfers, the amount of notice may be reduced due to business exigencies, however management takes necessary steps to ensure these are limited as much as possible.

Union Bank of Colombo PLC Annual Report 2015

# SOCIAL AND ENVIRONMENT REVIEW

## SOCIAL AND CAREER GROWTH

Union Bank prides itself in being able to provide our employees with accelerated career growth. We believe in developing our internal talent and promoting from within. In 2015, the Bank conducted a series of promotion assessment panels which resulted in 73 employees (10 % of the permanent staff population) being promoted to the next grade.

In order to provide lifelong learning and continued employment and growth, the Bank also provided 1:1 feedback to employees who were unsuccessful at the promotion process and initiated a Career Development Plan for them. The intention of this exercise is to change the mindset of the employee from feeling a sense of failure to a sense of a new beginning and motivating them to make the rest of their lives the best of their lives.

In addition, employees are given the opportunity to expand their experience and work in different areas of the Bank through a coordinated transfer process. Branch employees are assigned to a particular branch for a maximum of 5 years and are usually rotated before that in order to keep the employees engaged through varying assignments and also to improve operational controls.

Since Union Bank employees are not covered by collective bargaining agreements or represented by employee unions, the management directly engages employees in dialogue. Employees are recognised, rewarded and supported at all levels to pursue their career ambitions in an environment based on trust and professionalism.

# EMPLOYEE WELL-BEING AND OCCUPATIONAL HEALTH AND SAFETY

The well-being of our employees is of paramount importance to us. The Bank supports employee well-being by providing a comprehensive medical insurance cover for hospitalisation and critical illnesses. We further provide reimbursements of outdoor medical expenses such as OPD visits and costs of prescribed medicines to ease the burden of high medical costs on our employees.

54 the burden of H Union Bank of Colombo PLC Annual Report 2015 our employees. Where required, the Bank also provides professional counselling facilities for staff coping with situations they are unable to manage on their own.

The Bank reviews its space allocations and facilities provided to employees periodically to ensure that required standards are maintained for our employees to work in a safe and healthy environment.

In addition, physical security measures such as security guards, access control doors and CCTV cameras have been put in place to ensure the physical safety of our employees.

## TRAINING AND DEVELOPMENT

Training and development activities for Union Bank was further strengthened in year 2015 with the vision of enhancing the competencies of the staff to create a competitive advantage. A training needs analysis was conducted to identify the training needs of each function in order to upskill staff to better cater to the business requirements.

Based on this analysis and critical business imperatives at a Bankwide level, training was heavily concentrated Sales. Customer service. on Operational Excellence and Credit whilst continuing with mandatory training and department specific training. The Bank also partnered with Institute of Bankers (IBSL) and the Central Bank Training Unit to conduct certification courses for SME, Credit Risk, Branch Banking and many other certifications.

A total of 14,310 training hours were delivered across multiple categories this year through a total of 96 training programmes.

# AVERAGE HOURS OF TRAINING PER EMPLOYEE BY EMPLOYEE CATEGORY

Training opportunities are provided to all employees on a need basis.

Category	Average Hours of Training per Employee
Manager & above	20
Assistant Manager & Officer	36
Non-Executives	9
and Trainees	

AVERAGE HOURS OF TRAINING PER EMPLOYEE BY EMPLOYEE CATEGORY



Assistant Manager & Officer
 Non Executives & Trainees

# Commitment to Conserve Energy and Natural Resources

Energy and paper are the Bank's key use of natural resources and we remain committed to rationalising the use of these resources through proactive measures. We are also conscious of the negative environmental impacts of waste and have taken measures to encourage re-use and recycling of paper within the Organisation.

# ENERGY CONSERVATION

The key energy-saving initiatives launched during the year were,

- Replacement of the fluorescent lights with energy efficient LED lighting
- Replaced normal ACs with Inverter type energy efficient AC's with Inverter type ACs being installed at all new branches
- CRT Monitors are being replaced with LED computer screens in all branches and Head Office
- Elevator functions have been controlled to optimise the usage

# WASTE MANAGEMENT

The Bank wishes to encourage its customers to migrate to e-statements and will be initiating an awareness campaign in this regard. Within the organisation, staff is encouraged to rationalise the use of paper through double sided printing, re-use of envelopes and use of electronic media for communication with customers and among each other. Some other conscious initiatives taken in this regard were,

- Disposal of used paper through Neptune Waste Management, a registered recycler.
- Encouraging the use of e-cards for Greetings
- Proper segregation of Garbage for more effective disposal
- Implementation of an e-waste management process where we tied up with "Think Green" a Company with expertise in recycling e-waste

# The Community Engagement

# SUPPLY CHAIN MANAGEMENT

We work with a multitude of suppliers, from large blue chip companies to small enterprises, that have been contracted after a stringent selection process in keeping with the requirements of the Bank. A new Procurement Policy was introduced during the early part of the year to support this need and ensure that the Bank sources its requirements from the best possible suppliers. In our procurement practice we give preference to suppliers who meet our sustainability requirements in terms of environment criteria. During the year new significant suppliers were screened using environmental criteria. We consider our suppliers as important stakeholders and actively engage with them to ensure that a business relationship is maintained for mutual benefit. The Bank gives priority for local suppliers when sourcing a wide range of goods and services. During the period under review, over 95% of suppliers we worked with were from Sri Lanka.

We are also in the process of implementing an Inventory Management System to help manage our inventory and maintain our stock requirements at a minimal level at a given time.

# COMMUNITY

Previously, as a Bank dedicated to serving the needs of the Small and Medium Enterprises (SMEs), UB engaged with this segment through relevant methods, which included capacity building seminars for SME entrepreneurs across the island.

Today with the new strategic direction as a fully fledged commercial bank, UB focuses on a more diversified clientele including individuals, SMEs as well as Corporates. Hence, the Bank is currently in the process of redefining the parameters and criteria for its intended community engagement practices, in accordance with the future strategic direction of UB. Accordingly, the Bank is in the process of compiling a comprehensive Corporate Social Responsibility Policy, which outlines the Bank's strategic direction on CSR, while identifying the key stakeholder groups for engagement along with the methods of engagement, envisioned ventures in this direction and budget allocations, parameters etc.



In 2016 and beyond, UB envisions to embark on a journey towards excellence, guided by a comprehensive policy on sustainability and effective community engagement; aligned with the new strategic direction of the Bank.

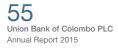
# OUR EXISTING AND PROPOSED COMMITMENT TO SUSTAINABLE BUSINESS PRACTICES

Measurement	Achievement
Grievances about labour practices filed human rights impacts and discriminations filed, addressed, and resolved through formal grievance mechanisms	
Significant fines and total number of non-monetary sanctions for non-compliance with laws and regulation	
Substantiated complaints regarding breaches of customer privacy and losses of customer data	
Incidents of non-compliance with regulations and voluntary codes concerning marketing communications, including advertising, promotion, and sponsorship	No significant incidents recorded during the year under review
Significant fines for non-compliance with laws and regulations concerning the provision and use of products and services	
Operations with significant actual and potential negative impacts on local communities	
Incidents of non-compliance with regulations and voluntary codes concerning products and service information and labelling	- -

# MEMBERSHIP IN ASSOCIATION

The Bank has general membership in a number of sectorial, industrial and professional organisations and associations. The list of the Bank's corporate membership with relevant associations is as follows:

- Sri Lanka Banks' Association
- Institute of Bankers of Sri Lanka
- Ceylon Chamber of Commerce, Sri Lanka





# WE ARE GEARED FOR CONVENIENT ACCESS

Our rapidly expanding customer reach is further amplified by our island-wide branch and ATM network, complemented by our online banking facility which enables banking convenience at your fingertips.



# **KEY HIGHLIGHTS**

- AUM for FY15 stood at Rs. 15.8 Bn, growth of 6% YoY
- Increased market share to 10% of unit trust industry
- Institutional sales volume of Rs.
   5.6 Bn and retail sales volumes of Rs. 1.3 Bn during CY15
- Strong performance by NAMAL fixed income funds
- National Equity Fund maintained long-term performance track record with annualised return benchmark of 14.5% for the last 24 years for Sri Lanka unit trust industry
- Asset management fees grew 5% YoY to Rs. 108.9 Mn while PAT dipped 24% YoY to Rs. 40.1 Mn
- Launch of NAMAL fixed income MIP's

# OPERATING UNDER CHALLENGING MARKET CONDITIONS

The unit trust business operated under challenging business environment with bearish equity market conditions with the ASPI falling by 5.5% in CY15 while interest rates remained below 7% throughout the year, resulting in unattractive investment opportunities for most retail investors. Mutual fund industry reported a negative growth of 0.3% to remain flat at Rs. 129.7 Bn for CY 15. Notwithstanding the tough conditions, NAMAL increased market share to 10% in CY15 (9% in CY14) to Rs. 13.6 Bn, making NAMAL the 4th largest in the in the unit trust industry. NAMAL's equity unit trusts assets under management stood at Rs. 4.5 Bn in CY15, growth of 1.9% YoY despite tough market conditions while fixed income unit trusts assets under management grew 14.3% YoY. helped by the launch of NAMAL Gilt Fund. The overall unit trust business continues to be very competitive with a total of 14 managing companies and its noteworthy that NAMAL is one of the few operators among the top managers to post growth in net fund collection and improvement in market share. Private portfolio business saw a

58 Union Bank of Colombo PLC Annual Report 2015 14% drop YoY to Rs. 2.4 Bn in AUM. Assets under management for CY15 stood at Rs. 15.8 Bn, growth of 6% YoY.

Our retail sales team, one of the largest in the industry continue to push boundaries with increased sales volumes both in direct and MIP sales. Retail sales volumes crossed Rs. 1300 Mn sales target and 1900 new account acquisition during FY15. NAMAL's retail sales team now operates in 20 Union Bank branches with sole intention of broad basing the unit trust business with the masses of Sri Lanka. NAMAL also took an initiative to set up its corporate sales team in its head office while launching two new fixed income MIPs during the year to cater to increased demand for fixed income investment products.

Our Institutional sales team that launched NAMAL Gilt Fund in FY14 accumulated Rs. 1.7 Bn while NAMAL Money Market Fund raised Rs. 1.2 Bn during the year.

# MAINTAINING LONG TERM PERFORMANCE

Superior fund performance is our priority and has underpinned the increase in AUM to sustain long term profitability of our asset management business. As a result, we make significant effort to differentiate, both in terms of investments strategy and style to give sustainable long term returns to our investors. Despite bearish market conditions during CY15, it is noteworthy that National Equity Fund has delivered 14.46% compounded annualised return to investors in its 24 years of existence. which is a benchmark set by NAMAL for the unit trust industry. NAMAL Growth Fund has delivered 16.15% annualised returns for the last 17 years, which is the highest in the entire unit trust industry in Sri Lanka. NAMAL fixed income funds provided attractive tax adjusted returns, despite the challenging low interest rate environment during the year. Fixed income funds, namely NAMAL High Yield Fund and NAMAL Gilt Fund delivered annualised returns of 6.7% and 5.7% in CY15, respectively to be within the top 3 of their respective categories in the industry.

# STRONG INCOME GROWTH FROM UNIT TRUST BUSINESS

Despite tough market conditions. income from asset management business showed growth of 5% YoY to Rs. 108.9 Mn in CY15. Income from equity unit trusts showed growth of 22.4% growth while income from fixed income unit trusts showed arowth of 42% growth YoY due to the launch of NAMAL Gilt Fund. Income from private portfolio business declined 46.5%, which negated the growth in overall asset management fees. Income from its proprietary fund base (Asset Base income) declined 52.7% YoY to Rs. 12.9 Mn mainly due to poor equity market conditions. As a result, total income reported a negative growth of 6.6% YoY to Rs. 135.1 Mn in CY15. Total expenses were under check with a growth of 6.5% YoY to Rs. 91.4 Mn. PAT after mark to market adjustments came in at Rs. 40.1 Mn, a drop of 24% YoY in CY15. The decline in asset based income was the main reason for the overall negative earnings growth in the company.

# SIGNIFICANT ROOM TO EXPAND IN THE INDUSTRY

NAMAL as company sees huge untapped potential in unit trust industry, both in retail and institutional business as Sri Lanka moves towards middle income status. The industry, even after rapid growth in the last few years, only accounts for 1.3% of GDP and 1.6% of the banking industry. This highlights the untapped potential as an alternative investment vehicle and tax efficient investment in the hand of retail investors. To capture this opportunity, NAMAL launched its first ever monthly investment plans (MIP's), namely, NAMAL Retirement Savings Plan and the NAMAL Parents Savings Plan in CY 14 which gives flexibility to retail investors to save a small investment in regular intervals to benefit from medium to long term capital appreciation. The product has been a great success which has encouraged us to launch fixed income based MIP's, namely NAMAL Regular Income Plan and NAMAL Monthly Investment Plan in CY15 to encourage investors to save in fixed income products for their life specific needs. NAMAL will now focus on delivering this product island-wide

through the Union Bank channel and other alternative banking channels in CY16. We also see opportunities in private wealth management for high net worth individuals and small to midscale enterprises. While the market is challenging and very competitive both in terms of fees and client serviceability, we see tremendous potential in this market segment. NAMAL is very optimistic of the future growth potential of the economy and the capital markets of Sri Lanka and remains committed to delivering long term capital appreciation and income to all our investors.



A desire to explore new horizons and pursue ambitious goals,form the essence of the Union Bank Group. These same characteristics embedded within UB Finance have augured well for the Company, which has now emerged as one of the preferred financial solutions providers in the country.

# **KEY PERFORMANCE HIGHLIGHTS**

Amidst volatile market conditions and downhill trends that prevailed in 2015, UB Finance reported an overall performance which is well above satisfactory. Interest income for 2015 increased by 71% while the Company continued to invest in brand and capacity building which is envisaged to lead to substantial returns in the future. UB Finance recorded a profit before tax of Rs. 30.3 Million and a profit after tax of Rs. 36.4 Million. Looking ahead, the Company's projected returns for the coming years are seen to be lucrative.

Amidst the innumerable challenges that befell the industry, UB Finance remained resilient and the Company's asset base grew phenomenally during the year far exceeding the growth rate of the financial services sector. The deposit base grew by 55%, once again reflecting the confidence placed by our depositors in UB Finance. Salient efforts to build strategic alliances with vehicle dealers, insurance companies and brokers substantially paid off as accommodations grew by an impressive 75% despite the market slowing down. Net NPL on the post acquisition portfolios was 4% which is significantly lower than the industry standard. The core capital ratio was 10%. The total assets increased by 60% with our asset base standing at approx. Rs. 7.1 Billion as at 31st December 2015.

## **BUSINESS REVIEW**

Whilst strengthening its frontlines, UB Finance has successfully reinforced its foundations, whereby the crux of the Company's three pronged strategy is adjusted to leverage on its core competencies and strengths to fuel growth. Firstly, by focusing on introducing penetrative systems and processes to ensure that operational facets of business are smooth, efficient and speedy; decision making has been made easier due to information gathering and accessibility beina comprehensive. Secondly. controls and monitoring have been made stringent and constructed on a well-managed uncompromising topdown approach beginning from the Chairman and Board of Directors of the Company: permeating transparency. accountability and sincerity of action at every level. This has naturally led to the third facet of the strategy, which deals with the overall governance structure designed to resonate across every tenet of the newly founded vision.

UB Finance currently offers an enhanced range of products and services including investment solutions such as fixed deposits and savings; coupled with financial solutions in the form of leasing, vehicle and mortgage loans as well as working capital solutions through factoring, cheque discounting and easy drafts.

With the recent launch of its startof-the art fully functional UB Finance Premier Factoring Service Centre in Colombo 4, the Company intends to significantly grow its factoring business. This product is seen to hold favourable market potential with ability to become profitable while the product presents significantly lower risk to UBF; given its specialised, industry savvy staff who have pioneered Factoring solutions in the industry.

# SUBSIDIARY UPDATE

UBF's growing focus on the SME sector continued to gain momentum for a fourth year in relation to both the conventional and novel products, which have been well received by this segment. Several initiatives were carried out across the country to enhance our value proposition to the small and medium enterprise customers; offering faster turnaround and wider product and services range to meet the evolving needs of the sector. UB Finance remains emphatic on extending financial assistance to entrepreneurs who contribute towards the development of the nation.

Due to limitations adopted by the Central Bank of Sri Lanka with regard to the consolidation of the financial services sector and with the persistently dull credit demand, in 2015 UB Finance assumed a cautious approach towards expanding its footprint across the country. The Company opened 4 branches in key locations at Panadura, Mawanella, NuwaraEliya and Polonnaruwa further extending and strengthening its presence along the established routes while growing our total network to 13 branches. Branches in Gampaha, Kalmunai and Ratnapura are expected to be launched by January 2016.

Given the importance of human capital as a key driver of the business, UB Finance continues to provide an enriching work environment that motivates and inspires its employees to perform at peak. The Company takes pride in its team that has been courageous, spirited and fearless in their endeavours to navigate the Company towards a positive trajectory. UB Finance emphasises on productivity and efficiency and strongly believes that high achievement and performance excellence should be rewarded. With an island-wide cadre of over 234, UB Finance remains steadfast with regard to developing our employees and encouraging them towards becoming true professionals in their chosen fields.



# UPDATE

SUBSIDIARY UB Finance continued to fine tune the re-engineering of its business operations. documentation. procedures, processes and systems which commenced in 2013. The Company is now geared to offer all its customers a superior level of service due to the overall efficiency and effectiveness of business operations. In 2015 the Company upgraded its hardware and implemented a stateof-the-art software system. With the required base technology in place a number of new IT initiatives were launched during the period under review enabling complete automation of a number of processes while imbuing speed and efficiency throughout the Company's operations.

> Whilst the Company has reiterated constantly on the versatility of a finance company backed by a Bank, it has always been cognizant and well focused on risk management and internal controls. Compliance, transparency and corporate governance continued to be key areas focused on by the Board Committees who have met regularly throughout the year to review such matters. Over the past few years the Company has worked diligently to integrate good governance, transparency, corporate responsibility and sustainability into every aspect of business. This has now assured UB Finance the spotlight of being recognised as one of the best finance companies in the country, a feat we achieved in just four years.

# LOOKING AHEAD

UB Finance stands at the onset of a new era in our journey. With increasing competition and deteriorating margins across the board, Finance and Leasing Companies are moving from a margin driven approach to a volume driven approach to expand their presence and market share while sustaining the industry as a whole. Accordingly UB Finance expects to introduce a range of innovative investment, financial and working capital solutions that are attuned to the Sri Lankan customers' diversified needs and rapidly developing financial sophistication while intensifying our market presence.

With the country now lying in the cusp 60 of the next biggest growth phase Union Bank of Colombo PLC of the post-conflict era, we remain Annual Report 2015

optimistic that the country will move forward creating a growth conducive environment that encompasses all key aspects of the economy. Leveraging on this along with the anticipated listing on the Colombo Stock Exchange; we expect the coming year to be one of phenomenal growth elevating the Company to a higher platform as a whole.

The key to UB Finance's continued success is its "Commitment and Passion". Whether it is servicing customers, delivering value to shareholders or working for the betterment of society at large UB Finance will remain determined in delivering business excellence and sustainable value to all its stakeholders.

Dear Shareholder,



We are proud to present this section in our Annual Report in appreciation of your continued support extended to us and in line with the Listing Rules issued by the Colombo Stock Exchange.

We have continuously communicated with our shareholders. We have published the interim and annual financial reports on the Bank's website (www.unionb.com). Alternatively, shareholders can elect to receive a mailed copy of the accounts on request. The Company Secretary of the Bank will respond to individual letters received from shareholders.

There is a continuous dialog with institutional shareholders through such means as the participation in investor forums, the publication of general press releases after the preliminary year end and interim results etc. The Board is advised of any specific comments from institutional investors to enable them to develop an understanding of the views of the major shareholders. All shareholders have the opportunity to raise questions/obtain clarifications at the Bank's Annual General Meeting.

The Bank's shares are listed on the Colombo Stock Exchange. Daily share prices are found in newspapers including the Daily FT, Daily News, The Island and Daily Mirror.

# MOVEMENT IN ORDINARY VOTING SHARES OF THE BANK DURING THE YEAR 2015

## **INDEX/PRICE MOVEMENT**



# COMPLIANCE REPORT AS PER RULE NO.7.6 OF THE LISTING RULES OF THE COLOMBO STOCK EXCHANGE:

We are pleased to inform you that the Bank has complied with all the requirements of Section 7.6 of the Listing Rules of the Colombo Stock Exchange on the contents of the Annual Report and Accounts of a Listed Entity. The table below provides the details of the sections of this Annual Report where specified information is found together with page references for the convenience of the readers.

Rule No.	Disclosure Requirement	Section references	Pages
7.6 (i)	Names of persons who were the Directors of the Bank during the financial year.	Annual Report of the Board of Directors on the State of Affairs of the Bank.	112-117, 131-132
7.6 (ii)	Principal activities of the Bank and its subsidiaries during the year and any changes therein.	Notes of the Financial Statements and Annual Report of the Board of Directors on the State of Affairs of the Bank.	128-130, 144
7.6 (iii)	The names and the number of voting shares held by the 20 largest shareholders and the percentage of such shares held.	Item 2 of the Investor Relations.	63-64
7.6 (iv)	The Public Holding percentage.	Item 7 of the Investor Relations.	64
7.6 (v)	Statement of each Director's and Chief Executive Officer's holding in shares of the Bank at the beginning and the end of the financial year.	Item 6 of the Investor Relations.	64

INVESTOR	
RELATIONS	

Rule No.	Disclosure Requirement	Section references	Pages
7.6 (vi)	Information pertaining to material foreseeable risk factors of the Bank.	Item 9 of the Investor Relations.	65
7.6 (vii)	Details of material issues pertaining to employees and industrial relations of the Bank.	Item 10 of the Investor Relations.	65
7.6 (viii)	Extents, locations, valuations and the number of buildings of the Bank's land holdings and investment properties.	Note 27 to the Financial Statements on "Property, Plant and Equipment".	173
7.6 (ix)	Number of shares representing the Bank's Stated Capital.	Note 35 to the Financial Statements on "Stated Capital" and Annual Report of the Board of Directors on the State of Affairs of the Bank.	177
7.6 (x)	A distribution schedule of the number of holders in each class of equity securities and the percentage of their total holdings.	Item 8 of the Investor Relations.	65
7.6 (xi)	Ratios and market price information.	Items 3 and 4 of the Investor Relations.	64
	Dividend per share, Dividend payout, Net Asset Value per share, Market Value per share (highest and lowest values recorded during the year 2015 and value as at the end of the year 2015).	Item 4 of the Investor Relations.	64, 131, 141
	Any changes in credit rating	Item 5 of the Investor Relations.	64
7.6 (xii)	Significant changes in the Bank's or its subsidiaries fixed assets, and the market value of land, if the value differs substantially from the book value.	Note 27 to the Financial Statements on "Property, Plant and Equipment".	173
7.6 (xiii)	Details of funds raised through a Public Issue, Rights Issue and Private Placement during the year.	Not Applicable.	N/A
7.6 (xiv)	Information in respect of Employee Share Option Schemes.	Note 35.3 to the Financial Statements.	177
	The number of options granted each category of Employees during the financial year.	Note 35.3 to the Financial Statements.	178
	Total number of options vested but not exercised by each category of Employees during the financial year.	Note 35.3 to the Financial Statements.	178
	Total number of options exercised by each category of Employees and total number of shares arising therefrom during the financial year.	Note 35.3 to the Financial Statements.	178
	Options cancelled during the financial year and the reasons for such cancellation.	Note 35.3 to the Financial Statements.	178
	The exercise price.	Note 35.3 to the Financial Statements.	178
	A declaration by the directors of the Bank confirming that the Bank or any of its subsidiaries has not, directly or indirectly provided funds for the ESOS.	Annual Report of the Board of Directors on the State of Affairs of the Bank.	131

Rule No.	Disclosure Requirement	Section references	Pages	INVESTOR
7.6 (xv)	Disclosures pertaining to Corporate Governance practices in terms of Rules 7.10.3, 7.10.5c and 7.10.6c of Section 7 of the Listing Rules.	Annual Report of the Board of Directors on the State of Affairs of the Bank and Corporate Governance, Profiles of the Board of Directors, Notes to the Financial Statement, Audit Report, Human Resources and Remuneration Committee Report.	79-98, 112-117, 128-137, 146-208, 99-100, 106	RELATIONS
7.6 (xvi)	Related Party transactions exceeding 10% of the Equity or 5% of the total assets of the Bank's as per Audited Financial Statements, whichever is lower.	The Bank did not have any related party transaction exceeding this shareholding as at end 2015.	N/A	

# 1. STOCK EXCHANGE LISTING

The Ordinary Voting Shares of Union Bank of Colombo PLC are listed on the Colombo Stock Exchange.

The unaudited interim Financial Statements of the first three quarters of 2015 were submitted to the CSE within 45 days from the respective quarter end as required by the Rule No. 7.4(a) (i) of the Listing Rules of the CSE.

The Audited Income Statement for the year ended December 31, 2015 and the Audited Balance Sheet as at December 31, 2015 will be submitted to the CSE within two months from the Balance Sheet Date as required by the Rule 7.4(a) (i) of the Listing Rules of the CSE.

The Stock Exchange symbol for Union Bank is "UBC".

Details of trading activities are published in most daily newspapers, generally under the above abbreviation.

# 2. TWENTY MAJOR SHAREHOLDERS AS AT 31.12.2015

Sequence	Name of the Shareholder	Total No. of Shares issued as at 31/12/2015	Percentage (%)	Total No. of Shares issued as at 31/12/2014	Percentage (%)
1.	Culture Financial Holdings Ltd	763,984,374	70.00	763,984,374	70.00
2.	Vista Knowledge Pte Ltd	64,677,973	5.93	64,677,973	5.93
3.	Associated Electrical Corporation Ltd	29,237,387	2.68	25,970,146	2.38
4.	Mr. A.I. Lovell	22,743,780	2.08	22,743,780	2.08
5.	Mr. C.P.A. Wijeyesekera	18,508,468	1.70	18,508,468	1.70
6.	Mr. D.A.J. Warnakulasuriya	14,842,730	1.36	14,842,730	1.36
7.	Exsab International Holding Co for Trading Development	8,902,139	0.82	8,902,139	0.82
8.	Ashyaki Holdings (Pvt) Ltd	7,792,506	0.71	7,792,506	0.71
9.	Mr. M.D. Samarawickrama	7,660,582	0.70	7,660,582	0.70
10.	Mr. S.P. Khattar	7,343,365	0.67	7,343,365	0.67
11.	Sterling Holdings (Private) Ltd	7,207,557	0.66	-	-
12.	Dr. T. Senthilverl	6,365,767	0.58	4,010,281	0.37
13.	Asian Alliance Insurance PLC – A/C 02 (Life Fund)	6,067,256	0.56	5,827,256	0.53
14.	Rosewood (Pvt) Limited- Account No. 1	5,500,698	0.50	8,443,698	0.77

# INVESTOR RELATIONS

Sequence	Name of the Shareholder	Total No. of Shares issued as at 31/12/2015	Percentage (%)	Total No. of Shares issued as at 31/12/2014	Percentage (%)
15.	Commercial Agencies (Ceylon) Ltd	4,050,833	0.37	4,050,833	0.37
16.	Ajita De Zoysa & Company Limited	4,050,832	0.37	4,050,832	0.37
17.	Anverally and Sons (Pvt) Ltd A/C No.01	2,932,600	0.27	1,522,600	0.14
18.	Standard Chartered Bank Singapore S/A HL Bank Singapore Branch	2,875,149	0.26	2,875,149	0.26
19.	Rubber Investment Trust Limited A/C No. 01	2,078,975	0.19	778,975	0.07
20.	Ceylon Biscuits Limited	2,000,000	0.18	2,000,000	0.18
	Sub Total	988,822,971	90.60	975,985,687	89.42
	Other Shareholders	102,583,278	9.40	115,420,562	10.58
	Total	1,091,406,249	100.00	1,091,406,249	100.00

# 3. INFORMATION ON SHARE TRADING

	Year 2015
Number of Shares Traded	96,210,375
Value of Shares Traded (Rs.)	2,452,646,913

# 4. INFORMATION ON MARKET PRICES

	Market Price (Rs.)	Date
Highest Price	30.30	12.01.2015
Lowest Price	20.00	15.12.2015
Year end Price	20.20	31.12.2015

# 5. CREDIT RATING

Fitch Rating – BB+ (Ika)

# 6. DIRECTORS' SHAREHOLDINGS INCLUDING CHIEF EXECUTIVE OFFICER

The Directors' shareholdings as at 31st December 2015 were as follows;

Name of the Director	No. of Ordinary Shares	
	Beginning of Year 2015	End of Year 2015
Mr. Alexis Lovell	22,743,780	22,743,780
Mr. Asoka de Silva	8,900	8,900

# 7. PUBLIC SHAREHOLDING

As per the Rule No. 7.13.1(a)i of the Colombo Stock Exchange, the Public Holding as at 31st December 2015 is 21.91%.

# 8. SHAREHOLDER BASE



# **Ordinary Voting Shares**

SHARE RANGE	NO OF SHAREHOLDERS	PERCENTAGE %	NO OF SHARES	SHARE HOLDING %
1-1,000	29,208	87.05	4,328,837	0.40
1,001-10,000	3,205	9.55	11,245,570	1.02
10,001-100,000	957	2.85	28,218,580	2.59
100,001-1,000,000	146	0.44	40,105,743	3.68
1,000,001-10,000,000	31	0.09	102,738,099	9.41
10,000,001-& ABOVE	6	0.02	904,769,420	82.90
TOTAL	33,553	100.00	1,091,406,249	100.00

9. Information pertaining to the material foreseeable risk factors that require disclosures as per the Rule 7.6 (vi) of the Listing Rules of the CSE are discussed in the section on "Managing Risk at Union Bank" on pages 66-78.

10. There were no material issues pertaining to employees and industrial relations pertaining to the Bank that occurred during the year under review which need to be discussed as per the Rule No. 7.6 (vii) of the Listing Rule of the CSE.

Public Holding shall mean shares of a Listed Entity held by any person other than those directly or indirectly held by;

- a) Its parent, subsidiary or associate Entities or any subsidiaries or associates of its parent Entity;
- b) Its directors who are holding office as directors of the entity and their close family members
- c) Chief Executive Officer, his/her close family members;
- d) Key Management Personnel and their Close Family Members; and;
- e) any party acting in concert with the parties set out in (a), (b), (c) and (d) above;
- f) Shares that are in a locked account with the Central Depository Systems (CDS) due to a statutory or regulatory requirement other than those shareholders exempted under (h) below and those which have been subject to a voluntary lock-in at the option of the shareholder.
- g) shares that have been allotted to employees whereby the shares of a Listed Entity are, directly or indirectly controlled by the management or the majority shareholder of the Entity;
- any Entity or an individual or individuals jointly or severally holding 5% or more of the shares of the Listed Entity if the Entity is a DiriSavi Board Entity and 10% or more of the shares if the Listed Entity is a Main Board Entity except where such shareholder is;
  - i. a statutory institution managing funds belonging to contributors or investors who are members of the public; or
  - ii. an entity established as a unit trust or any other investment fund approved by the SEC; or
  - iii. not a related party declared in terms of Sri Lanka Accounting Standards or a party acting in concert declared in terms of the Takeovers and Mergers Code.



# **RISK** SCOPE OF RISK MANAGEMENT

MANAGEMENT

At Union Bank, we understand that risk measurement, monitoring and control is vital in each and every aspect of our operational areas. We believe risk management cannot exist in isolation, and, therefore the Bank takes all efforts to ensure that all its risk management policies and processes are robust, integrated with the business lines and in accordance with the overall risk management strategy.

The Bank is aware that it is exposed to many types of risks while operating within the business strategy in fulfilling shareholder expectations. These risks arise from the key areas of Credit, Operations, Market, and Liquidity. The Bank takes conscious and calculated risk decisions in its overall operations keeping in mind the related risks. The Board, through the Integrated Risk Management committee (IRMC) provides the strategic risk direction while striking a balance between the probable returns and acceptable risk levels.

The IRMC reviews, monitors and places additional processes, policies and procedures as the business continues to grow, covering a wide spectrum of risks other than the key areas, yet which could hinder the optimisation of the Banks performance.

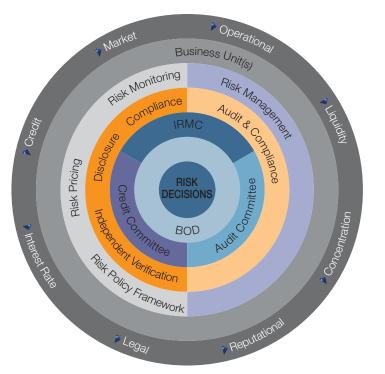
Committee	Key Objectives	Represented By
Board Integrated Risk Management Committee (IRMC)	The committee ensures that Group wide risks are managed within the risk strategy & appetite as approved by the Board of Directors.	Please refer Page 102 (Board Integrated Risk Management Committee Report).
Board Credit Committee (BCC)	To approve high value credit in line with the Bank's risk appetite and in line with regulatory requirements.	Chairman, Representative Directors and CEO.
Board Audit Committee (BAC)	To assist the Board in maintaining an effective system of internal control, compliance with legal and regulatory requirements of CBSL and CSE, external financial reporting and internal audit function itself.	Please refer Pages 99-100 (Board audit committee Report).
Executive Credit Committee (ECC)	Review, and approve credit proposals under ECCs delegated authority as directed by BCC.	Wholesale Banking, Retail Banking, CEO and CRO.
Executive Risk Management Committee (ERMC)	Review, monitor and evaluate the policies & procedures in the areas of credit risk, operational risk, market risk in accordance with the IRMC guidelines.	Risk Management, Wholesale Banking, Treasury, Retail Banking, Operations, Finance, Compliance, Internal Audit and Information Technology.
Operational Risk Management Committee (ORMC)	Review and monitor the operational risk related areas including people, process, and systems in accordance with the IRMC guidelines.	Risk Management, Operations, Compliance, Internal Audit and Information Technology.
Asset Liability Committee (ALCO)	Optimise the financial resources and to manage the connected risks in the areas of Market and liquidity.	Risk Management, Wholesale Banking, Retail Banking, Finance and Treasury.
IT Steering Committee	To monitor and review the IT infrastructure to support the optimisation of overall business strategy and mitigate technological risks.	Risk Management, Wholesale Banking, Retail Banking, Operations, Finance, Compliance, and Information Technology.

# **RISK RELATED KEY MANAGEMENT BODIES**

# THREE LINES OF DEFENCE PRINCIPLE

The Bank follows both the industry and international best practices in its risk management function. As identified by the BASEL committee and practiced worldwide, the three lines of defence principle is in force within the Bank. The front line or the business line management act as the first line of defence and deals with the risk exposures at the very primitive level. The Bank makes sure that business line managers are empowered to deal with risk and to take the ownership of the risks borne. The IRMC directs the Risk Management Department (RMD) as an independent function to act as the second line of defence. The Audit and Compliance functions with their independent review mechanisms act as the third line of defence in managing risks.



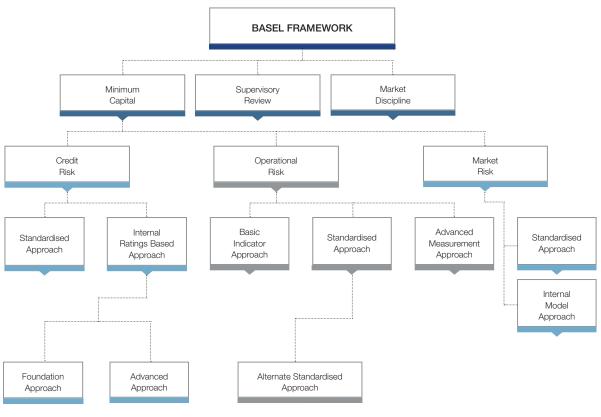


Three Lines of Defense

# RISK APPETITE AND TOLERANCE

Risk appetite is an expression of the amount of risk that the Bank is prepared to accept in delivering its promises and meeting the responsibilities to the stakeholders at large. It is inevitable that the Bank will accept risks, hence risk taken within appetite may give rise to expected losses, but these as analysed and accepted will be sufficiently absorbed by the expected earnings.

The Bank strives to enhance the integrated risk management function as one of its most critical core competency. Bank relies upon the overall policy framework to ensure the maintenance of consistent high standards in its operations and to encourage the risk decision making process by raising the risk awareness that could hinder the risk and return relationship.



# RISK MANAGEMENT

# RISK MANAGEMENT

# **RISK** BASEL II FRAMEWORK & IMPLEMENTATION

Bank's Approach	Credit Risk	Market Risk	Operational Risk
Pillar I – The minimum capital requirements	For regulatory capital computation purposes, the Bank / Group uses Standardised Approach under credit risk.	The Bank / Group have adopted the Standardised Approach for calculation of the Market Risk capital charge	Capital Charge for Operational Risk is computed using the Basic Indicator Approach (BIA) for the Bank and Group.
Pillar II – The supervisory review It is a prerequisite that Banks conduct a comprehensive assessment of its risks periodically, and retain adequate capital funds to ensure any unexpected losses which are not assessed under Pillar I. As such, in order to assist Banks to assess its risk profil accurately, the Monetary Board of the Central Bank of Sri Lanka (CBSL) has issued the Banking Act direction No. 5 of 2013 titled 'Supervisory Review Process (Pillar II of Basel II) and Bank complies with the same by assessing it's additional capital requirements for the risks such as interest rate, liquidity risk, concentration risk, reputational risk etc. The Bank has a comprehensive Internal Capital Adequacy Assessment Process (ICAAP) for the assessment and documentation of additional capital requirements under pillar II.			
Pillar III – Market Discipline	Pillar III prepares the Bank to promote the availability of material information and true and fair status of the Bank's affairs. The Bank's disclosures are mainly met through the annual reports and with periodic financial statements published.		

# BASEL III AND FUTURE

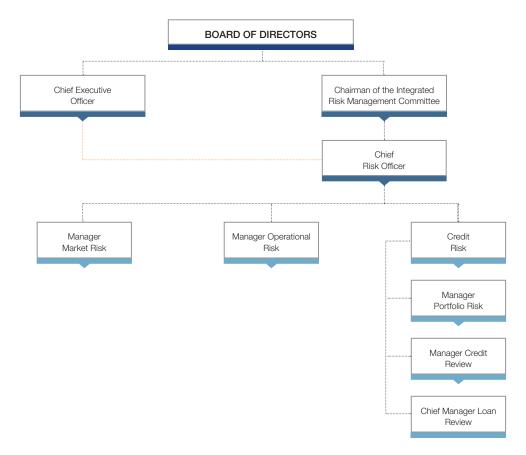
As directed by the regulator the Bank has fallen in line with the requirement of sharing the Liquidity Coverage Ratio (LCR) with the Central Bank of Sri Lanka (CBSL). The Bank has confidently met the set limits and is comfortable in embracing the phased developments of the future requirements of the Basel III requirements.

# CAPITAL ADEQUACY POSITION

As at December 31	2015 Rs.'000	2014 RS.'000
1. Capital Adequacy Ratios		
1.1 Core Capital Ratio		
Eligible Core Capital (Eligible Tier 1)	15,458,060	15,485,556
Total risk-weighted Amount	63,335,071	37,136,361
Core Capital (Tier 1) Ratio,%	24.4	41.7
1.2 Total Capital Ratio		
Capital Base	15,177,627	15,199,541
Total risk-weighted Amount	63,335,071	37,136,361
Total Capital Ratio,%	24.1	40.9
2. Computation of Risk Weighted Assets - RWA		
Credit Risk		
RWA of On balance sheet assets	38,403,741	26,571,653
RWA of Off balance sheet assets	3,771,702	3,982,317
Total RWA for Credit Risk	42,175,443	30,553,970
Market Risk		
Capital Charge for Interest Rate Risk	104,363	760
Capital Charge for Equity	1,596,906	378,190
Capital Charge for Foreign Exchange & Gold	21,508	3,323
Total Capital Charge for Market Risk	1,722,777	382,272
Total RWA for Market Risk (Total Capital Charge for Market Risk x 10)	17,227,771	3,822,725

2015	2014
Rs.'000	RS.'000
1,678,663	1,678,663
1,605,651	1,605,651
2,621,238	2,235,019
1,968,517	1,839,778
275,967	275,967
3,931,856	2,759,666
63,335,071	37,136,361
	Rs.'000 1,678,663 1,605,651 2,621,238 1,968,517 275,967 3,931,856

# **RISK GOVERNANCE STRUCTURE**



# CREDIT RISK MANAGEMENT

Credit risk is the risk of potential loss arising due to the borrower or counterparty failing to meet its contractual obligations when they fall due.

The Bank strives to achieve / maintain a high quality of its loan portfolio by accommodating exposures within the Bank's risk appetite and improving / maintaining the non-performing loans % below the industry norm.

The Bank's Credit Policy, approved by the Board of Directors, provides the basic framework for lending and the Credit Manual and circular instructions give more details on how to perform the functional responsibilities. The credit policy and the credit manual are reviewed regularly to ensure that the Bank is able to meet its business objectives against the Country's frequently changing financial landscape.

RISK

MANAGEMENT

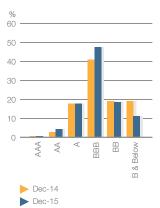
# RISK MANAGEMENT

The Bank's credit proposal generation takes place at 3 locations namely Retail Assets Centre, SME Asset Centre, and Corporate Banking Division. The Bank took a policy decision to shift to 'centralised credit processing' as opposed to branch based credit processing and successfully set up the Retail and SME Asset Centres. Retail assets refer to housing loans, personal loans, vehicle loans, credit cards and also the products known as schematised loans.

The Bank uses a sophisticated loan originating system which generates credit proposal and rates the borrower against specified parameters, and is submitted for approval online. The ratings lie on a scale between AAA (lowest credit risk) and D (very high vulnerability to default).

The Bank's credit disbursements to the rating categories of BBB and above has significantly increased due to the improved credit selection in sanctioning. At the same time the portfolios below the rating of BB have reduced to lower levels when compared to the previous year. The alignment of Bank's credit policies, lending principles and risk appetite to the strategic objectives has driven the rating composition to the current improved mix.

## CORPORATE & SME RATING COMPARISON

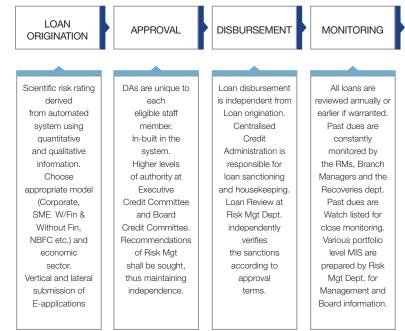


# MANAGING COUNTERPARTY RISK

Counterparty credit risk emanating from the Bank's trading book is managed by fixing limits against the counterparties and in certain trade transaction, against an approved underlying transaction. The Bank can also reduce the counterparty risk by its ability to offset trading positions of a Counterparty. At present, Union Bank's counterparty credit risk is minimal due to the relatively small volumes in trading book, mainly consisting of government securities.

# MANAGING BORROWER RISK

The Bank's Credit Policy and the Credit Manual can be described as the rules and parameters within which the Bank's credit officers manage daily business activities. These documents define the principles encompassing client selection, early warning reporting, tolerable levels of concentration risk and portfolio monitoring in line with the Bank's risk appetite. Apart from a clearly defined Credit policy and the Credit Manual, the Bank has a comprehensive credit approval process with delegated authority linked to the risk profile of the borrower.



# MANAGING CONCENTRATION RISK

Disproportionate concentration to one area or segment creates a potentially high risk since there are borrowers with similar characteristics within such groups.

Bank mainly monitors credit concentration risk using economic sector groups and large borrower groups. The economic sector concentration risk is monitored against Board approved limits as well as stress tests using the HHI (Herfindhal-Hirshman Index) method.

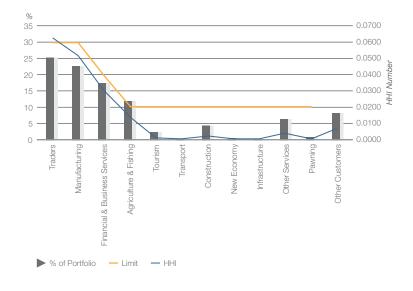
To manage the credit concentration of the book bank has devised the credit model to define various limits on the maximum exposure for different industry segments. Depending on the performance of the specific industries and micro economic conditions that affects the performance of such industries, interim limits too are put in to place.

Meeting the regulatory requirements assessment on top borrowers and adherence to the single and related party limits are closely monitored by the Bank.

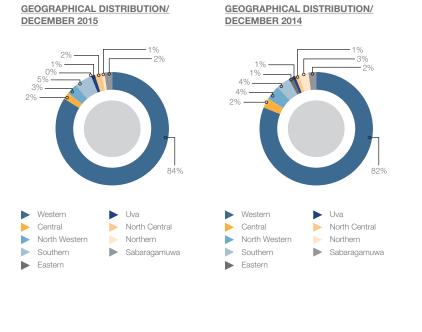
#### ECONOMIC SECTOR CONCENTRATION/ DECEMBER 2015

#### SECTOR WISE/ DECEMBER 2015

RISK MANAGEMENT

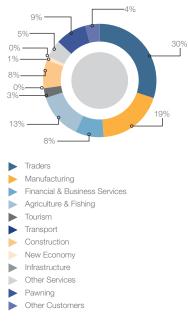


Effective discussions take place at various forums to mitigate risks of the credit portfolio. Apart from the economic sector and name concentration mentioned above, the Bank reviews Borrower rating distributions, Age analysis, Geographical distribution, country risk etc for portfolio level monitoring.



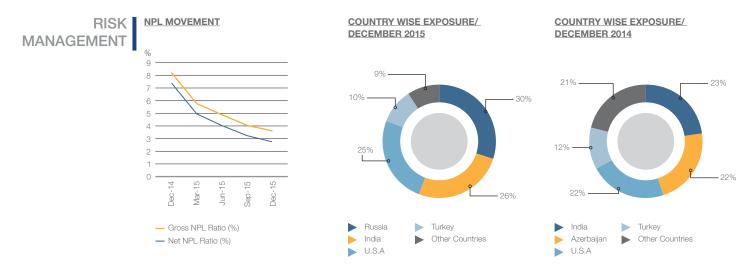
#### -8% 1% - 25% 6%-0% , 4%<sup>.</sup> 0% 12% 23% 18% Traders Þ Manufacturing Financial & Business Services Agriculture & Fishing Tourism ► Transport Construction New Economy ► Infrastructure Other Services Pawning Other Customers

#### SECTOR WISE/ DECEMBER 2014



#### MANAGING DELINQUENT LOANS

Bank's non-performing portfolio is monitored on a proactive basis through regular follow up with clients and restructuring of facilities on a need basis. Risk Management Department monitors the watch listing of accounts by recommending action plans and close monitoring to prevent such borrowers becoming non-performing.



#### OPERATIONAL RISK MANAGEMENT

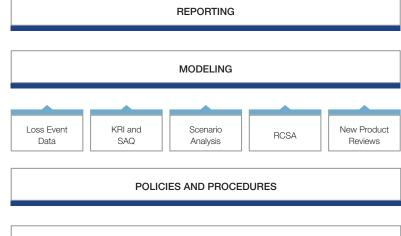
In line with CBSL directions the Bank has set up a separate unit for loan review within the Risk Management Department. The unit was formulated to continuously monitor the bank's lending portfolio by focusing the top exposures in each of the business unit/group bringing about qualitative improvements in credit administration.

The high valued loans will be reviewed periodically and more frequently when factors indicate a potential for deterioration in credit quality surfaces. A minimum of 30%-40% of loan portfolio is reviewed each year to provide a reasonable assurance that all major credit risks post sanctions have been tracked.

The loans will be reviewed keeping in mind the approval processes, accuracy and timeliness of credit ratings, adherence to internal policies and procedures, applicable laws/ regulations, compliance to loan covenants, post sanction follow ups and sufficiency of documentation.

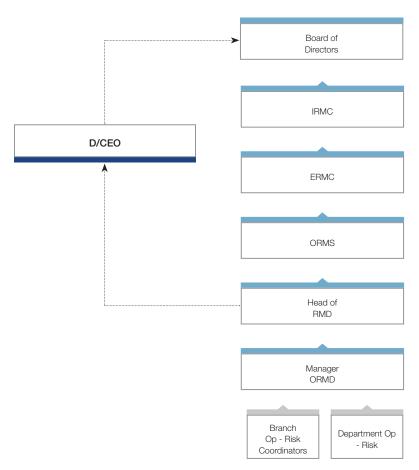
#### MANAGING CROSS BOARDER EXPOSURES

Bank is also exposed to cross boarder risks, where in the instances that the Bank is unable to receive or recover the dues overseas. Convertibility, transferability, government specific rules and regulation affects the cross boarder exposure risk. Operational Risk is defined as the risk of loss resulting from inadequate or failed internal processes, people and systems or from external events. The definition includes legal risks but excludes strategic and reputational risks. The Bank uses heat maps to assess the risks.



CULTURE AND AWARENESS

Operational Risk Management Model



ORMD Governance Structure

#### METHODS OF OPERATIONAL RISK MANAGEMENT:

#### a. Loss Events

Loss event data are historic and backward looking which provides valuable insights into current operational risk exposures. Data gathered are segregated into seven Basel risk types (excluding legal and compliance risk) for advanced capital computation in the future. All staff members are responsible to report risk/ loss events as soon as they perceive or materialise and are responsible to record such risk/ loss events immediately as either an actual loss, a potential loss or a near miss using one of industry's best web-based solution for operational risk management (ORM). Once an event is input, it is verified by an Independent department, and submitted to Operational risk management department for causal and impact analysis, recovery, provisioning and closure, if applicable. Follow ups or reports from Audit department or any other branch/ department can be obtained using the Action Management module of ORM solution. There are various dashboards available in the ORM solution to provide snapshot of Operational Risk information at Branch, Management and Business Unit level and as a Bird-Eye view for the Bank which are useful in determining the trends and potential areas to avoid, mitigate by improving/ implementing control/s. The losses incurred during the year amounts to Rs. 36.52 Mn which is 1.99% of the three year average gross profit of the Bank. Also 30% of these losses are related to Credit Risk.

#### Key Risk Indicators (KRI) and Self-Assessment Questions (SAQs)

Detailed KRI and SAQ programs are scheduled every month to record the changing environment. Answers to KRIs will be number driven whilst for SAQs, users will chose from a drop down list of answers. The information, so gathered is then analysed to see if there are any trends that poses/ would result in Operational Risk/ Loss to the Bank.

#### C. Scenario Analysis

Along with KRIs and SAQs, users are required to complete a scenario analysis on a monthly basis. In this, users are free to report any current & potential risks they envisage within their area of work, whether internal or external. In addition, scenarios of potential events, which are infrequent, but have severe impact to the Bank when they happen would be identified and analysed by the Risk Management Department (RMD).

# d. Risk & Control Self-Assessment (RCSA)

In a RCSA program, branches and departments take the ownership of its own risks & controls and assess the risks that may exist in its area. RCSA programs are done annually or more frequently to assess the risk areas of the Bank and apply controls where necessary. Information so gathered will also be used for capital computation purposes under score card method in the Advanced Measurement Approach in the future. The Bank is in the process of formulating RCSA templates for each business units / service units as the first phase of rolling out this program.

There are three types of RCSAs: Questionnaire approach, Workshop approach and Hybrid (mix of above two) approach. Bank will initially use the questionnaire based approach to assess risks under RCSAs.



### RISK MANAGEMENT

### RISK MANAGEMENT

#### e. Ad-hoc Incident Reporting

Bank encourages staff to report any operational lapses or potential frauds directly to designated senior management officials as described in the Bank's Whistleblower policy, if the staff member is fearful to route the concerns through the line management. Bank views this method as a useful method of communication to reduce potential losses to a greater extent.

#### f. New Product, Service or Process Launch

Prior to launching new products, services or processes, the owners must evaluate the risks as per new product policy. Then the detailed Product Programme Guide with a Risk Matrix listing such risk identified and mitigants shall be signed off by all key stakeholders.

#### MARKET RISK

Market risk is defined as the risk of losses in On/Off balance sheet positions arising from movements in market prices. It comprises of Interest Rate Risk (IRR), Foreign Exchange Risk (FX), Equity Price Risk and Commodity Price Risk.

#### MANAGING MARKET RISK

Asset and Liability Management Committee (ALCO) of the Bank is mainly responsible for managing the Interest Rate Risk, Exchange Rate Risk, and Liquidity Risk & Equity Price Risk. Within the overall Risk Framework, Management both treasury front office and back office functions are monitored by Treasury Middle office (TMO). TMO operates as an independent function. The Bank's market risk management function is governed by the Market Risk Policy, Liquidity Risk Management Policy, Asset Liability Risk Management Policy and Investment Policy.

TMO is primarily responsible for the setting up of suitable policy/ procedures for the treasury operations and Setting up of various limits to monitor business operations. TMO also maintains its independent MIS reports and dashboard reports which are reported to ALCO, integrated risk management committee and to the Board of Directors in support of the decision making process. TMO uses various tools in measuring Market Risk exposures such as Value at Risk(VaR) Duration, Modified Duration(MD),Mark to Market valuations(MTM). Bank is also looking at the additional avenues to expand the market risk management platforms with the deployment of the automated Asset & Liability Management system.

# MANAGING FOREIGN EXCHANGE RISK

The foreign exchange(FX) risk arises due to the volatility of exchange rates on open foreign exchange positions. Foreign exchange risk is managed through approved limits by the Board of directors & in line with the CBSL requirements. Limits include Net Open Position, Trading Limits, and Dealer Limits, Counter party Limits & Gap Limits.

Bank has been prudent in managing the FX risk throughout. Bank has been able to manage its open positions (NOP) within the limit allowed by CBSL and the no major losses were incurred during the volatile period underwent by USD/LKR exchange rate in recent past.

#### FOREIGN EXCHANGE OPEN POSITION

#### As at end of the day 31 December 2015

CURRENCY	On Balance Sheet +	On Balance Sheet -	Off Balance Sheet +	Off Balance Sheet -	Net Position in Original Currency	FX Rate	Net Position in LCY	FX Position %
CAD	-	(2,846.59)	-	-	(2,846.59)	103.7776	(295,412.28)	0.00%
CHF	200.00	-	-	-	200.00	145.1851	29,037.02	0.00%
EUR	-	(8,633.60)	49,000.00	(25,000.00)	15,366.40	157.2536	2,416,421.72	0.02%
GBP	-	(953,260.63)	970,000.00	-	16,739.37	213.759	3,578,190.99	0.02%
JPY	397,715.18	-	-	-	397,715.18	1.1976	476,303.70	0.00%
USD	-	(2,985,522.92)	12,403,121.35	(8,147,756.15)	1,269,842.28	144.1834	183,090,177.39	1.25%
AUD	-	(1,334,284.23)	2,055,000.00	(720,000.00)	715.77	105.4488	75,477.09	0.00%
KWD	47.50	-	-	-	47.50	474.912	22,558.32	0.00%
NZD	4,486.07	-	-		4,486.07	98.8016	443,230.89	0.00%
SAR	1,500.00	-	-	-	1,500.00	38.4166	57,624.90	0.00%
SGD	6,678.61	-	-	-	6,678.61	102.037	681,465.33	0.00%
AED	52,465.70	-	-	-	52,465.70	39.2555	2,059,567.29	0.01%
Total							192,634,642.36	1.31%



#### MANAGING LIQUIDITY

Liquidity risk is mainly manage through Stock approach & Floor approaches under the supervision of ALCO .Under stock approach liquidity is measured in terms of key ratios which portray the liquidity stored in the balance sheet where as under floor approach Banks should prepare a statement of Maturities of Assets and Liabilities placing all cash inflows and outflows in the time bands according to the residual time to maturity.

RISK MANAGEMENT

As per CBSL requirements TMO Monitors a comprehensive list of stock parameters. And deviations, exceptions to the approved ratios are dealt in accordance with the overall risk governance framework. In assessing the liquidity position of the Bank ,Advances to deposit ratio, maturity profile of the assets and liabilities, liquidity Gap and Statutory liquid asset ratio are considered pivotal.

Also the Bank conducts regular stress tests & scenario analysis to measure impact on liquidity due to adverse movements in its cash flows. Bank has already devised the contingency Funding plan which makes sure the completeness of a comprehensive market risk management framework.

Item 000'	Upto 1 Month	1 to 3 Months	3 to 6 Months	6 to 9 Months	9 to 12 Months	1 to 3 Years	3 to 5 Years	Over 5 Years	Total
				Inflows					
Cash on Hand	1,256,027	-	-	-	-	-	-	-	1,256,027
Nostro	-	248,486	-	-	-	-	-	-	248,486
Placements	284,074	-	-	-	-	-	-	-	284,074
Deposits with CBSL	113,319	241,953	158,396	82,623	54,602	22,168	19,113	614,638	1,306,812
Treasury Bills/ Bonds	3,120,001	1,696,696	2,371,212	16,424	-	2,531,981	491,194	50,064	10,277,573
Investments (net of provisions)	-	1,011,580	288,367	-	-	103,270	1,387,858	893,894	3,684,969
Dealing Securities	7,984,991	-	-	-	-	-	-	-	7,984,991
Bond - Serendib Capital	-	-	-	-	-	-	-	2,569,046	2,569,046
Bills of Exchange	667,879	494,302	164,079	8,882	-	-	-	-	1,335,142
Overdrafts	727,496	697,184	697,184	697,184	697,184	1,273,118	1,273,118	1,193,628	7,256,095
Loans & Advances	7,516,583	6,931,524	3,344,823	1,240,679	1,079,001	6,619,106	2,849,742	932,547	30,514,005
NPL	-	-	-	-	223,288	-	-	669,865	893,153
Accrued Interest	182,320	33,230	54,648	2,405	881	74,496	12,558	1,257	361,794
Other Assets	61,071	156,752	47,110	29,819	16,545	51,329	6,974	659	370,260
Fixed Assets	-	-	-	-	-	-	-	2,032,014	2,032,014
Taxation	-	-	306,981	-	-	-	-	-	306,981
	21,913,761	11,511,707	7,432,799	2,078,016	2,071,502	10,675,468	6,040,557	8,957,613	70,681,422
Letters of CreditSight 60%	-	138,313	263,296	69,117	5,171	-	-	-	475,897
Letters of CreditUsance 20%	-	60,178	143,607	55,924	-	-	-	-	259,709
Performance/Bid/Cutoms & other G'tees		11,650	23,301	34,951	34,951	34,951	-	-	139,803
Overdraft undrawn	64,743	257,023	237,596	241,767	270,444	387,983	387,983	363,759	2,211,299
	64,743	467,165	667,800	401,758	310,565	422,934	387,983	363,759	3,086,708
Total (a)	21,978,504	11,978,872	8,100,599	2,479,774	2,382,067	11,098,402	6,428,540	9,321,371	73,768,130

#### MATURITIES OF ASSETS AND LIABILITIES

## RISK MANAGEMENT

Item 000'	Upto 1 Month	1 to 3 Months	3 to 6 Months	6 to 9 Months	9 to 12 Months	1 to 3 Years	3 to 5 Years	Over 5 Years	Total
				Outflows					
Demand deposits	579,655	579,655	463,724	347,793	347,793	-	-	618,573	2,937,193
Savings deposits	183,900	183,900	183,900	183,900	183,900	459,751	459,751	4,265,235	6,104,237
Time Deposits	2,337,913	5,903,150	3,041,904	1,312,709	946,306	176,400	100,482	11,750,150	25,569,015
Certificates of Deposits	39,466	177,445	559,567	428,211	81,040	7,676	-	1,066,824	2,360,230
Nostro	-	55,763	-	-		-	-		55,763
Borrowings from Banks / Repo's	8,464,953	3,144,303	2,175,629	33,056	205,794	1,043,893	5,944	-	15,073,571
Deffered Taxation		-	-	-	68,958	-	-	-	68,958
Interest payable	126,015	198,304	237,882	85,041	20,971	87,847	4,881	288	761,229
Other liabilties	507,593	433,994	134,738	24,335	13,870	31,811	14,724	22,134	1,183,198
Shareholders Funds		-	-	-		-	-	16,568,028	16,568,028
	12,239,495	10,676,514	6,797,345	2,415,046	1,868,632	1,807,378	585,783	34,291,231	70,681,422
Letters of CreditSight 60%	138,313	263,296	69,117	5,171			-	-	475,897
Letters of CreditUsance 20%	60,178	143,607	55,924	-	-	-	-	-	259,709
Performance/Bid/Cutoms & other G'tees	12,945	25,889	38,834	38,834	38,834	-	-	-	155,337
Guarrantee Commission payable	-	-	-	21,225	-	-	-	-	21,225
Overdraft undrawn	645,753	993,049	274,038	149,229	149,229	-	-	-	2,211,299
	857,189	1,425,843	437,913	214,459	188,063	-	-	-	3,123,467
Total (b)	13,096,684	12,102,356	7,235,258	2,629,505	2,056,695	1,807,378	585,783	34,291,231	73,804,889
Gap=(a)-(b)	8,881,821	(123,484)	865,341	(149,731)	325,372	9,291,024	5,842,757	(8,401,831)	(36,759)
Cumulative Gap	8,881,821	8,758,336	9,623,677	9,473,946	9,799,319	19,090,343	24,933,100	16,531,269	
Cumulative Liabilties	13,096,684	25,199,040	32,434,298	35,063,803	37,120,497	38,927,875	39,513,658	73,804,889	
Cumulative Gap as a % Cumulative liabilites	67.82%	34.76%	29.67%	27.02%	26.40%	49.04%	63.10%	22.40%	

#### MANAGING INTEREST RATE RISK

IRR is the risk to the Bank's earnings and capital that arises out of meeting customers' demands for interest rate-related products with various re-pricing profiles and the Bank's interest rate mismatch strategy. As interest rates and yield curves change over time, theoretically the Bank may be exposed to a loss in earnings and capital due to the re-pricing structure of all on- and off-balance sheet items. Movements in interest rates can affect the Bank's earnings by changing its net interest income (NII). Changes in interest rates also affect the economic value of the Bank's assets, liabilities and off-balance sheet items. An effective risk management process that maintains interest rate risk within prudent levels is essential not only to safety and soundness but also to the Bank's profitability. Bank currently measure the interest rate risk from both Earnings perspective & Economic Value of Equity perspective.



#### SENSITIVITY REPORT ON INTEREST SENSITIVE ASSETS AND LIABILITIES

				Sen	sitivity of Ass	ets and Liabi	lities			
Item 000'	Non Sensitive	Upto 1 Month	1 To 3 Months	3 To 6 Months	6 To 9 Months	9 to 12 Months	1 to 3 Years	3 to 5 Years	Over 5 Years	Total
					Inflows					
Cash on Hand	1,256,027	-	-	-	-	-	-	-	-	1,256,027
Nostro	248,486	-	-	-	-	-	-	-	-	248,486
Placements	-	284,074	-	-	-	-	-	-	-	284,074
Deposits with CBSL	1,306,812	-	-	-	-	-	-	-	-	1,306,812
Treasury Bills/ Bonds	-	3,120,001	1,696,696	2,371,212	16,424	-	2,531,981	491,194	50,064	10,277,573
Investments (net of provisions)	-	-	1,011,580	288,367	-	-	103,270	1,387,858	893,894	3,684,969
Dealing Securities	7,984,991	-	-	-	-	-	-	-	-	7,984,991
Bond - Serendib Capital	-	-	-	-	-	-	-	-	2,569,046	2,569,046
Bills of Exchange	-	672,055	494,302	164,079	8,882	-	-	-	-	1,339,317
Overdrafts	-	7,858,439	-	-	-	-	-	-	-	7,858,439
Loans & Advances	-	7,872,995	6,910,451	3,243,425	1,124,100	956,211	6,062,942	2,545,560	755,798	29,471,483
Loans & Advances - fixed rate	-	363,335	101,399	150,256	160,456	161,072	704,242	333,897	198,744	2,173,401
NPL	(1,085,827)								-	(1,085,827)
Accrued Interest	603,376							-	-	603,376
Other Assets	370,260									370,260
Fixed Assets	2,032,014	-		-					-	2,032,014
Taxation	306,981	-		-	-	-	-	-	-	306,981
	13,023,120	20,170,900	10,214,428	6,217,339	1,309,862	1,117,283	9,402,435	4,758,509	4,467,547	70,681,422
Total (a)	13,023,120	20,170,900	10,214,428	6,217,339	1,309,862	1,117,283	9,402,435	4,758,509	4,467,547	70,681,422
					Outflows					
Demand deposits	2,937,193	-	-	-	-	-	-	-	-	2,937,193
Savings deposits	-	6,104,237	-	-	-	-	-	-	-	6,104,237
Time Deposits	-	4,320,292	10,976,447	5,573,228	2,425,467	1,766,749	323,470	183,362	-	25,569,015
Certificates of Deposits	-	72,018	323,805	1,021,108	781,407	147,884	14,008		-	2,360,230
Notros	55,763	-	-				-	-	-	55,763
Borrowings from Banks / Repo's	-	8,464,953	3,144,303	2,175,629	33,056	205,794	1,043,893	5,944		15,073,571
Deffered Taxation	68,958	-	-	-	-	-	-	-	-	68,958
Interest payable	761,229	-	-	-	-	-	-	-	-	761,229
Other liabilties	1,183,198	-	-	-	-	-	-	-	-	1,183,198
Shareholders Funds	16,568,028	-	-	-	-	-	-	-	-	16,568,028
	21,574,369	18,961,500	14,444,554	8,769,965	3,239,930	2,120,427	1,381,371	189,307	-	70,681,422
Total (b)	21,574,369	18,961,500	14,444,554	8,769,965	3,239,930	2,120,427	1,381,371	189,307	-	70,681,422
Gap=(a)-(b)	(8,551,249)	1,209,400	(4,230,126)	(2,552,626)	(1,930,068)	(1,003,144)	8,021,064	4,569,202	4,467,547	

#### LEGAL RISK

As per the definition of Basel the legal risk is covered under operational risk management. Legal risk is connected with the people, processes, systems and also the outside events affecting the normal cause of business.

In managing Banks' legal risk, factors such as regulatory guidelines which may lead to subsequent penalties and fines in non compliance are taken in to consideration. Banking relationships maintained with other entities, individuals both domestic and foreign are also giving rise to legal risk. This is mainly due to the non fulfillment of required precise contractual documentation and adherence to the same. Bank takes adequate measures, process enhancements to ensure the compliance of such legal requirement under its overall risk governance structure.

# RISK MANAGEMENT

#### **RISK** STRATEGIC RISK

MANAGEMENT

Strategic Risk refers to the strategic decisions / plans / objectives which may go wrong due to actions or inactions by the parties to strategic decision making process, adversely affecting the shareholder wealth of the Bank e.g. incorrect decisions, inadequate information for decision making, delayed remedial actions etc.

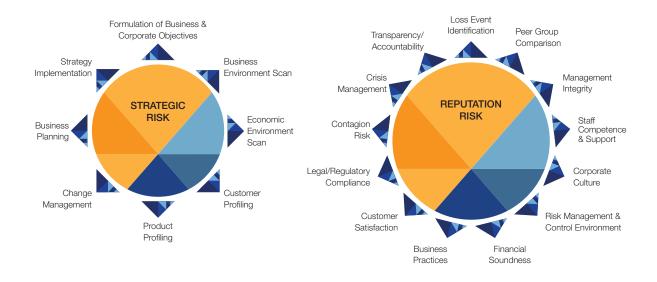
#### COMPLIANCE RISK

Compliance risk is the current and prospective risk to earnings or capital arising from violations of, or nonconformance with, laws, rules, regulations, prescribed corporate governance practices, internal policies and procedures, or ethical standards.

Compliance risk also arises in situations where the laws or rules governing certain bank products or activities of the bank's clients may be ambiguous or untested. This risk exposes the institution to fines, penalties, payment of damages, and the voiding of contracts. Compliance risk can lead to diminish reputation, limited business opportunities, reduced expansion potential, and an inability to enforce contracts. Bank has identified this risk as a material risk and various internal controls, policies, procedures are in place to manage risk.

#### **REPUTATION RISK**

Reputation Risk refers to the potential adverse effects, which can arise from the Bank's reputation being tarnished due to factors such as unethical practices, regulatory actions, subsidiary/ associate company's actions, customer dissatisfaction and complaints, negative/adverse publicity etc. The Bank remains committed to continuously strive to maintain and improve its reputation in all the businesses it operates.



#### STRESS TESTING

Bank uses various techniques (quantitative and/or qualitative) to gauge the vulnerability to exceptional but plausible risk events. Stress Testing is a risk management technique used to evaluate the potential effects of a specific event and/or movement in a set of financial variables on the Bank's financial condition.

Stress testing is an important part of risk management function in the Bank and is considered as an integral part of ICAAP under Pillar II.

The Bank has a robust Stress Testing mechanism which describes the procedure for identifying principal risk factors, frequency, methodology for constructing stress tests, procedure for setting risk tolerance limits. The findings are communicated effectively to the management group in support of the decision making and capital planning process.



The Bank is committed to upholding the highest standards of corporate governance, which necessitates a continual upgrading of practices to be consistent with regulatory requirements, as also their qualitative strenathenina to conform to international best practices. The Board of the Bank necessarily sets the lead in this, in order that good practices are adopted throughout the organisation and result in a superior corporate governance culture. Financial stability, the protection of depositor interests, the creation of shareholder value, and compliance with laws and regulations are critical components of the corporate governance framework. For this purpose the Board has reviewed the Bank's Code of Corporate Governance, as also policies having a bearing on corporate governance.

The Basel Principles on Corporate Governance set the framework which determines the allocation of authority and responsibilities by which the business affairs of a Bank are carried out by its board of directors and senior management. These principles encompass the manner in which they:

- Set the Bank's strategy and objectives;
- Select and oversee key management personnel;
- Operate the Bank's business on a daily basis;
- Protect the interest of depositors, meet shareholder obligations and take into account the interests of other stakeholders of the organisation;
- Align corporate culture, corporate activities and behavior towards ensuring that the Bank will operate in a safe and sound manner, with integrity and in compliance with applicable laws and regulations; and
- Establish control functions.

In order that these principles provide continual resonance within the Bank, it has become necessary for the Board of Directors to substantially enhance its oversight process. Further, the instrumentality of adopting the "three lines of defence" for addressing and managing risks as part of the governance framework is proving beneficial: the first line of defence is provided by each business; the second line emanates from independent risk management and compliance monitoring within the Bank; and the third line is provided by internal audit. The Board of Directors is continually vigilant that these three lines of defence work actively in the interests of corporate governance.

The creation of a high quality corporate governance culture within the Bank is a process of osmosis wherein large numbers of employees continually search for and adopt superior practices. Continuity in management, the adoption of medium-term goals and success in raising profitability contribute positively towards this aspiration. In this context the Board has put in place a three-year strategic plan with measurable goals.

During the year, the Board of Directors has empowered its sub-committees to be increasingly independent. The Board has also constituted a new Related Party Transactions Review Committee, to ensure compliance with its Related Party Transactions Policy, including compliance with Colombo Stock Exchange Listing Rules. Among existing sub-committees, the Internal Audit Committee has made recommendations on the appointment of the external auditor and has each quarter reviewed the reported financial results of the Bank to ensure their integrity. The Integrated Risk Management Committee has defined the Bank's risk appetite for each of its businesses through a risk management framework encompassing also the internal assessment of capital adequacy, and has extended the framework to cover the subsidiaries of the Bank. The Human Resources and Remuneration Committee has approved the organisation structure of the Bank and has put in place the succession plan for Key Management The Personnel. Nomination Committee has been active, with a large number of employees joining the Bank over the year, and has ensured that the Bank's senior management has been continually upgraded through the induction of the right skills encompassing experience, competence and integrity.

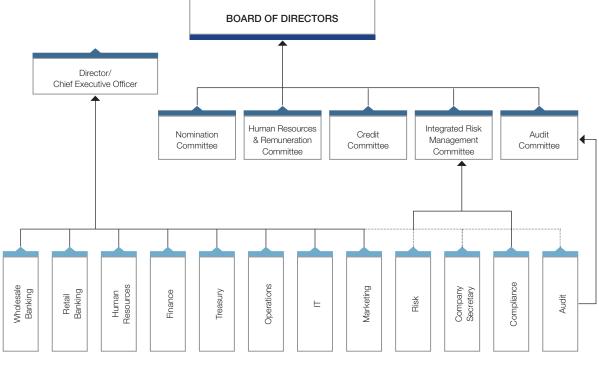
During the year, the Board of Directors has provided support to its sub-committees by encouraging various management committees to work closely with the Board sub-These committees. management committees include, besides the senior leadership team, the Asset and Liability Committee, the Executive Risk Management Committee, the Executive Credit Committee, the IT Steering Committee, the Outsourcing Committee and the Procurement Committee.

Under the direction and oversight of the Board of Directors, the senior management has conducted and managed the Bank's activities in a manner consistent with the business strategy, risk appetite, remuneration and other polices approved by the Board.

### CORPORATE GOVERNANCE



# CORPORATE GOVERNANCE



#### STATEMENT OF COMPLIANCE TO THE DIRECTION NO 11 OF 2007 ON CORPORATE GOVERNANCE

Union Bank of Colombo endorses performance-based а culture. tightly bound within a discipline of compliance, and in conformity with and commitment to operating in an ethical and transparent manner. The Bank has in place a governance structure which fully meets with, and possibly exceeds, regulatory requirements. This governance structure is an integral part of Bank policy, guiding the Board, its subcommittees and the management in the development of its businesses and their relationship with the Bank's customers. International best governance practices are also increasingly guiding the decisionmaking ethic of the Bank.

The composition of the Board also reflects international experience of running financial services businesses in several jurisdictions, thereby enhancing professional standards within the Board. The induction of senior management personnel combining experience and domain expertise, to supplement the existing management team, has also raised professional standards within the senior management team. The Board aims to provide a supple organisational structure which assists in implementing the longterm business strategy and vision of the Bank, with a more nimble service delivery which responds faster to the needs of customers. The Board and its sub-committees periodically meet with the senior management, reviews policies, assesses the adequacy and integrity of the Bank's internal control systems, continually seeks to enrich the management information systems, identifies the principal risks confronting the Bank and methods of mitigating them, and strives to comprehend clearly the regulatory environment.

The Board of Directors will aspire to build medium-term shareholder value, whilst redesigning and further developing the Bank's earlier culture and core values. As its Chairman I confirm that the Bank has been compliant with Direction No 11 of 2007 on Corporate Governance in the manner discussed in this report. The observations in the 'Factual Findings Report' of the External Auditors in respect of compliance with the corporate governance directions issued by the Central Bank of Sri Lanka (CBSL) reveals that it is in line with this report and to the best of my knowledge there are no material violations of the directions.

P. Jayendra Nayak Chairman Union Bank of Colombo PLC



CORPORATE GOVERNANCE The Bank's compliance with Direction No 11 of 2007, issued by the Central Bank of Sri Lanka on the subject ' Corporate GOVERNANCE Governance for Licensed Commercial Banks in Sri Lanka'



Annual Corporate Governance Report of Union Bank of Colombo PLC for the year ended 31st December 2015 is given below:-

Section	Rule	9	Level of Compliance			
3 (1)	The	Responsibilities of the Board				
3 (1) (i)	The Board shall strengthen The safety and Soundness of following		The Bank by ensuring the Implementation of the			
	(a)	Approve and oversee the bank's strategic objectives and corporate values and ensure that these are communicated throughout the Bank;	Complied The Bank has set its strategic objectives and goals through the Board approved strategic plan and through the annual budgets. Strategies and Corporate values have been communicated to all business units and other staff through regular management meetings.			
	(b)	Approve the overall business strategy of the Bank, including the overall risk policy and risk management procedures and mechanisms with measurable goals, for at least the next three years	Complied The Bank has developed the 3-year strategic plan for 2016 – 2018. Strategic plan includes measurable goals for the period of 2016-2018			
	(c)	Identify the principal risks and ensure implementation of appropriate systems to manage the risks prudently;	Complied Board has discussed the risks arising out of new strategies and the ways and means to mitigate them. Further identifying principal risks and implementation of appropriate risk management techniques are performed via the Board appointed Integrated Risk Management Committee (IRMC). Risk Management Department has sent in policies and procedures on Integrated Risk Management Framework and have enforced mechanisms in order to assist the IRMC to identify principal risks prudently.			
	(d)	Approve implementation of a policy of communication with all stakeholders, including depositors, borrowers ,creditors, share-holders and borrowers	Complied Board approved Communication policy is in place which has been reviewed for 2015.			
	(e)	Review the adequacy and the integrity of the bank's Internal control systems and management information systems	Complied Adequacy and the integrity of the Bank's internal control systems and Management Information systems are reviewed by the Board Audit Committee (BAC) on a regular basis and annually by the Board of Directors.			
	(f)	Board has identified and designated key management personnel, as Officers Performing Executive Functions of LCBs as defined in Banking Act Determination No. 3 of 2010 as per Bank Supervision Dept. Guideline ref. 02/17/550/0002/003 on 02 December 2015.	Complied Board of Directors has identified and designated the CEO, VPs, AVP Compliance, AVP Internal Audit, Company Secretary and AVP Branch Network as Key Management personnel of the Bank.			

CORPORATE GOVERNANCE	Section	Rule	9	Level of Compliance
GOVERNANCE		(g)	Define the areas of Authority and key responsibilities for the Board of Directors themselves and for the key management personnel	Complied Articles of the Bank stipulates the authority of Directors and matters specifically reserved for the Directors. Further responsibilities and authority are delegated to the Directors and KMPs via Board approved policies, Terms of References and operational delegation arrangements. Key responsibilities of the Key Management Personnel are included in their respective job descriptions.
		(h)	Ensure that there is appropriate oversight of the affairs of the Bank by key management personnel, that is consistent with Board policy;	Complied Key Management Personnel make regular presentations to the Board on matters under their purview and are also called in by the Board and to Board Sub committees to explain matters relating to their concerns.
		(1)	<ul> <li>Periodically assess the effectiveness of the Board Directors' own governance practices, including:</li> <li>(i) the selection, nomination and election of Directors and key management personnel;</li> <li>(ii) the management of conflicts of interests; and</li> <li>(iii) the determination of weaknesses and implementation of changes where necessary;</li> </ul>	Complied Directors' assessments are conducted annually and complied for 2015 Board has a procedure for selection & appointment of Director, CEO and Key Management Personnel. Code of Corporate Governance approved by the Board has a provision (Section 8) in this regard. Bank has a Self -evaluation process in place for the Board of Directors which include the evaluation of Board of Directors' own governance practices. Summary of self-evaluations obtained have submitted to the Board for their review and action if deem necessary
		(j)	Ensure that the Bank has an appropriate succession plan for key management personnel;	Complied The HRRC and the Board has approved a succession plan for key management personnel.
		(k)	Meet regularly, on a needs basis, with the key management personnel to review policies, establish communication lines and monitor progress towards corporate objectives;	Complied Key Management Personnel make regular presentations to the Board on matters under their purview and are also called in by the Board and to Board Sub committees to explain matters relating to their concerns.
		(I)	Understand the regulatory environment and ensure that the Bank maintains an effective relationship with regulators;	Complied Compliance officer submits monthly reports to the Board that assists the Board to identify the regulatory environment. Board ensures that an effective relationship with the regulators are maintained by way of active participation at meetings with the regulators by the CEO.
82 Union Bank of Colombo PLC Annual Report 2015		(m)	Exercise due diligence in the hiring and oversight of external auditors.	Complied Terms of Reference of the Board Audit Committee (BAC) includes provisions to recommend appointment of External Auditors; Recommended the re-appointment of Messrs Ernst & Young, Chartered Accountants as the Bank's External Auditors for audit services for year 2015. Pursuant to recommendations, Messrs Ernst & Young was re-appointed as the Auditors for the financial year 2015 by the shareholders at the Annual General Meeting held on 31 March 2015.

Section	Rule	Level of Compliance	CORPORATE GOVERNANCE
3 (1) (ii)	The Board shall appoint the Chairman and the Chief Executive Officer and define and approve the functions and responsibilities of the Chairman and the Chief Executive Officer in line with Direction 3(5) of these Directions.	Complied Positions of the Chairman and the Director/Chief Executive Officer (CEO) are separated. Further, function and responsibilities of the Chairman and the CEO are properly defined and approved in line with the Direction 3(5) of these Direction through the Board approved Terms of Reference- Functions and Responsibilities of Chairman , CEO and Senior Director.	GOVERNANCE
3 (1) (iii)	The Board shall meet regularly and board meetings shall be held at least twelve times a year at approximately monthly intervals. Such regular board meetings shall normally involve active participation in person of a majority of Directors entitled to be present. Obtaining the board's consent through the circulation of written resolutions/papers shall be avoided as far as possible.	Complied Board ensures that it meets regularly and involves active participation by the Directors. Board has met twelve times during the year at monthly intervals and as and when it was required. There were four (4) circular resolutions passed during the year.	
3 (1) (iv)	The board shall ensure that arrangements are in place to enable all Directors to include matters and proposals in the agenda for regular board meetings where such matters and proposals relate to the promotion of business and the management of risks of the Bank	Complied Procedure to include matters is stated in the Code of Corporate Governance and meetings are notified in advance allowing Directors to raise matters concerning promotion of business and management of risks.	
3 (1) (v)	The board procedures shall ensure that notice of at least 7 days is given of a regular board meeting to provide all Directors an opportunity to attend. For all other board meetings, reasonable notice may be given.	Complied Regular monthly meetings are informed to the Directors prior to seven days giving them the opportunity to attend.	
3 (1) (vi)	The board procedures shall ensure that a Director, who has not attended at least two-thirds of the meetings in the period of 12 months immediately preceding or has not attended the immediately preceding three consecutive meetings held, shall cease to be a Director. Participation at the Directors' meeting through an alternate Director shall, however, be acceptable as attendance	Complied As per Board Attendance schedule all Directors have attended the required number of meetings for 2015	
3 (1) (vii)	The board shall appoint a company secretary who satisfies the provisions of Section 43 of the Banking Act No. 30 of 1988 whose primary responsibilities shall be to handle the secretariat service to the board and shareholder meeting and to carry out other functions specified in the statutes and other regulations	Complied The Board has appointed a Company Secretary who's primary responsibilities are handling secretariat services to the Board and Shareholder meeting and to carry out the other functions specified in the statutes and other regulations and is also stipulated in the Code of Corporate Governance of the Bank.	
3 (1) (viii)	All Directors shall have access to advice and services of the Company Secretary with a view to ensuring that board procedures and all applicable rules and regulations are followed.	Complied All the Directors have equal opportunity to access the Company Secretary. Board approved procedure is in place to enable all Directors to have access to advice and services of the company secretary.	
3 (1) (ix)	The Company Secretary shall maintain the minutes of board meetings and such minutes shall be open for inspection at any reasonable time, on reasonable notice by any Director.	Complied Minutes of board meetings are maintained by the Company Secretary and there is a board approved procedure under Corporate Governance Code in place to enable all Directors to have access to such minutes. Any Director can inspect the minutes of board meeting with reasonable notice that is being maintained by the Company Secretary.	83 Union Bank of Colombo PLC Annual Report 2015

CORPORATE GOVERNANCE	Section	Rule	Level of Compliance
	3 (1) (x)	<ul> <li>Minutes of board meetings shall be recorded in sufficient detail so that it is possible to gather from the minutes, as to whether the board acted with due care and prudence in performing its duties.</li> <li>The minutes shall also serve as a reference for regulatory and supervisory authorities to assess the depth of deliberations at the board meetings. Therefore, the minutes of a board meeting shall clearly contain or refer to the following:</li> <li>a summary of data and information used by the board in its deliberations;</li> <li>the matters considered by the board;</li> <li>the fact-finding discussions and the issues of contention or dissent which may illustrate whether the board was carrying out its duties with due care and prudence;</li> <li>the testimonies and confirmations of relevant executives which indicate compliance with the board's strategies and policies and adherence to relevant laws and regulations;</li> <li>the board's knowledge and understanding of the risks to which the Bank is exposed and an overview of the risk management measures adopted; and</li> </ul>	<ul> <li>Compiled</li> <li>The Minutes of the meetings include:</li> <li>a summary of data and information used by the Board in its deliberations;</li> <li>(b) the matters considered by the Board;</li> <li>(c) the fact-finding discussions and the issues of contention or dissent</li> <li>(d) the testimonies and confirmations of relevant Executives with regard to the Board's strategies and policies and adherence to relevant laws and regulations;</li> <li>(e) matters regarding the risks to which the Bank is exposed and an overview of the risk management measures including reports of the Board Risk Management Committee; and</li> <li>(f) the decisions and Board resolutions including reports of all Board committees</li> </ul>
	3 (1) (xi)	There shall be a procedure agreed by the board to enable Directors, upon reasonable request, to seek independent professional advice in appropriate circumstances, at the bank's expense. The board shall resolve to provide separate independent professional advice to Directors to assist the relevant Director or Directors to discharge his/her/ their duties to the Bank.	Complied Code of Corporate Governance includes provisions for Board of Directors to seek professional advice required to assist them on discharging their duties effectively.
	3 (1) (xii)	Directors shall avoid conflicts of interests, or the appearance of conflicts of interest, in their activities with, and commitments to, other organizations or related parties. If a Director has a conflicts of interest in a matter to be consider by the board, which the board has determined to be material the matter should be dealt with at a board meeting, where independent non executive Directors who have no material interest in the transaction are present. Further, a Director shall abstain from voting on any board resolution in relation to which he/she or any of his/her close relation or a concern in which a Director has substantial interest, is interested and he/she shall not be counted in the quorum for the relevant agenda item at the board meeting	Complied The Board approved procedure is in place to avoid conflicts of interests or the appearance of conflicts of interest is included in the Corporate Governance Code and is implemented. This procedure further evidence that the Director is to abstain from voting on any board resolution in relation to which he/she or any of his/her close relation or a concern in which a Director has substantial interest and he/she not has been counted in the quorum. During the year Board of Directors has complied with the procedure.
	3 (1) (xiii)	The board shall have a formal schedule of matters specifically reserved to it for decision to ensure that the direction and control of the Bank is firmly under its authority.	Complied Article 98 of the bank's Articles of Association defines the areas of authority and responsibilities for the board and notes the matters that cannot be delegated and that are reserved exclusively to the Board. Various polices, Terms of References, and operational delegation arrangements sets authority and responsibilities of Directors.

Section	Rule	Level of Compliance	CORPORATE
3 (1) (xiv)	The board shall, if it considers that the Bank is, or is likely to be, unable to meet its obligations or is about to become insolvent or is about to suspend payments due to depositors and other creditors, forthwith inform the Director of Bank Supervision of the situation of the Bank prior to taking any decision or action.	Complied The Board is aware of the requirements to inform the Director Banking Supervision of the situation of the Bank prior to taking any decisions or action. The Bank has not come across any situation as such during the year 2015.	GOVERNANCE
3 (1) (xv)	The board shall ensure that the Bank is capitalised at levels as required by the Monetary Board in terms of the capital adequacy ratio and other prudential grounds.	Complied Bank has set Internal Capital Adequacy Arrangements with the approval of the Board and the CBSL. These are being implemented to ensure the Bank is capitalised at all times adequately. Reports of such are submitted to the Integrated Risk Management Committee and to the Board.	
3 (1) (xvi)	The board shall adopt a scheme of self-assessment to be undertaken by each Director annually, and maintain records of such assessment	Complied Bank has published the corporate governance report in Annual Report 2015.	
3 (1) (xvii)	The board shall publish in the bank's Annual Report, an annual corporate governance report setting out the compliance with Direction 3 of these Directions.	Complied The Bank has a scheme of self-evaluation of Directors in place and the Company secretary has obtained self-assessment of Directors for the year 2015.	
3 (2)	Boards Composition		
3 (2) (i)	The number of Directors on the Board shall not be less than 7 and not more than 13	Complied The Board comprises of 13 Directors.	
3 (2) (ii)	The total period of service of a Director other than a Director who holds the position of chief executive officer shall not exceed nine years, and such periods in office shall be inclusive of the total period or service served by such Director up to 01 January 2008	Complied Service period has not exceeded nine years for any of the Directors	
3 (2) (iii)	An employee of a Bank may be appointed, elected or nominated as a Director of the Bank (hereinafter referred to as an "executive Director") provided that the number of executive Directors shall not exceed one- third of the number of Directors of the board. In such an event, one of the executive Directors shall be the chief executive officer of the Bank.	Complied There is only One-Executive Director on the Board; the number does not exceed the 1/3 of the Board.	



CORPORATE	Section	Rule	Level of Compliance
GOVERNANCE	3 (2) (iv)	The board shall have at least three Independent Non- Executive Directors or one third of the total number of Directors, whichever is higher. This sub-direction shall be applicable from January 1,2010 onwards A non-executive Director shall not be considered independent if he/she has	Complied The Board comprises of 05 Independent Non Executive Directors, which is more than one third of the total number of Directors.
		<ul> <li>(a) direct and indirect shareholdings of more than 1% of the Bank</li> <li>(b) currently has or had during the period of two years immediately preceding his/her appointment as Director, any business transactions with the Bank as described in Direction 3 (7) hereof, exceeding 10% of the regulatory capital of the Bank;</li> <li>(c) has been employed by the Bank during the two-year period immediately preceding the appointment as Director</li> <li>(d) has a close relation who is a Director of Chief Executive Officer or a member of Key Management Personnel or a material shareholder of the Bank or another Bank. For this purpose, a 'close relation' shall mean the spouse or a financially dependent child;</li> <li>(e) represents a specifics stakeholder of the Bank;</li> <li>(f) If an employee or a Director or a material shareholder in a company organization: <ul> <li>(i) which currently has a transaction with the Bank as defined in Direction 3 (7) of these Directions, exceeding 10% of the regulatory capital of the Bank, or</li> <li>(ii) In which any of other Directors of the Bank are employed or are material shareholders; or</li> <li>(iii) In which any of other Directors of the Bank has a transaction as defined in Direction 3(7) of these Directions, exceeding 10% of the Bank has a transaction as defined in Directors of the Bank has a transaction as defined in Direction 3(7) of these Directions, exceeding 10% of the Directors of the Bank has a transaction as defined in Direction 3(7) of these Directions, exceeding 10% of regulatory capital in the Bank</li> </ul></li></ul>	Please refer pages 112-117.
	3 (2) (v)	In the event an alternate Director is appointed to represent an Independent Director, the person so appointed shall also meet the criteria that apply to the Independent Director.	Complied Independent Directors had not appointed alternates during the year 2015.
	3 (2) (vi)	Non-executive Directors shall be persons with credible track records and/or have necessary skills and experience to bring an independent judgment to bear on issues of strategy, performance and resources.	Complied Nominations committee has a procedure in place to appoint Non-Executive Directors, who possess skills and experience and new appointments during 2015 done in accordance with the Policy.
	3 (2) (vii)	A meeting of the board shall not be duly constituted, although the number of Directors required to constitute the quorum at such meeting is present, unless more than one half of the number of Directors present at such meeting are non-executive Directors.	Complied During 2015 all the quorum of meetings had been in line with the Direction.
86 Union Bank of Colombo PLC Annual Report 2015	3 (2) (viii)	The independent non-executive Directors shall be expressly identified as such in all corporate communications that disclose the names of Directors of the Bank. The Bank shall disclose the composition of the Board, by category of Directors, including the names of the Chairman, Executive Directors, Non – Executive Directors, and Independent Non-Executive Directors in the Annual Corporate Governance Report	Complied Please refer pages 131-132.

Section	Rule	Level of Compliance	CORPORATE GOVERNANCE
3 (2) (ix)	There shall be a formal, considered and transparent procedure for the appointment of new Directors to the board. There shall also be procedures in place for the orderly succession of appointments to the board.	Complied Nominations committee has a procedure in place to appoint Directors and all new appointments has been done in accordance with the procedure.	GOVERNANCE
3 (2) (x)	All Directors appointed to fill a casual vacancy shall be subject to election by shareholders at the first general meeting after their appointment	Complied All Directors appointed to fill casual vacancies during the year 2015 are subject to election at the first Annual General meeting after their appointment.	
3 (2) (xi)	If a Director resigns or is removed from office, the board shall: (a) announce the Director's resignation or removal and the reasons for such removal or resignation; and (b) issue a statement confirming whether or not there are any matters that need to be brought to the attention of shareholders.	Complied Directors' resignation and the reason for such resignation are duly informed to Central Bank of Sri Lanka (CBSL) and Colombo Stock Exchange (CSE). All resignations during the year are disclosed in the Annual Report. Please refer page 132.	
3 (2) (xii)	A Director or an employee of a Bank shall not be appointed, elected or nominated as a Director of another Bank except where such Bank is a subsidiary company or an associate company of the first mentioned Bank.	Complied Bank has a process to identify whether a Director of a Bank is appointed, elected or nominated as a Director of another Bank based on the affidavit obtained and submitted to CBSL annually. Letter of Appointment of selected employees include a clause with regard to this restriction. None of the present Directors or an employee acts as a Director of any banks. Nominations Committee shall ascertain at the time of selection of Directors for such appointment of their fit and propriety in accordance with the Banking Act and other regulations by the CBSL.	
3(3)	Criteria to Assess the Fitness and Propriety Of Director	S	
3 (3) (i)	The age of a person who serves as Director shall not exceed 70 years	Complied None of the Directors exceeds 70 years.	
3 (3) (ii)	A person shall not hold office as a Director of more than 20 companies/ entities/institutions inclusive of subsidiaries or associate companies of the Bank.	Complied None of the Directors holds Directorships of more than 20 Companies/entities/institutions inclusive of subsidiaries or associate companies of the Bank.	
3(4)	Management Functions Delegated by the Board		
3 (4) (i)	The Directors shall carefully study and clearly understand the delegation arrangements in place.	Complied The Board is empowered by the Articles 98 of the Bank's Articles of Association to delegate its powers to CEO upon such terms and conditions and with such restrictions as the Board may think fit and in terms of the Articles. Directors are aware of such delegation arrangements.	
3 (4) (ii)	The Board shall not delegate any matters to a board committee, chief executive officer, executive Directors or key management personnel, to an extent that such delegation would significantly hinder or reduce the ability of the board as a whole to discharge its functions.	Complied The Board has delegated powers to the sub committees, CEO and the Key management personnel without hindering their ability to discharge functions. Please refer 3.1.(i) g	

CORPORATE	Section	Rule	Level of Compliance
GOVERNANCE	3 (4) (iii)	The board shall review the delegation processes in place on a periodic basis to ensure that they remain relevant to the needs of the Bank.	Complied Section 98 of the Bank's Articles of Association defines the delegation process and review of such delegated powers on a periodic basis. Such delegated powers are reviewed periodically to ensure that they are remaining relevant to the needs of the Bank at Board meetings and subcommittee meetings when reviewing polices.
	3 (5)	The Chairman and Chief Executive Officer	
	3 (5) (i)	The roles of chairman and chief executive officer shall be separate and shall not be performed by the same individual.	Complied Roles of Chairman and CEO are held by two individuals appointed by the Board.
	3 (5) (ii)	The chairman shall be a non-executive Director and preferably an independent Director as well. In this case where the Chairman is not an Independent Director, the Board shall designate an Independent Director as the Senior Director with suitably documented terms of reference to ensure a greater independent element. The designation of the Senior Director shall be disclosed in the Bank's Annual Report.	Complied An independent Non-Executive Director has been appointed as Senior Director of the Bank. Designation of the Senior Director disclosed in page 114.
	3 (5) (iii)	The board shall disclose in its corporate governance report, the identity of the chairman and the chief executive officer and the nature of any relationship [including financial , business, family or other material/ relevant relationship(s) ], if any, between the Chairman and the Chief Executive Officer and the relationship among members of the Board	Complied Identity of the Chairman and the CEO are disclosed in the Annual Report Ref Pages 114- 115. Directors' interests in Contracts with the Bank have been separately disclosed in the Annual report of 2015. Please ref pages 132-133. Bank has a process in this regard. Company secretary obtains an annual declaration from all members of the Board to this effect. Accordingly, there are no financial, business, family or other material / relevant relationships between, Chairman, CEO and among Directors.
	3 (5) (iv)	The chairman shall: provide leadership to the board; ensure that the board works effectively and discharges its responsibilities; and ensure that all key and appropriate issues are discussed by the board in a timely manner.	Complied Functions & Responsibilities of the Chairman approved by the board includes the requirements stipulated and Chairman provides leadership to the Bank and to the Board in line with the Code of Corporate Governance of the Bank.
	3 (5) (v)	The chairman shall be primarily responsible for drawing up and approving the agenda for each board meeting, taking into account where appropriate, any matters proposed by the other Directors for inclusion in the agenda. The Chairman may delegate the drawing up of the agenda to the Company Secretary	Complied Chairman has delegated drawing of the agenda to the Company Secretary and is drawn in consultation with the Chairman.
	3 (5) (vi)	The Chairman shall ensure that all Directors are properly briefed on issues arising at Board Meetings and also ensure that Directors receive adequate information in a timely manner.	Complied Board Papers are circulated seven days prior to the meeting in order for Directors to request any other information if necessary.
00	3 (5) (vii)	The chairman shall encourage all Directors to make a full and active contribution to the board's affairs and take the lead to ensure that the board acts in the best interests of the Bank.	Complied Code of Corporate Governance sets Directors responsibilities and principles in respect of leading and acting in the best interest of the Bank.

Section	Rule	Level of Compliance	CORPORATE
3 (5) (viii)	The chairman shall facilitate the effective contribution of non-executive Directors in particular and ensure constructive relations between executive and non- executive Directors.	Complied Code of Corporate governance sets Directors responsibilities and principles in respect of leading and acting in the best interest of the Bank, to ensure full and active contribution by Non- Executive Directors.	GOVERNANC
3 (5) (ix)	The chairman shall not engage in activities involving direct supervision of key management personnel or any other executive duties whatsoever.	Complied Chairman is a Non-Executive Director. The Chairman does not directly get involved in the supervision of key management personnel or any other executive duties.	
3 (5) (x)	The Chairman shall ensure that appropriate steps are taken to maintain effective communication with shareholders and that the views of shareholders are communicated to the Board	Complied Communication with shareholders are done in accordance with the Board approved Communication Policy.	
3 (5) (xi)	The Chief Executive Officer shall function as the apex executive-in-charge of the day-to-day-management of the Bank's operations and business.	Complied The Chief Executive Officer is in charge of the day-to-day management of the Bank's operations and business and is supported by the Corporate Management.	
3 (6)	Board Appointed Committees		
3 (6) (i)	Each Bank shall have at least four board committees as set out in Directions 3(6) (ii), 3(6) (iii), 3(6) (iv) and 3(6) (v) of these Directions. Each committee shall report directly to the board. All committees shall appoint a secretary to arrange the meetings and maintain minutes, record, etc., under the supervision of the Chairman of the committee. The Board shall present a report of the performance on each Committee, on their duties and roles at the Annual General Meeting.	Complied The following mandatory Board Sub-Committees have been appointed by the Board requiring each such committee to report to the Board: 1. Human Resources and Remuneration Committee 2. Integrated Risk Management Committee 3. Nomination Committee 4. Audit Committee 4. Audit Committee All committees have a secretary appointed. Report of each Board Committee is presented in the Annual Report Ref Pages 99-102, 106.	
3 (6) (ii)	The following rules shall apply in relation to the Audit Com		
	The chairman of the committee shall be an independent non-executive Director who possesses qualifications and experience in accountancy and/or audit.	Complied The Chairman of Audit Committee Mr. Imtiaz Muhseen is an Independent, Non-Executive, Director who possesses qualifications and related experience.	
	(b) All members of the committee shall be non- executive Directors.	Complied All members of the Committee are Non-Executive Directors	

CORPORATE GOVERNANCE	Section Rule	Level of Compliance
GOVERNANCE	<ul> <li>(c) The committee shall make recommendations on matters in connection with:</li> <li>(i) the appointment of the external auditor for audit services to be provided in compliance with the relevant statutes;</li> <li>(ii) the implementation of the Central Bank guidelines issued to auditors from time to time;</li> <li>(iii) the application of the relevant accounting standards; and</li> <li>(iv) the service period, audit fee and any resignation or dismissal of the auditor; provided that the engagement of the Audit partner shall not exceed five years, and that the particular Audit partner is not re-engaged for the audit before the expiry of three years from the date of the completion of the previous term.</li> </ul>	<ul><li>recommendations including the following:</li><li>(i) The re-appointment of Messrs Ernst &amp; Young, Chartered Accountants as the Bank's External Auditors for audit services in compliance with the relevant regulations and guidelines.</li></ul>
	(d) Review and monitor external auditor's independence and objectivity and the effectiveness of the audit processes	Complied The BAC discussed with the External Auditors, the nature and the scope of audit and the effectiveness of the audit processes in respect of the financial year, 2015 at a meeting held with the Auditors in the last quarter of 2015. Representation submitted by the External Auditors stating their independence and the objectivity and effectiveness of the audit processes in accordance with SLAus, applicable standards and best practices.
90 Union Bank of Colombo PLC	<ul> <li>(e) The committee shall develop and implement a policy on the engagement of an external auditor to provide non-audit services that are permitted under the relevant statutes, regulations, requirements and guidelines, in doing so; the Committee shall ensure that the provision by an External Auditor of non audit service does not impair the External Auditor's Independence or objectivity. When assessing the external auditor's independence or objectivity in relation to the provision non audit services, the Committee shall consider,</li> <li>(i) whether the skills and experience of the audit firm make it a suitable provider of the non-audit services</li> <li>(ii) whether there are safeguards in place to ensure that there is no threat to the objectivity and/ or independence in the conduct of the audit resulting form the provision of such services, the related fee levels and the fee levels individually and in aggregate relative to the audit firm, pose any threat to the objectivity and/or independence of the External Auditor</li> </ul>	Complied The Committee has implemented a process on the engagement of an External Auditor to provide non audit services after considering relevant statutes, regulations, requirements and guidelines. Further, relevant information is obtained from External Auditors to ensure that their independence or objectivity is not impaired, as a result of providing any non-audit services.

Section	Rule	Level of Compliance	CORPORATE
	(f) The committee shall, before the audit commences, discuss and finalise with the external auditors the nature and scope of the audit , including (i) an assessment of the Bank's compliance with the relevant Direction in relation to corporate governance and the management's internal controls over financial reporting; (ii) the preparation of financial statements for external purposes in accordance with relevant accounting principles and reporting obligations; and (iii) the co-ordination between firms where more than one audit firm is involved.	Complied The Auditors make a presentation at the Board Audit Committee Meeting with details of the proposed Audit Plan and the Scope. The committee discussed and agreed on the nature and the scope of the audit to be performed in accordance with SLAuS. The letters of engagement of the External Auditors in respect of the audits for the year 2015 were reviewed and recommended by the BAC prior to approval of the Board.	GOVERNANCE
	<ul> <li>(g) Check that the committee has a process to review the financial information of the Bank, in order to monitor the integrity of the financial statements of the Bank, its annual report, accounts and quarterly reports prepared for disclosure, and a process in place to receive from the CFO the following;</li> <li>(i) major judgmental areas;</li> <li>(ii) any changes in accounting policies and practices;</li> <li>(iii) the going concern assumption; and</li> <li>(iv) the compliance with relevant accounting standards and other legal requirements, and;</li> <li>(v) in respect of the annual financial statements the significant adjustments arising from the audit.</li> </ul>	Complied Committee has a process to review financial information of the Bank when the quarterly and annual audited financial statement and the reports prepared for disclosure are presented to the committee by the Chief Financial Officer. Once the members of the Board Audit Committee have obtained required clarifications in respect of all aspects included in the Financial Statements. Such Financial Statements are recommended for approval by the Board of Directors by the Board Audit Committee.	
	(h) The committee shall discuss issues, problems and reservations arising from the interim and final audits, and any matters the auditor may wish to discuss including those matters that may need to be discussed in the absence of Key Management Personnel, if necessary	Complied The BAC met with the External Auditors during the year which included three meetings without the presence of the management and ensured that there was no limitation of scope or incidents that could have a negative impact on the effectiveness of the external audit.	
	<ul> <li>(i) The committee shall review the external auditor's management letter and the management's response thereto.</li> </ul>	Complied BAC reviewed management letter with the management's responses thereto. A separate Board Audit Committee meeting was held with the external auditors and relevant Heads of Departments to discuss significant findings and remedial action to be taken in respect of such findings.	

CORPORATE Sec	tion Rule	Level of Compliance
GOVERNANCE	(i) The committee shall take the following steps with	Complied
	regard to the internal audit function of the Bank:	Complied
	<ul> <li>(i) Review the adequacy of the scope, functions and resources of the internal audit department, and satisfy itself that the department has the necessary authority to carry out its work;</li> <li>(ii) Deview the internal audit programme and</li> </ul>	(i) The Annual Audit Plan prepared by the Internal Audit Department is submitted to the Board Audit Committee for approval. The plan covers the scope and resources requirement relating to the Audit Plan.
	<ul> <li>(ii) Review the internal audit programme and results of the internal audit process and, where necessary, ensure that appropriate actions are taken on the recommendations of the internal audit department;</li> </ul>	(ii) The Head of Audit updates the Board Audit Committee on Status of the Audit Plan and the actions taken by the management on internal audit recommendations.
	<ul><li>(iii) Review any appraisal or assessment of the performance of the head and senior staff members of the internal audit department;</li><li>(iv) Recommend any appointment or termination of</li></ul>	(iii) The appraisal of the Head of Internal Audit is undertaken by the Board Audit Committee and performance appraisal of the Senior Staff are carried out by the Head of Audit and reviewed by the Board Audit Committee.
	the head, senior staff members and outsourced service providers to the internal audit function;	(iv) Senior staff appointments to the Internal Audit
	<ul> <li>(v) Ensure that the committee is appraised of resignations of senior staff members of the Internal Audit Department</li> </ul>	Department is done with the prior approval of BAC, however no senior staff appointments were done during 2015.
	<ul> <li>(vi) Ensure that the internal audit function is independent of the activities it audits and that it is performed with impartiality, proficiency and</li> </ul>	(v) The BAC terms of Reference covers the stipulated requirement. There were no resignations at Senior level during the year.
	due professional care;	(vi) The BAC reviewed the adequacy of the internal audit function and ensured that it conforms to the principles of the Internal Audit Charter. The BAC reviewed and recommended revisions to the Internal Audit Charter during the year. The Internal Audit Charter defines the scope, functions, authority, responsibility, adjudication, external relationship management and ethics that assist and direct/guide the Internal Audit Department to discharge its functions independently and the BAC has ensured that the internal audit function was independent of the activities it audits and that it was performed with impartiality, proficiency and due professional care.
	<ul> <li>(k) The committee shall consider the major findings of internal investigations and management's responses thereto;</li> </ul>	Complied The committee reviewed Investigation reports issued and has considered the major findings of internal investigations. The BAC reviewed the management responses and made appropriate recommendations, where necessary
00	(I) The Chief Finance Officer, the Chief Internal auditor and a representative of the External Auditor may normally attend meetings, other Board Members and the Chief Executive Officer may also attend meetings upon the invitation of the Committee. However, at least twice a year, the Committee shall meet with the External Auditors without the Executive Directors being present	Complied The Chief Internal Auditor who is secretary to the Audit committee attends meetings, Chief Financial Officer, D/CEO and other corporate heads attended meetings by invitation. Committee has met the external auditors without the executive Directors being present.

Section	Rule	Level of Compliance	CORPORATE GOVERNANCE
	<ul> <li>(m) The committee shall have:</li> <li>(i) explicit authority to investigate into any matter within its terms of reference;</li> <li>(ii) the resources which it needs to do so;</li> <li>(iii) full access to information; and</li> <li>(iv) authority to obtain external professional advice and to invite outsiders with relevant experience to attend, if necessary.</li> </ul>	Complied The BAC's Terms of Reference provides it authority to investigate into any matter within its terms of reference; obtain the resources which it needs to carry out the investigation; full access to information; and authority to obtain external professional advice and to invite outsiders with relevant experience to be involved, if necessary.	GOVERNANCE
	(n) The committee shall meet regularly, with due notice of issues to be discussed and shall record its conclusions in discharging its duties and responsibilities.	Complied The BAC met 08 times during the year with due notice. The agenda and the papers for discussions and consideration/approval were circulated prior to the meeting. The minutes of the meetings were recorded by the Head of Internal Audit who functioned as the Secretary to the Committee. The minutes were confirmed by the BAC at the next regular meeting.	
	(o) The board shall disclose in an informative way, (i) details of the activities of the audit committee; (ii) the number of audit committee meetings held in the year; and (iii) details of attendance of each individual Director at such meetings.	Complied Please Refer the Board Audit Committee Report on pages 99-100 and Attendance on page 137.	
	(p) The secretary of the committee (who may be the company secretary or the head of the internal audit function) shall record and keep detailed minutes of the committee meetings.	Complied The Head of Audit, who is secretary of the Committee, records and maintains all minutes of the meetings.	
	(q) The committee shall review arrangements by which employees of the Bank may, in confidence, raise concerns about possible improprieties in financial reporting, internal control or other matters. Accordingly, the committee shall ensure that proper arrangements are in place for the fair and independent investigation of such matters and for appropriate follow-up action and to act as the key representative body for overseeing the bank's relations with the external auditor.	Complied The Bank has in place a Whistle-Blower Policy which was reviewed /revised during the year. The BAC has ensured that all employees are duly informed and duly advised of the effective use of the whistle-Blower process. Independent investigations were carried out by the Internal Audit Department on whistle blower complaints and were reported to the BAC.	
3 (6) (iii)	The following rules shall apply in relation to the Human Re	esources and Remuneration Committee:	
	(a) The committee shall determine the remuneration policy (salaries, allowances and other financial payments) relating to Directors, Chief Executive Officer (CEO) and key management personnel of the Bank.	Complied A Board approved Remuneration Policy is in place to determine remuneration in relation to Directors, Chief Executive Officer (CEO) and key management personnel of the Bank.	
	(b) The committee shall set goals and targets for the Directors, CEO and the key management personnel.	Complied Goals and Targets for Key Management Personnel had been set for the year 2015.	
	(c) The committee shall evaluate the performance of the CEO and key management personnel against the set targets and goals periodically and determine the basis for revising remuneration, benefits and other payments of performance-based incentives.	Complied A balanced score card was used to set the targets for the Key Management personnel in 2015. Their performance will be assessed in January 2016 against the set targets. Revision of remuneration in 2016 will be linked to the 2015 performance of the respective KMP.	

CORPORATE	Section	Rule	Level of Compliance
GOVERNANCE		(d) The CEO shall be present at all meetings of the committee, except when matters relating to the CEO are being discussed.	Complied Board approved HRRC Charter defines the criteria that the CEO shall attend all meetings of the committee by invitation except when matters relating to him are being discussed.
	3 (6) (iv)	The following rules shall apply in relation to the Nomination	n Committee:
		(a) The committee shall implement a procedure to select/appoint new Directors, CEO and key management personnel.	Complied Board approved policy is in place to select / appoint new Directors, CEO and Key Management Personnel.
		(b) The committee shall consider and recommend (or not recommend) the re-election of current Directors, taking into account the performance and contribution made by the Director concerned towards the overall discharge of the Board's responsibilities	Complied Board approved policy and process in place. The Committee has considered and recommended the appointment of current Directors.
		(c) The committee shall set the criteria for eligibility to be considered for appointment or promotion to the post of CEO and the key management positions.	Complied Policy is in place for 'Selection Criteria for Directors, CEO and Key Management Personnel' which includes the required criteria and appointments and promotions. All Key management personnel have been appointed with the approval of the committee.
		(d) The committee shall ensure that Directors, CEO and key management personnel are fit and proper persons to hold office as specified in the criteria given in Direction 3(3) and as set out in the Statutes.	Complied Policy is in place for 'Selection Criteria for Directors, CEO and Key Management Personnel' which includes the required criteria and appointments and promotions. All Key management personnel have been appointed with the approval of the committee.
			A fit and proper certificate from Central Bank has been obtained for all appointments of Key Management Personnel.
		(e) The committee shall consider and recommend from time to time, the requirements of additional/ new expertise and the succession arrangements for retiring Directors and key management personnel.	Complied The committee has considered the requirements for succession arrangements for new Directors and KMPs during the year 2015.
		(f) The Committee shall be chaired by an Independent Director. The CEO may be present at meetings by invitation.	Complied Chairman of NC is an independent Director. CEO has attended NC meetings by invitation.
	3 (6) (v)	The following rules shall apply in relation to the Integrated	Risk Management Committee:
		<ul> <li>(a) The committee shall consist of at least three non- executive Directors, chief executive officer and key management personnel supervising broad risk categories,</li> <li>i.e., credit, market, liquidity, operational and strategic risks. The committee shall work with Key Management Personnel very closely and make decision on behalf of the Board within the framework of the authority and responsibility assigned to the Committee</li> </ul>	Complied A Board approved Terms of Reference for the IRMC is in place. Committee consists of five non-executive Directors, CEO and Chief Risk Officer. Other key management personnel supervising broad risk categories i. e. Chief Financial Officer, VP – whole sale Banking, VP – Retail VP –IT, VP – Operations, AVP – Audit and Compliance Officer are called by invitation to discuss respective risk areas.

Section	Ru	le	Level of Compliance	CORPORATE GOVERNANCE
	(b)	The committee shall assess all risks, i.e., credit, market, liquidity, operational and strategic risks to the Bank on a monthly basis. In the case of subsidiary companies and associate companies, risk management shall be done, both on a Bank basis and group basis	Complied On a monthly basis, IRMC has implemented a procedure to assess the risks such as credit, market, and operational risks of the Bank through relevant risk indicators and management information and such Risks are reported to IRMC through Quarterly risk report and Risk Matrix table. Bank has also formed a Group Risk Governance structure covering its connected entities.	GOVERNANCE
	(C)	The committee shall review the adequacy and effectiveness of all management level committees such as the Credit Committee and the Asset- Liability Committee to address specific risks and to manage those risks within quantitative and qualitative risk limits as specified by the Committee	Complied The committee reviews the adequacy and effectiveness of all management level committees.	
	(d)	The committee shall take prompt corrective action to mitigate the effects of specific risks in the case such risks are at levels beyond the prudent levels decided by the Committee on the basis of the Bank's policies and regulatory and supervisory requirements	Complied Committee identifies specific risks through periodical reports submitted to them and gives advice on a need basis to mitigate such risks.	
	(e)	The committee shall meet at least quarterly to assess all aspects of risk management including updated business continuity plans.	Complied Committee meets at least quarterly and at regular frequencies if need arises.	
	(f)	The committee shall take appropriate actions against the officers responsible for failure to identify specific risks and take prompt corrective actions as recommended by the committee, and/or as directed by the Director of Bank Supervision.	Complied The Board approved Disciplinary policy includes provisions and criteria for such situations.	
	(g)	The committee shall submit a risk assessment report within a week of each meeting to the board seeking the board's views, concurrence and/or specific directions.	Complied Risk assessment reports are circulated to Board members within one week from the date of IRMC.	
	(h)	The committee shall establish a compliance function to assess the bank's compliance with laws, regulations, regulatory guidelines, internal controls and approved policies on all areas of business operations. A dedicated compliance officer selected from key management personnel shall carry out the compliance function and report to the committee periodically.	Complied A compliance function has been established to assess the bank's compliance with laws, regulations, regulatory guidelines, internal controls and approved policies on all areas of business operations. This function is headed by the Compliance Officer who reports direct to the Board Risk Management Committee. Compliance function assess the bank's internal controls and approved policies on all areas of business operations.	

CORPORATE	Section	Rule	Level of Compliance
GOVERNANCE	3 (7)	Related Party Transactions	
	3 (7) (i)	<ul> <li>The board shall take the necessary steps to avoid any conflicts of interest that may arise from any transaction of the Bank with any person, and particularly with the following categories of persons who shall be considered as "related parties" for the purpose of this direction</li> <li>(a) Any of the bank's subsidiary companies;</li> <li>(b) Any of the bank's associate companies;</li> <li>(c) Any of the Directors of the Bank;</li> <li>(d) Any of the bank's key management personnel;</li> <li>(e) A close relation of any of the bank's Directors or key management personnel;</li> <li>(f) A shareholder owning a material interest in the Bank;</li> <li>(g) A concern in which any of the bank's Directors or a close relation of any of the bank's Directors or any of its material shareholders has a substantial interest.</li> </ul>	Complied The Board takes necessary steps in line with the Banking Act, this direction and as stipulated in the Bank's Internal Code of Corporate and Related Party Transactions Policy to avoid any conflicts of interest that may arise from any transaction of the Bank with its related parties. Related Party Transaction Policy of the Bank has been reviewed by the Board in 2015 and is implemented.
	3 (7) (ii)	<ul> <li>The type of transactions with related parties that shall be covered by this Direction shall include the following;</li> <li>(a) The grant of any type of accommodation, as defined in the Monetary Board's Directions on maximum amount of accommodation,</li> <li>(b) The creation of any liabilities of the Bank in the form of deposits, borrowings and investments,</li> <li>(c) The provision of any services of a financial or non financial nature provided to the Bank or received from the Bank,</li> <li>(d) The creation or maintenance of reporting lines and information flows between the Bank and any related parties which may lead to the sharing of potentially proprietary, confidential or otherwise sensitive information that may give benefits to such related parties.</li> </ul>	Complied
	3 (7) (iii)	The Board shall ensure that the Bank does not engage in transactions with related parties as defined in Direction 3 (7) (i) above, in a manner that would grant such parties "more favourable treatment" than that accorded to other constituents of the Bank carrying on the same business.	Complied The staff concerned are informed through operational circulars to refrain from granting accommodations with more favorable treatment as defined in the Banking Act Direction no.11 of 2007. Monitoring process has been strengthened by the implementation of on line preventive monitoring system which will have to be strengthened during the year 2016 to ensure that there is no favorable treatment offered as mentioned in point number 3 (7) (iii)
96	3 (7) (iv)	A Bank shall not grant Any accommodation to any of its Directors or to a close relation of such Director unless such accommodation is sanctioned at a meeting of its board of Directors, with not less than two-thirds of the number of Directors other than the Director concerned, voting in favour of such accommodation and that this accommodation be secured by such security as may from time to time be determined by the Monetary board as well.	Complied Please refer 3.7 (i)All such accommodation has to be approved at the Board level meetings with not less than 2/3 of the number of Directors other than the Director concerned, voting for such accommodations granted.



Section	Rule	Level of Compliance	CORPORATE GOVERNANCE
3 (7) (v)	<ul> <li>(a) Where any accommodation has been granted by a Bank to a person or a close relation of a person or to any concern in which the person has a substantial interest, and such person is subsequently appointed as a Director of the Bank, steps shall be taken by the Bank to obtain the necessary security as may be approved for that purpose by the Monetary Board, within one year from the date of appointment of the person as a Director.</li> <li>(b) Where such security is not provided by the period as provided in Direction 3(7)(v)(a) above, the Bank shall take steps to recover any amount due on account of any accommodation, together with interest, if any, within the period specified at the time of grant of accommodation or at the expiry of a period of eighteen months from the date of appointment of such Director, whichever is earlier</li> <li>(c) Any Director who fails to comply with the above sub-directions shall be deemed to have vacated the office or Director and the Bank shall disclose such fact to the public</li> <li>(d) This sub-direction, however, shall not apply to a Director who at the time of the grant of the accommodation was granted under a scheme applicable to all employees of such Bank.</li> </ul>	Complied The Bank did not encounter such situation during the year.	GOVERNANCE
3 (7) (vi)	A Bank shall not grant any accommodation or "more favourable treatment" relating to the waiver of fees and/ or commissions to any employee or a close relation of such employee or to any concern in which the employee or close relation has a substantial interest other than on the basis of a scheme applicable to the employees of such Bank or when secured by security as may be approved by the Monetary board in respect of accommodation granted as per Direction 3(7)(v) above.	Complied No accommodation has given to employees on a favourable basis other than the general schemes applicable to all employees of the Bank, such as staff loan facilities. Please refer 3.7 (i)	
3 (7) (vii)	No accommodation granted by a Bank under Direction 3(7)(v) and 3(7)(vi) above, nor any part of such accommodation, nor any interest due thereon shall be remitted without the prior approval of the Monetary Board and any remission without such approval shall be void and of no effect.	Complied The Bank didn't encounter such situation during the year.	
3 (8)	Disclosures		
3 (8) (i)	<ul> <li>The board shall ensure that:</li> <li>(a) annual audited financial statements and quarterly financial statements are prepared and published in accordance with the formats prescribed by the supervisory and regulatory authorities and applicable accounting standards, and that</li> <li>(b) such statements are published in the newspapers in an abridged form in Sinbala Tamil and English</li> </ul>	(a) Complied	
	an abridged form, in Sinhala, Tamil and English	(b) Complied	

CORPORATE	Section	Rule	Level of Compliance
GOVERNANCE	3 (8) (ii)	<ul> <li>The board shall ensure that the following minimum disclosures are made in the Annual Report:</li> <li>(a) A statement to the effect that the annual audited financial statements have been prepared in line with applicable accounting standards and regulatory requirements, inclusive of specific disclosures.</li> </ul>	Please refer pages 130-131.
		<ul> <li>(b) A report by the board on the bank's internal control mechanism that confirms that the financial reporting system has been designed to provide reasonable assurance regarding the reliability of financial reporting, and that the preparation of financial statements for external purposes has been done in accordance with relevant accounting principles and regulatory requirements.</li> </ul>	Please refer pages 103-104.
		(c) The external auditor's certification on the effectiveness of the internal control mechanism reported by the board of Directors	Please refer page 105.
		<ul> <li>(d) Details of Directors,</li> <li>(i) including names, fitness and propriety,</li> <li>(ii) transactions with the Bank and</li> <li>(iii) the total of fees/remuneration paid by the Bank.</li> </ul>	Details of the accommodations outstanding are disclosed in pages 114-117, 129, 132-133.
		<ul> <li>(e) Total net accommodation as defined in 3 (7) (iii) granted to each category of related parties. The net accommodation granted to each category of related parties shall also be disclosed as a percentage of the bank's regulatory capital.</li> </ul>	Please refer page 129.
		(f) The aggregate values of remuneration paid by the Bank to its key management personnel and the aggregate values of the transactions of the Bank with its key management personnel, set out by broad categories such as remuneration	Please refer page 129.
		(g) The external auditor's certification of the compliance with these Directions in the annual corporate governance directions in the annual corporate governance reports published in the annual report.	The Bank has obtained External Auditor's certification on this Corporate Governance Report and it does not contain any significant deviations.
		<ul> <li>(h) A report setting out details of the compliance with</li> <li>(i) prudential requirements, regulations, laws and</li> <li>(ii) internal controls and</li> <li>(iii) Measures taken to rectify any material non- compliance.</li> </ul>	Please refer page 133.
		(i) A statement of the regulatory and supervisory concerns on lapses in the bank's risk management, or non-compliance with these Directions that have been pointed out by the Director of Bank Supervision, if so directed by the Monetary Board to be disclosed to the public, together with the measures taken by the Bank to address such concerns.	There is no such non compliance issues pointed out by the Director of Bank Supervision to be disclosed to the public.

The Board Audit Committee (BAC) comprises of three Independent Non Executive Directors and two Non Executive Directors. The Committee is chaired by Mr. Imtiaz Muhseen who is a Fellow Member of Chartered Management Accountants and possesses considerable experience in the field of finance management and auditing.

The members of the Board appointed Audit Committee are:

Mr. Imtiaz Muhseen – Chairman Mr. Asoka De Silva Mr. Priyantha Fernando Mr. Ranvir Dewan Mr. Michael J O'Hanlon

Brief Profiles of the members are given in pages 114-116.

The Head of Internal Audit functioned as the Secretary to the Committee for the year ended 31 December 2015. The Director/Chief Executive Officer, Chief Financial Officer, Chief Operating Officer attended the meetings by invitation. Members of Senior Management also attended meetings by invitation, in order to brief the Audit Committee on specific matters. The External Auditors were also met independently to the Management to discuss progress and conclusion of the audit during the year. The Board Audit Committee met eight times during the period under review and attendance of Committee members at each of these meetings is given below.

#### ATTENDANCE AT BAC MEETING

Name	Eligibility	Attendance	Excused
Mr. Imtiaz Muhseen – Chairman	8	8	0
Mr. Asoka De Silva	8	8	0
Mr. Sabry Ghouse*	4	3	1
Mr. Priyantha Fernando*	4	2	2
Mr. Ranvir Dewan	8	8	0
Mr. Michael O'Hanlon	8	8	0

\*Mr. Priyantha Fernando was appointed to the committee with the resignation of Mr.Sabry Ghouse.

#### TERMS OF REFERENCE

The Charter of the Audit Committee, which is subject to review and revision periodically by the Board of Directors, clearly defines the Terms of Reference of the Committee. The Committee is responsible to the Board of Directors and reports on its activities regularly. It also assists the Board of Directors in its general oversight of financial reporting, internal controls and functions relating to internal and external audit. The committee ensures that its role, composition and responsibilities comply with Best Practices and Corporate Governance Rules as laid down in Section 3 (6) (ii) of the Banking Act Direction No. 11 of 2007.

#### FINANCIAL REPORTING

The BAC reviews the effectiveness of the Financial Reporting Systems in place to ensure reliability of the information provided to the stakeholders.

The BAC supports the Board of Directors in its oversight on the preparation of Financial Statements that evidence a true and fair view on financial position and performance, based on the Bank's accounting records and in accordance with the stipulated requirements of the Sri Lanka Accounting Standards. In accordance with the mandate, the Committee reviewed and discussed with the management, the internal auditors and the external auditors on the critical accounting policies, practices, related changes thereto, alternative accounting treatments, major

judgmental areas, material audit with adjustments, compliance accounting standards, going concern assumption, financial reporting compliance controls and with applicable laws and regulations that could impact the integrity of the Bank's financial statements, its annual report and its quarterly financial statements prepared for publication.

In relation with finalisation of the Bank and Group financial statements, at its separate meeting with the external auditors the Committee shall ascertain whether there have been any improprieties, constraints, reservations or any other unsatisfactory matters arising from the audit which the auditors wished to discuss with the Committee.

The Committee also discussed the operations and future prospects of the Bank with management regularly and satisfies itself that all relevant matters have been taken into account in the preparation of the financial statements and that the 2015 financial statements are reliable and present a true and fair view of the state of affairs of the Bank.

#### INTERNAL CONTROLS

The Bank is required to comply with section 3(8) (ii) (b) of the Banking Act Direction No 11 of 2007 on Corporate Governance for Licensed Commercial Banks issued by the Central Bank of Sri Lanka and assessed the effectiveness of internal control over financial reporting as of 31st December 2015. This process assesses the adequacy and effectiveness of the internal controls and the processes for controlling business risks to ensure compliance with laws and regulations. The BAC reviews the effectiveness of the Bank's internal controls through review of the Bank's internal audit reports. The Committee ensures that appropriate action is taken by the management on the recommendations of the internal auditors to improve the effectiveness of the internal control system of the Bank. The board of directors performs its responsibilities on the basis of internal control framework. the which enables the board to pursue its functions and take necessary 99 measures. The board statement on

# BOARD AUDIT COMMITTEE REPORT

# BOARD AUDIT COMMITTEE REPORT

the effectiveness of the Bank's internal control mechanism as reviewed by the Committee is published on the pages 103-104.

#### **INTERNAL AUDIT**

The BAC ensures that the Internal Audit function is independent of the activities it audits and that it is performed with impartiality proficiency and due professional care. The Audit Charter authorises and guides the Head of Internal Audit (HIA) in carrying out independent Audit function. The HIA is responsible to the Board Audit Committees' of the Bank and its subsidiaries. The HIA enjoys operational independence in the conduct duties and has the authority to initiate, carry out and report on any action, which she considers necessary. For the performance of her duties, the HIA and audit staff has had unrestricted, unlimited, direct and prompt access to all records of the Bank and subsidiaries, officials or personnel holding any contractual status of the Bank and subsidiaries. and to all the premises of the Bank and subsidiaries. The BAC monitored and reviewed the scope, extent and effectiveness of the activities of the Bank's Internal Audit Department.

During the year, the Committee reviewed the progress of the risk based audits carried out in accordance with the internal audit plan approved by the Committee for the year 2015 and as amended from time to time. During the year the internal audit department has reviewed critical operational processes of the Bank and subsidiaries using the process auditing technique. The process audit focuses on results or business objectives and it determines whether the activities, resources and behaviour that cause them are being managed efficiently and effectively. The Internal Audit Department suggested simplified and efficient business processes where it deemed necessary. In 2015, the Board Audit Committee reviewed audit reports of branches, departments, Information System audits and special investigations of the Bank. Special attention has been focused on preventing fraud, validity information security measures, and assuring compliance with Group policies & procedures and regulatory

100 Union Bank of Colombo PLC Annual Report 2015 and accounting requirements. BAC oversees the internal audit function of the Group through respective Audit Committees. The Bank's Audit Committee will be informed of any significant violation of processes within the subsidiaries which will have an impact to the overall risk of the Group. The Committee shall meet subsidiary Audit Committees when it deemed necessary.

The BAC had necessary interactions with the Head of Internal Audit throughout the year. The BAC advised the corporate management to take precautionary measures on significant audit findings. The Committee reviewed the structure, resources and performance of the Bank's internal audit department at year end.

#### **EXTERNAL AUDIT**

The Committee reviewed and monitored the external auditor's independence and objectivity and the effectiveness of the audit process, taking into consideration relevant professional and regulatory requirements. A BAC approved policy is in place on Non Audit Services provided by the External Auditors.

The BAC discussed with the Auditors their audit plan, scope and the methodology proposed to be adopted in conducting the audit prior to commencement of the Annual Audit. The Auditors were also provided with the opportunities of meeting the BAC separately, without the presence of Executive Management, to ensure that the Auditors had the independence to discuss and express their opinions on any matter, there was no limitation of scope and the Management has fully-provided all information and explanations requested by the Auditors. The Committee also met the Auditors to review management letter with the management's responses.

The Audit Committee has recommended to the Board of Directors that Messrs Ernst & Young, Chartered Accountants, be reappointed for the financial year ending 31 December 2016 subject to the approval of shareholders at the next Annual General Meeting.

#### WHISTLE BLOWING POLICY

The whistle blowing policy of the Bank serves as a communication channel in order to take action about any genuine concern that the staff may have in relation to activities which they feel are wrongful or illegal or otherwise harmful to the interests of the Bank, its employees, customers and all other stakeholders. The Committee continuously emphasised on sustaining ethical values of the staff members. In this regard, a Code of Ethics and Whistle Blowing policy was put into place and followed for educating and encouraging all members of staff to resort to whistle - blowing if they suspect any wrong doings. Highest standards of Corporate Governance and adherence to the Bank's code of ethics are ensured. All appropriate procedures and techniques are in place to conduct independent investigations into incidents reported through whistle-blowing or identified through other channels. The whistle-blower policy quarantees the maintenance of strict confidentiality of the identity of the whistle-blowers. The policy is subject to annual review in order to further improve the effectiveness.

#### EVALUATION OF THE COMMITTEE

The effectiveness of the Committee self-evaluated annually by the Committee members. An independent evaluation of the effectiveness of the Committee was carried out by the other members of the Board and the Committee has been found to be highly effective.

Imtiaz Muhseen Chairman Board Audit Committee

24th February 2016

# COMPOSITION OF THE COMMITTEE

The Human Resources and Remuneration Committee ("the Committee") is comprised of five Directors appointed by the Board of Directors of the Bank out of whom three are Independent Non-Executive Directors.

The present Committee is constituted with Ayomi Aluwihare Gunawardene as Chairperson and P. Jayendra Nayak, Sabry Ghouse, Priyantha Fernando and Gaurav Tehran. The Director/Chief Executive Officer (CEO) who is responsible for the overall management of the Bank, attends and participates in meetings of the Committee by invitation.

The Committee reported directly to the Board of Directors of the Bank.

The Company Secretary of the Bank functioned as the Secretary to the Committee.

#### THE COMMITTEE CHARTER

The Committee which is governed by the Human Resources and Remuneration Committee Charter approved by the Board of Directors in 2011 (reviewed and amended this year), has set the following as its objectives:

- To establish and maintain performance and market oriented remuneration policies in relation to Directors, Chief Executive Officer, Key Management Personnel and Staff.
- To determine goals and targets for the Directors, Chief Executive Officer and Key Management Personnel of the Bank, and evaluate performance against those.
- To provide assistance to the Board on Corporate Governance matters in relation to the Committee.
- To prepare a sustainable succession plan for all Key Management Positions.

In achieving the above objectives in the year under review, the Committee strived to strengthen and develop the human resource pool of the Bank with appropriate professional, managerial and operational expertise necessary to achieve the overall objectives of the Bank.

#### **KEY FOCUS AREAS IN 2015**

The Committee reviewed and changed several policies relating to human resources and remuneration of the Bank including the remuneration policy. A primary responsibility of the Committee is to assist in establishing a performance and market oriented remuneration policy in relation to directors, and key management personnel. The remuneration policy aims at enabling the Bank to attract, motivate and retain management with required expertise in a competitive environment.

The Committee considered and made recommendations to the Board with regard to the Bank's revised organisational structure, the remuneration of Key Management Personnel including annual increment and bonuses based on performance and a market adjustment proposal on basic salary. The Committee also established performance objectives and set targets of the Key Management Personnel of the Bank, taking in to consideration the Bank's strategy.

#### MEETINGS

The Committee held 11 meetings during the year 2015.

The minutes of these meetings reflecting the decisions of the Committee including recommendations were presented at subsequent monthly meetings of the Board of Directors for discussion, approval and ratification or to otherwise be acted upon by the Board.



Ayomi Aluwihare-Gunawardene Chairperson – Human Resources and Remuneration Committee

24th February 2016

HUMAN RESOURCES AND REMUNERATION COMMITTEE REPORT INTEGRATED RISK MANAGEMENT COMMITTEE REPORT

For the year ended December 2015, the Integrated Risk Management Committee (IRMC) comprised of six members of which five members were Non – Executive Directors.

- Mr.P D J Fernando Chairman/ IRMC
- (Independent Non-Executive Director)
- Mr.Asoka de Silva
- (Independent Non-Executive Director)
- Mr.Ranvir Dewan
- (Non Independent Non-Executive Director)
- Mr.Puneet Bhatia
- (Non Independent Non-Executive Director)
- Mr.Michael J O'Hanlon
- (Non Independent Non-Executive Director) Appointed to the IRMC with effect from 22/04/2015
- Mr.Indrajit Wickramasinghe
- (Executive Director/CEO)

#### CHARTER OF THE COMMITTEE

The Committee as established by the Board of Directors functions within the Banking Act Direction No. 11 of 2007 on "Corporate Governance for Licensed Commercial Banks of Sri Lanka", issued by the Monetary Board of the Central Bank of Sri Lanka under powers vested in the Monetary Board, in terms of the Banking Act no.30 of 1988. The role and the composition of the committee is in compliance with the provisions of the section 3 (6) (v) of the aforesaid direction.

The charter of the Integrated Risk Management Committee was reviewed by the board of directors in May 2015. The charter details the composition.duties. responsibilities The and authority. detailed functionalities, supportive structures and framework are discussed in detail under "Risk Management" in page 102 of this annual report.

#### MEETINGS OF THE COMMITTEE

The committee held six meetings on a need/quarterly basis in the year 2015 and the participation of the committee members are detailed on page 137.

The IRMC assists and supports the Board of Directors in assuring the Risk Management framework is adequate and complete to perform the oversight function in relation to the broad risk categories of credit, market,liquidity and operational risks. The committee assesses such key risks on a monthly basis by way of a comprehensive set of risk indicators. The committee shares the information pertaining to the statutory, regulatory and fiduciary developments and requirements, with the key management personals while attaining the responsibilities set out by the Board of Directors.

A risk assessment report of the Bank and the Group is submitted to the Board of Directors within a period of one week of each meeting, thereby maintaining sufficient communication with the Board.

# UNDERTAKINGS OF THE COMMITTEE

In fulfilling the duties and responsibilities, the committee engaged in following activities during the year.

- Achieving progress in reduction of Non-Performing Assets (NPA) through dedicated and continued monitoring with prioritised attention to the recovery efforts and strengthening the loan origination process to reduce credit risk.
- Review of the risk indicators presented in Bank's risk matrix to arrive at 'Early Warning Signals' of risks, with emphasis on continuously strengthening and updating the indicators.
- Taking initiatives to comply with many aspects of Basel II and Basel III while complying with the Liquidity Coverage Ratio (LCR) requirement.
- Refining the Internal Capital Adequacy Assessment Process (ICAAP) to demonstrate a comprehensive adequacy status as a group, including the Bank's related entities. Moreover, the IRMC ensures that ICAAP is effectively communicated to the Board and that there is internal audit oversight of ICAAP.
- Introduction of the comprehensive risk appetite statement with measurable parameters and a monitoring mechanism.

- Refinement of the Internal risk ratings of Bank's clients and expanding the rating modules. This was further supported by the implementation of the new, refined credit evaluation templates in the online Loan Origination System (LOS).
- Review of the effectiveness of the compliance function, ensuring the status of compliance with the regulations, guidelines, laws and internal controls.
- Review of Bank's business continuity and disaster recovery plan.
- Review of the terms of references of Management Committees such as Executive Risk Management Committee, Operational Risk Management Committee ,Asset and Liability Management Committee.
- Review and update the policy documents pertaining to integrated risk management activities of the Bank.

During the year the committee extended its support for the execution of Bank's overall strategy keeping in line with the prudential risk parameters set through an effective framework of Integrated Risk Management.

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Mr. P D J Fernando Chairman - Board Integrated Risk Management Committee

23rd February 2016 Colombo

#### RESPONSIBILITY

In line with the Banking Act Direction No 11 of 2007, section 3 (8)(ii)(b), the Board of Directors present this report on Internal Control over Financial Reporting.

The Board of Directors ("Board") is responsible for the adequacy and effectiveness of the internal control mechanism in place at Union Bank of Colombo PLC, ("the Bank"). In considering such adequacy and effectiveness, the Board recognises that the business of banking requires reward to be balanced with risk on a managed basis and as such the internal control systems are primarily designed with a view to highlighting any deviations from the limits and indicators which comprise the risk appetite of the Bank. In this light, the system of internal controls can only provide reasonable, but not absolute assurance, against material misstatement of financial information and records or against financial losses or fraud.

The Board has established an ongoing process for identifying, evaluating and managing the significant risks faced by the Bank and this process includes enhancing the system of internal control over financial reporting as and when there are changes to business environment or regulatory guidelines. The process is regularly reviewed by the Board and accords with the Guidance for Directors of Banks on the Directors' Statement on Internal Control issued by the Institute of Chartered Accountants of Sri Lanka. The Board has assessed the internal control over financial reporting taking into account principles for the assessment of internal control system as given in that guidance.

The Board is of the view that the system of internal controls over financial reporting in place is sound and adequate to provide reasonable assurance regarding the reliability of financial reporting, and that the preparation of financial statements for external purposes is in accordance with relevant accounting principles and regulatory requirements. The Management assists the Board in the implementation of the Board's policies and procedures on risk and control by identifying and assessing the risks faced, and in the design, operation and monitoring of suitable internal controls to mitigate and control these risks.

#### KEY FEATURES OF THE PROCESS ADOPTED IN APPLYING IN REVIEWING THE DESIGN AND EFFECTIVENESS OF THE INTERNAL CONTROL SYSTEM OVER FINANCIAL REPORTING

The key processes that have been established in reviewing the adequacy and integrity of the system of internal controls with respect to financial reporting include the following:

- Various Committees are established by the Board to assist the Board in ensuring the effectiveness of Bank's daily operations and that the Bank's operations are in accordance with the corporate objectives, strategies and the annual budget as well as the policies and business directions that have been approved.
- The Internal Audit Division of the Bank checks for compliance with policies and procedures and the effectiveness of the internal control systems on an ongoing basis using samples and rotational procedures and highlight significant findings in respect of any non-compliance. Audits are carried out on all units and branches, the frequency of which is determined by the level of risk assessed, to provide an independent and objective report. The annual audit plan is reviewed and approved by the Board Audit Committee. Findings of the Internal Audit Department are submitted to the Board Audit Committee for review at their periodic meetings.
- The Board Audit Committee of the Bank reviews internal control issues identified by the Internal Audit Department, the External Auditors, regulatory authorities and the Management:

and evaluates the adequacy and effectiveness of the risk management and internal control systems. They also review the internal audit functions with particular emphasis on the scope of audits and quality of the same. The minutes of the Board Audit Committee meetings are forwarded to the Board on a periodic basis. Further details of the activities undertaken by the Board Audit Committee of the Bank are set out in the Audit Committee Report on pages 99-100.

In assessing the internal control system over financial reporting, identified officers of the Bank collated all procedures and controls that are connected with significant accounts and disclosures of the financial statements of the Bank. These in turn were observed and checked by the internal audit department for suitability of design and effectiveness on an ongoing basis. The Bank adopted the new Sri Lanka Accounting Standards comprising LKAS and SLFRS in 2012. The processes and procedures initially applied to adopt the aforementioned Accounting Standards were further strengthened during the period based on the feedback received from the external auditors, internal audit department, regulators and the Board Audit Committee. The Bank is in the process of further strengthening the automated financial reporting process in order to comply with the requirements of recognition, measurement, classification and disclosure of the financial instruments more effectively and efficiently. The Bank is also in the process of further strengthening the processes of impairment of Loans and Advances, identification of related parties and financial statement disclosures.

# DIRECTOR'S STATEMENT ON INTERNAL CONTROL OVER FINANCIAL REPORTING

DIRECTOR'S STATEMENT ON INTERNAL CONTROL OVER FINANCIAL REPORTING The comments made by the External Auditors in connection with internal control system over financial reporting in previous years were reviewed during the year and appropriate steps have been taken to rectify them. The recommendations made by the External Auditors in 2015 in connection with the internal control system over financial reporting will be dealt with in the future.

#### CONFIRMATION

Based on the above processes, the Board confirms that the financial reporting system of the Bank has been designed to provide a reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes and has been done in accordance with Sri Lanka Accounting Standards and regulatory requirements of the Central Bank of Sri Lanka.

#### REVIEW OF THE STATEMENT BY EXTERNAL AUDITORS

The External Auditors, Messrs Ernst & Young, have reviewed the above Directors Statement on Internal Control over Financial Reporting included in the Annual Report of the Bank for the year ended 31 December 2015 and reported to the Board that nothing has come to their attention that causes them to believe that the statement is inconsistent with their understanding of the process adopted by the Board in the review of the design and effectiveness of the internal control over financial reporting of the Bank. Their Report on the Statement of Internal Control over Financial Reporting is given on page 105 of this Annual Report.

By order of the Board,

Imtiaz Muhseen Chairman - Board Audit Committee

P.Jayendra Nayak Chairman

Indrajit Wickramasinghe Chief Executive Officer

Colombo, Sri Lanka 24th February 2016

Alexis Lovell, MBE Deputy Chairman

magura

Nirosha Kannangara Company Secretary





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#### HMAJ/WDRT/TW

#### INDEPENDENT ASSURANCE REPORT TO THE BOARD OF DIRECTORS OF UNION BANK OF COLOMBO PLC

#### **INTRODUCTION**

We were engaged by the Board of Directors of Union Bank of Colombo PLC ("Bank") to provide assurance on the Directors' Statement on Internal Control over Financial Reporting ("Statement") included in the annual report for the year ended 31 December 2015.

#### MANAGEMENT'S RESPONSIBILITY

Management is responsible for the preparation and presentation of the Statement in accordance with the "Guidance for Directors of Banks on the Directors' Statement on Internal Control" issued in compliance with section 3(8)(ii)(b) of the Banking Act Direction No. 11 of 2007, by the Institute of Chartered Accountants of Sri Lanka.

#### OUR RESPONSIBILITIES AND COMPLIANCE WITH SLSAE 3050

Our responsibility is to issue a report to the board on the Statement based on the work performed. We conducted our engagement in accordance with Sri Lanka Standard on Assurance Engagements (SLSAE) 3050 – Assurance Report for Banks on Directors' Statement on Internal Control issued by the Institute of Chartered Accountants of Sri Lanka.

#### SUMMARY OF WORK PERFORMED

We conducted our engagement to assess whether the Statement is supported by the documentation prepared by or for directors; and appropriately reflected the process the directors have adopted in reviewing the system of internal control over financial reporting of the Bank.

The procedures performed were limited primarily to inquiries of company personnel and the existence of documentation on a sample basis that supported the process adopted by the Board of Directors. SLSAE 3050 does not require us to consider whether the Statement covers all risks and controls or to form an opinion on the effectiveness of the Bank's risk and control procedures. SLSAE 3050 also does not require us to consider whether the processes described to deal with material internal control aspects of any significant problems disclosed in the annual report will, in fact, remedy the problems.

#### **OUR CONCLUSION**

Based on the procedures performed, nothing has come to our attention that causes us to believe that the Statement included in the annual report is inconsistent with our understanding of the process the Board of Directors has adopted in the review of the design and effectiveness of internal control over financial reporting of the Bank.

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24th February 2016 Colombo

Partners: A D B Talwatte FCA FCMA M P D Cooray FCA FCMA R N de Saram ACA FCMA Ms. N A De Silva FCA Ms. Y A De Silva FCA W R H Fernando FCA FCMA W K B S P Fernando FCA FCMA Ms. L K H L Fonseka FCA A P A Gunasekera FCA FCMA A Herath FCA D K Hulangamuwa FCA FCMA LLB (Lond) H M A Jayesinghe FCA FCMA Ms. A A Ludowyke FCA FCMA Ms. G G S Manatunga FCA N M Sulaiman ACA ACMA B E Wijesuriya FCA FCMA



### NOMINATION COMMITTEE REPORT

The Nomination Committee ("the Committee") is comprised of five directors appointed by the board of directors of the Bank. The majority of such directors are Independent Non Executive Directors.

The directors serving on the present Committee during the year are listed below.

- Ayomi Aluwihare Gunawardene, Chairperson (Independent Non Executive Director)
- Priyantha Fernando, (Independent Non Executive Director)
- Sabry Ghouse (Independent Non Executive Director)
- P. Jayendra Nayak (Non Independent Non Executive Director)
- Gaurav Trehan (Non Independent Non Executive Director)

The Committee reported directly to the Board of Directors of the Bank. The company secretary of the Bank functioned as the secretary to the Committee.

### TERMS OF REFERENCE

The Terms of Reference of the Committee, are as set out below:

- (1) To implement a procedure to select/appoint new directors, CEO and Key Management Personnel according to the regulations and directions imposed by the Monetary Board.
- (2) To consider and recommend or not recommend the re-election of current directors, taking into account the performance and contribution made by the directors concerned towards the overall discharge of the Board's responsibilities.

- (3) To set the criteria such as qualifications, experience and key attributes required for eligibility to be considered for appointment or promotion to the post of CEO and the Key Management positions.
- (4) To ensure that Directors, CEO and the Key Management Personnel are fit and proper persons to hold office as specified in the criteria given in Direction 3(3) and set out in the Statutes.
- (5) To consider and recommend from time to time, the requirements of additional/new expertise and the succession arrangements for retiring Directors and Key Management Personnel.

The Nomination Committee Charter was adopted by the Board of Directors on 30th July 2010.

### MEETINGS

The Committee met 4 times during the year 2015.

The main matters deliberated on at such meetings were :

#### With regard to board composition

- (a) considered and recommended the re-election of four directors who retired in terms of Article 88(i) read together with Article 89 of the Article of Association of the Bank for appointment at the Annual General Meeting.
- (b) evaluated and recommended the appointment of a director to fill a vacancy created by resignation and of two alternate directors and assessed the fitness and propriety of these person to hold the position of director.
- (c) amended the "Procedure for the Selection and Appointment of Directors, CEO and Key Management Personnel".

# With regard to the appointment of key management personal

- (e) recommended the appointment of several key management personnel in accordance with the structure for the management of the affairs of the bank determined by the board including Vice President – Retail Banking and Head of Branch Network, Assistant Vice President and Chief Risk Officer.
- (f) evaluated and recommended the promotions of several existing staff members to key management positions of the Bank.

### With regard to succession

 (h) recommended and evaluated the successors to the Board and the key management positions as per the guidelines issued by the Central Bank and the internal policies of the Bank and a succession plan prepared accordingly.

Ayomi Aluwihare Gunawardene Chairperson - Nomination Committee

24th February 2016

	STANDARD DISCLOSURES	-	-	GRI G4
GRI Indica	tor Disclosure Item	Page Number	External Assurance	INDEX
STRATEGY	AND ANALYSIS			
G4-1	Statement from the chairman	16-17	Yes	
ORGANIZA	ATIONAL PROFILE			
G4-3	Name of the organisation	Inner Back Cover	Yes	
G4-4	Primary Brands, Products and services	24-37	Yes	
G4-5	Location of organisation's head quarters	Inner Back Cover	Yes	
G4-6	Countries where organisation operates	38	Yes	
G4-7	Nature of Ownership and Legal form	Inner Back Cover	Yes	
G4-8	Markets served	24-37	Yes	
G4-9	Scale of the organisation	26, 51, 139	Yes	
G4-10	Employee Profile	50-54	Yes	
G4-11	Percentage of employees covered by collective branding agreements	50-54	Yes	
G4-12	Organisation's supply chain	54-55	Yes	
G4-13	Significant changes during the year	128	Yes	
G4-14	Precautionary approach or principle	50	Yes	
G4-15	Externally developed charters, principles, or other initiatives to which the			
	organisation subscribe or endorses	9	Yes	
G4-16	Membership of associations	55	Yes	
	D MATERIAL ASPECTS AND BOUNDARIES			
G4-17	Entities included in the organisation's consolidated financial statement or equivalent documents	128	Yes	
G4-18	Process for defining report content	9-11	Yes	
G4-19	Material Aspects	9-11	Yes	
G4-20	Aspect Boundary within the organisation	9-11	Yes	
G4-21	Aspect Boundary outside the organisation	9-11	Yes	
G4-22	Effect of any restatements of information provided in previous reports	9-11	Yes	
G4-23	Significant changes from previous reporting periods in the scope, aspect	-		
	boundaries in the report	9-11	Yes	
STAKEHO	DER ENGAGEMENT			
G4-24	List of stakeholder groups engaged by the organisation	12-14	Yes	
G4-25	Basis for identification and selection of stakeholders	12-14	Yes	
G4-26	Organisation's approach to stakeholder engagement	12-14	Yes	
G4-27	Key topics and concerns raised through stakeholder engagement	12-14	Yes	
REPORT F	ROFILE			
G4-28	Reporting period	9-11	Yes	
G4-29	Date of most recent previous report	9-11	Yes	
G4-30	Reporting cycle	9-11	Yes	
G4-31	Contact point for questions regarding the report or its contents	9-11	Yes	
G4-32	Compliance with GRI G4 Guidelines, GRI Content index and the external	0.407.400		
G4-33	assurance report Policy and current practice with regard to seeking External assurance	<u>9, 107-109</u> 9-11, 110, 111	Yes Yes	
GOVERNA		ə-11, 110, 111	162	
GUVERNA	Governance structure of the organisation	80	Yes	
		50	169	
		F	\/	
G4-56	Organisation's values, principles, standards and norms of behavior such as codes of conduct and codes of ethics	5	Yes	
				107

107 Union Bank of Colombo PLC Annual Report 2015 GRI G4 CONTENT INDEX

DMA and Indicators	Disclosure Item	Page Number	External Assurance
CATEGORY	: ECONOMIC		
ASPECT	ECONOMIC PERFORMANCE		
G4-EC1	Direct economic value generated and distributed	224	Yes
ASPECT	MARKET PRESENCE		
G4-EC5	Ratios of standard entry level wage by gender compared to local minimum wage at significant locations of operation	50-54	Yes
ASPECT	PROCUREMENT PRACTICES	_	
G4-EC9	Proportion of spending on local suppliers at significant locations of operation	55	Yes
CATEGORY	: ENVIRONMENT		
ASPECT	ENERGY		
G4-EN6	Reduction of energy consumption	14	Yes
ASPECT	SUPPLIER ENVIRONMENTAL ASSESSMENT		
G4-EN32	Percentage of new suppliers that were screened using using environmental criteria.	55	Yes
CATEGORY	: SOCIAL - LABOUR PRACTICES		
ASPECT EMPLOYMENT			
G4-LA1	Total number and rates of new employee hires and employee turnover by age group, gender and region	50-54	Yes
G4-LA2	Benefit provided to full time employees that are not provided to temporary or part time employees, by significant locations of operations.	50-54	Yes
ASPECT	LABOUR /MANAGEMENT RELATIONS		
G4-LA4	Minimum notice periods regarding operational changes, including whether these are specified in collective agreements	50-54	Yes
ASPECT	TRAINING AND EDUCATION		
G4-LA9	Average hours of training per year per employee by gender, and any employee category	54	Yes
G4-LA10	Programs for skills management and lifelong learning that support the continued employability of employees and assist them in managing career endings	50-54	Yes
ASPECT	DIVERSITY AND EQUAL OPPORTUNITY		
G4-LA12	Composition of governance bodies and breakdown of employees per employee category according to gender, age group, minority group membership, and other indicators of diversity	50-54	Yes
ASPECT	EQUAL REMUNERATION FOR WOMEN AND MEN		
G4-LA13	Ratio of basic salary and remuneration of women to men by employee category , by significant locations of operation	50-54	Yes
ASPECT	LABOUR PRACTICES GOVERNANCE MECHANISMS		
G4-LA16	Number of grievances about labour practices filed, addressed and resolved through formal grievance mechanisms	55	Yes
	-		

	ANDARD DISCLOSURES				
DMA and Indicators	Disclosure Item     Page     External       Number     Assurance				
CATEGORY	SOCIAL - HUMAN RIGHTS				
ASPECT	NON-DISCRIMINATION				
G4-HR3	Total number of incidents of discrimination and corrective actions taken	55	Yes		
ASPECT	HUMAN RIGHTS GRIEVANCE MECHANISMS				
G4-HR12	Number of grievances about human rights impact field, addressed and resolved through formal grievance mechanisms	55	Yes		
CATEGORY	SOCIAL - SOCIETY				
ASPECT	LOCAL COMMUNITIES				
G4-SO2	Operations with significant actual and potential negative impacts on local communities	55	Yes		
ASPECT	COMPLIANCE				
G4-SO8	Monetary value of significant fines and total number of non-monetary sanctions for non-compliance with laws and regulations	55	Yes		
CATEGORY	SOCIAL - PRODUCT RESPONSIBILITY				
ASPECT	PRODUCT AND SERVICE LABELLING				
G4-PR3	Type of product and service information required by the organisation's procedures for product and service information and labelling, and percentage of significant product and service categories subject to such information requirements	55	Yes		
G4-PR4	Total number of incidents off non-compliance with regulations and voluntary codes concerning product and service information and labelling by type of outcomes	55	Yes		
ASPECT	MARKETING AND COMMUNICATIONS				
G4-PR7	Total number of incidents of non-compliance with regulations and voluntary codes concerning marketing communications, including advertising, promotion and sponsorship by type of outcomes	55	Yes		
ASPECT	CUSTOMER PRIVACY				
G4-PR8	Total number of substantiated complaints regardingbreaches of customerprivacy and losses of customer data55		Yes		
ASPECT	COMPLIANCE				
G4-PR9	Monetary value of significant fines for non-compliance with laws and regulations concerning the provision and use of products and services	55	Yes		
		•••••••••••••••••••••••••••••••••••••••	•		

INDEPENDENT ASSURANCE REPORT



Ernst & Young Chartered Accountants 201 De Saram Place P.O. Box 1001 Colombo 100 Sri Lanka Tel : +94 11 2463500 Fax Gen : +94 11 2697369 Tax : +94 11 5578180 eysl@lk.ey.com ey.com

# INDEPENDENT ASSURANCE REPORT TO UNION BANK OF COLOMBO PLC ON THE SUSTAINABILITY REPORTING CRITERIA PRESENTED UNDER THE INTEGRATED ANNUAL REPORT- 2015

#### INTRODUCTION AND SCOPE OF THE ENGAGEMENT

The management of Union Bank of Colombo PLC ("the Bank") engaged us to provide an independent assurance on the following elements of the sustainability reporting indicators under the annual report- 2015 ("the Report").

- Reasonable assurance on the information on financial performance as specified on page 224 of the Report.
- Limited assurance on other information presented in the Report, prepared in accordance with the requirements of the Global Reporting Initiative G4 'In accordance' - Core guidelines.

# BASIS OF OUR WORK AND LEVEL OF ASSURANCE

We performed our procedures to provide limited assurance in accordance with Sri Lanka Standard on Assurance Engagements (SLSAE 3000): 'Assurance Engagements Other than Audits or Reviews of Historical Financial Information', issued by the Institute of Chartered Accountants of Sri Lanka ("CASL").

The evaluation criteria used for this limited assurance engagement are based on the Sustainability Reporting Guidelines ("GRI Guidelines") and related information in particular, the requirements to achieve GRI G4 'In accordance' - Core guideline publication, publicly available at GRI's global website at "www. globalreporting.org".

Our engagement provides limited assurance as well as reasonable assurance. A limited assurance engagement is substantially less in scope than a reasonable assurance engagement conducted in accordance with SLSAE-3000 and consequently does not enable to obtain assurance that we would become aware of all significant matters that might be identified in a reasonable assurance engagement. Accordingly, we do not express an opinion providing reasonable assurance.

#### MANAGEMENT OF THE BANK'S RESPONSIBILITY FOR THE REPORT

The management of the bank is responsible for the preparation of the self-declaration, the information and statements contained within the Report, and for maintaining adequate records and internal controls that are designed to support the sustaining reporting process in line with the GRI Sustainability Reporting Guidelines.

#### ERNST & YOUNG'S RESPONSIBILITY

Our responsibility is to express a conclusion as to whether we have become aware of any matter that causes us to believe that the Report is

not prepared in accordance with the requirements of the Global Reporting Initiative G4 'In accordance' - Core guidelines. This report is made solely to the Bank in accordance with our engagement letter dated 29th October 2015. We disclaim any assumption of responsibility for any reliance on this report to any person other than the bank or for any purpose other than that for which it was prepared. In conducting our engagement, we have complied with the independence requirements of the Code for Ethics for Professional Accountants issued by the CASL.

#### **KEY ASSURANCE PROCEDURES**

We planned and performed our procedures to obtain the information and explanations considered necessary to provide sufficient evidence to support our limited assurance conclusions. Key assurance procedures included:

- Interviewing relevant the bank's personnel to understand the process for collection, analysis, aggregation and presentation of data.
- Reviewing and validation of the information contained in the Report.
- Checking the calculations performed by the bank on a sample basis through recalculation.

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- Reconciling and agreeing the data on financial performance are properly derived from the bank's audited financial statements for the year ended 31 December 2015.
- Comparison of the content of the Report against the criteria for a Global Reporting Initiative G4 'In accordance' - Core guidelines.

Our procedures did not include testing electronic systems used to collect and aggregate the information.

#### LIMITATIONS AND CONSIDERATIONS

Environmental and social performance data are subject to inherent limitations given their nature and the methods used for determining, calculating and estimating such data.

#### CONCLUSION

Based on the procedures performed, as described above, we conclude that;

The information on financial performance as specified on page 224 of the Report are properly derived from the audited financial statements of the Bank for the year ended 31 December 2015. Nothing has come to our attention that causes us to believe that other information presented in the Report are not fairly presented, in all material respects, in accordance with the Bank's sustainability practices and policies some of which are derived from GRI-G4-'In accordance' Core Sustainability Reporting Guidelines.

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Chartered Accountants

24th February 2016 Colombo







- P. Jayendra Nayak Chairman / Non Independent Non Executive Director
   Alexis Lovell, MBE
- Deputy Chairman / Non Independent Non Executive Director3. Asoka de Silva
- Senior Director/ Independent Non Executive Director
- 4. Indrajit Wickramasinghe Executive Director/ Chief Executive Officer
- Sow Lin Chiew Non Independent Non Executive Director
- ▶ 6. Priyantha Fernando Independent Non Executive Director
- Sabry Ghouse Independent Non Executive Director









- 8. Imtiaz Muhseen Independent Non Executive Director
- 9. Ranvir Dewan Non Independent Non Executive Director
- 10. Gaurav Trehan Non Independent Non Executive Director
- 11. Puneet Bhatia Non Independent Non Executive Director
- 12. Michael J O'Hanlon Non Independent Non Executive Director
- ► 13. Ayomi Aluwihare Gunawardene Independent Non Executive Director
- 14. Nirosha Kannangara Company Secretary



#### PROFILES OF THE BOARD OF DIRECTORS

# P. JAYENDRA NAYAK Chairman/ Non Independent Non Executive Director

P. Jayendra Nayak has had 25 years experience of working in India's financial sector, encompassing policy, banking and markets.

Between 2010 - 2013 he was the India Country Head for Morgan Stanley, the investment Bank. Earlier between 2000 - 2009 he was Chairman and CEO of Axis Bank, the commercial bank. During this period of close to a decade, Axis Bank grew to becoming India's fourth largest bank by market capitalisation.

Earlier, between 1996 - 1999, he was the Executive Trustee of Unit Trust of India, the asset management institution.

Dr. Nayak's earlier career was as a civil servant, including in the Finance Ministry of the Government of India between 1990 - 1995. This was a period of liberalisation and reform of the Indian economy.

In 2014, Dr. Nayak chaired the Committee on Governance of Bank Boards, constituted by the Reserve Bank of India.

Dr. Nayak has an MA & PhD in Economics from Cambridge University, UK.

#### ► ALEXIS LOVELL, MBE

Deputy Chairman/ Non Independent Non Executive Director

Alexis Lovell was appointed to the Board in 2007 as a Non-Executive Director and was appointed as the Deputy Chairman in December 2010. He was appointed as the Chairman in May 2012 until November 2014. Subsequent to the strategic investment by TPG (investment held via Culture Financial Holdings Ltd), one of the leading global investment firms, with US \$65 Bn in assets under management, he was appointed as Deputy Chairman effective from November 2014. He counts over thirty years of experience in Finance and Investment Banking. Mr. Lovell is a Chartered Management Accountant, UK and holds a Post Graduate Degree in Business Administration. He was awarded the MBE (Most Distinguished Order of the British Empire) by Her Majesty the Queen of England for services to Investment Banking.

#### ► ASOKA DE SILVA

# Senior Director/ Independent Non Executive Director

Asoka de Silva was appointed to the Board as an Independent Non Executive Director in 2008. He served as the Deputy Chairman of the Board during the period of December 2008 to December 2010 and again during May 2012 to November 2014 and serves as the Senior Director since January 2009. He has worked in the banking industry for over 35 years and was the Chief Executive Officer and General Manager of People's Bank, Sri Lanka. He holds a Bachelor's Degree with Honors from the University of Ceylon, and is a Fellow of the Certified Institute of Professional Management (FCPM), Sri Lanka. Mr. de Silva, who was awarded a prestigious Honorary Fellowship from the Institute of Bankers, Sri Lanka, in recognition of his contribution and leadership provided in restructuring and strengthening the People's Bank (2nd largest state-owned commercial bank), also holds a Management Development Certificate awarded by the Post Graduate Institute of Management, University of Sri Jayewardenepura, as well as, Project Analysis and Project Management Certificates awarded by the Arthur D. Little School of Management (Massachusetts-USA).

A former Director of CRIB (Credit Information Bureau of Sri Lanka), People's Leasing Company PLC, Peoples Travels (Pvt) Ltd, People's Merchant Bank PLC and he was also a member of the Governing Board of Institute of Bankers of Sri Lanka. He was also a Director of Sarvodaya Economic Enterprise Development (Guarantee) Ltd. Formerly, a Vice Chairman of Sri Lanka Banks' Association (Guarantee) Ltd, as well as Deputy Chairman of Lanka Financial Services Bureau Ltd. Mr. de Silva was also a Committee Member of the Financial Sector Cluster of the National Council for Economic Development, National Payment Council and Steering Committee of the financial market program for private sector development during his tenure as CEO/GM in the People's Bank. Previously, a governing council member of the University of Peradeniya, and presently a member of the Faculty Board (Faculty of Management and Commerce) of the University of Sri Jayewardenepura and also a council member of the University of Ruhuna Matara. Mr. de Silva is an Alumni of the Harvard Business School (AMP 163), USA.

#### ▶ INDRAJIT WICKRAMASINGHE

# Executive Director/ Chief Executive Officer

Indrajit Wickramasinghe was appointed as Director/Chief Executive Officer on the 15th of November 2014. He counts for over 25 years of Management experience having worked in both the financial and consumer sectors in both local and multinational companies. He holds an MBA from the University of Sri Jayewardenepura, a Fellow of the Chartered Institute of Marketing UK, a Member of the Association of the Professional Bankers and a member of the Oxford Business Alumni, University of Oxford.

Prior to his appointment as Director/ CEO of UB he served as the Chief Operating Officer of NDB Bank where he was responsible for all business areas including Retail Banking,



Corporate Banking, SME Banking and Project Finance. Prior to that he held positions as a Vice President looking after functions such as HR, Marketing and seven years as Vice President heading Retail Banking. Mr. Wickramasinghe was also a Non-Executive Director of Eagle Insurance/ Aviva NDB Insurance, NDB Capital Holdings PLC, NDB Securities (Pvt) Ltd, Development Holdings (Pvt) Ltd and the Credit Information Bureau of Sri Lanka.

He currently serves as a Non-Executive Director of the National Asset Management Ltd and UB Finance Company Ltd.

#### ► PRIYANTHA FERNANDO

Independent Non Executive Director Priyantha Fernando has more than 35 years of experience in the banking and finance sectors. He was attached to the Central Bank of Sri Lanka serving in senior and diverse capacities. He was the Deputy Governor of the Central Bank in 2010-2011 in charge of the Financial System Stability and the Corporate Service clusters. Mr. Fernando has extensive experience and expertise in the fields of Banking and Financial Sector regulation, Information Technology, National Accounting and Statistics, Fund Management, Risk Management and Restructuring, Recovery and stabilisation of financially distressed companies. At the Central Bank he was the Chairman of the Financial Stability Committee, Member of the Monetary Policy Committee, Member of the Risk Management Committee and the Chairman of the National Payment Council.

He was an Ex-Officio Board Member in several regulatory organisations namely the Securities and Exchange Commission, the Insurance Board of Sri Lanka, the Chairman of the Credit Information Bureau, Institute of Bankers - Sri Lanka and Board Member at Employers Trust Fund, Lanka Clear (Pvt) Ltd and Lanka Financial Services Bureau. During his career he has initiated and spearheaded several key projects of national importance, especially in the area of the advancement of the national payments and settlement system.

Mr. Fernando has served in a number of committees at national level covering a range of subjects representing the Central Bank.

Presently, Mr. Fernando holds directorships in Commercial Leasing and Finance PLC, Taprobane Holdings PLC, Ceylon Leather Products PLC, Thomas Cook Travels Sri Lanka Pvt Ltd., Golden Key Credit Card Company Limited and Imperial Institute of Higher Education.

#### SABRY GHOUSE

Indpendent Non Executive Director Sabry Ghouse was appointed to the Board as an Independent Non Executive Director on 30th August 2012. His banking career spans over 25 years with leading international banks. He counts 10 years' experience serving in overseas markets.

He was employed by American Express Bank, Standard Chartered Bank and Al Rajhi Banking and Investment Corporation of Saudi Arabia, and was responsible for the setting up of Retail Banking, allied operations and crafting of Strategy at all of these banks to emerge a leader in their chosen market.

He joined American Express Bank Sri Lanka as Territory Manager in 1991 to launch the American Express card to the Sri Lankan market which was the first corporate card to be launched in the country and was responsible for the card issuance and acquisition business in Sri Lanka and the Maldives. Thereafter he moved to Standard Chartered Bank as Head of Retail Banking. He was seconded by Standard Chartered Bank in 2000 as Regional Head of Consumer Banking for the Levant Region where he was responsible for the successful acquisition and transition of the Grindlays Bank business, subsequent to Standard Chartered's global acquisition of Grindlays franchise.

#### PROFILES OF THE BOARD OF DIRECTORS

He was recognised by Standard Chartered Bank for his contribution to society and sustainable business for his contribution to the community for his work with the mentally challenged Children in Jordan. He was selected for executive leadership programs conducted by the London Business School, UK and Templeton, Oxford UK.

In 2006 he was appointed Director Retail Banking Al Rajhi Bank Malaysia by its parent Al Rajhi Banking and Investment Corporation, Saudi Arabia, to develop a Retail Banking model and set up operations, on their entry into the Malaysian market. This was a first for the most profitable bank among the top 50 banks in the Gulf Cooperation Council (GCC) at the time. Under his stewardship the Al Rajhi Bank Malaysia, was able to break even in the 4th year with a network of branches throughout Malaysia.

Mr. Ghouse was a former Director of the Credit Information Bureau (CRIB) in Sri Lanka and holds a Master's Degree in Business Administration (MBA) from the University of Western Sydney, Australia.

#### ► IMTIAZ MUHSEEN

Independent Non Executive Director Imtiaz Muhseen was appointed to the Board as an Independent Non Executive Director in February 2013. He is a Chartered Management Accountant and has over 26 years of experience in Finance and Management, both locally and internationally, with specialised experience in General Management, Change Management, Banking and Finance. He was previously employed

#### PROFILES OF THE BOARD OF DIRECTORS

at Ceylon Tobacco Company and British American Tobacco, UK.

He is synonymous for his capabilities and experience in leading cross functional teams across diverse nationalities and cultures in driving global programmes of restructuring, the standardisation of business processes and in the implementation of the Senior Management Regime. His key international achievements in the above areas include restructuring companies and spearheading the implementation of SAP across 25 international markets.

#### ► RANVIR DEWAN

# Non Independent Non Executive Director

Ranvir Dewan joined TPG Capital in July 2006 and is based in Singapore. He is currently the Head of Financial Institutions Group Operations. From April 2000 to July 2006 he was Executive Vice President and Chief Financial Officer of Standard Chartered First Bank (formerly Korea First Bank) in Seoul, Korea.

Prior to that Mr. Dewan spent 13 years with Citibank Global Consumer Bank and held various senior positions in its international businesses. In his previous assignment, he was Regional Financial Controller of Citibank's Global Consumer Bank with responsibilities covering 11 countries in the Asia Pacific region. Mr. Dewan has also held senior positions with KPMG in Canada and England where he specialised in the audits of financial Institutions.

Mr. Dewan is a Fellow of the Institute of Chartered Accountants in England & Wales (FCA) and a member of the Canadian Institute of Chartered Accountants (CPA, CA). He holds a Bachelor of Commerce (Honours) degree from the Shriram College of Commerce, Delhi University, India. He also serves on the Board of Shriram City Union Finance Limited, India and is a member of the Executive, Audit and Risk Committees.

#### ► GAURAV TREHAN

# Non Independent Non Executive Director

Gaurav Trehan is a Managing Director of TPG. Mr. Trehan is based in Mumbai. Since joining TPG in 2004, Mr. Trehan has spent time in TPG's Hong Kong and Mumbai offices and has evaluated and executed private equity transactions in India and Southeast Asia. He serves on the Boards of Directors of Manipal Health Enterprises Pvt. Ltd, Shriram Properties, Shriram Automall India, Shriram General Insurance and Shriram Life Insurance. Prior to joining TPG, Mr. Trehan worked in the Mergers, Acquisitions and Restructurings Department of Morgan Stanley in Menlo Park with a focus on the Technology Sector. Mr. Trehan received a Bachelor of Science in Mathematics & Applied Science and Economics from the University of California, Los Angeles.

#### ▶ PUNEET BHATIA

# Non Independent Non Executive Director

Puneet Bhatia is Managing Director and Country Head for TPG Capital India. He has created nine transactions in India with TPG with Matrix Laboratories, Vishal Retail, invested over \$500m in the Shriram group in four of the group companies and recently in Manipal Hospitals, Union Bank of Colombo PLC and Janalakshmi Financial Services and currently serves on the Board of Directors of these companies.

Prior to joining TPG in April 2002, Mr. Bhatia was Chief Executive, Private Equity Group for GE Capital India ("GE Capital"), where he was responsible for conceptualising and creating its direct and strategic private equity investment group. As Chief Executive, he created and handled a portfolio of almost a dozen companies such as TCS, Patni Computers, BirlaSoft, Sierra Atlantic, iGate, Indus Software and Rediff. He was also responsible for consummating some of GE Capital's joint ventures in India. Before this, Mr. Bhatia was with ICICI Ltd from 1990 to 1995 in the Project and Corporate Finance group and worked as Senior Analyst with Crosby Securities from 1995 to 1996.

Mr. Bhatia was born, grew up in and is based in India. He has a B.Com Honors degree from the Sriram College of Commerce, Delhi and an MBA from the Indian Institute of Management, Calcutta.

#### ▶ MICHAEL J O'HANLON

# Non Independent Non Executive Director

Michael J O'Hanlon is a Senior Advisor to TPG focusing on its financial institution investments. He currently is on the boards of Roosevelt Management Company, LLC, an asset manager, and Rushmore Loan Management Services, LLC, a residential mortgage loan originator and servicer. He has served on the boards of other TPG portfolio companies including Shenzhen Development Bank, Korea First Bank and Bank Thai. Until December 2005, Mr. O'Hanlon was a Managing Director at Lehman Brothers where he worked for over 25 years. Mr. O'Hanlon led the firm's commercial and residential mortgage finance efforts during the late 1980s through 1995. In 1996, he became the head of the Financial Institutions Group, and in mid 1999, he moved to Japan to head Japanese Investment Banking and the Asian Financial Institutions Groups, among other roles. Some key projects in Asia included leading the teams for TPG's investment in Korea First Bank and Lehman Brother's investment in Aozora Bank.

Mr. O' Hanlon holds an MBA in Finance and Accounting from the State University of New York at Albany, and a BS in Business Administration from The College of St. Rose.

Accountant and an MBA from the Indian Institute of Management, Ahmedabad.



#### ► AYOMI ALUWIHARE GUNAWARDENE

Independent Non Executive Director Ayomi Aluwihare Gunawardene is a partner of the law firm F J & G De Saram. She has over twenty years of experience in advising on a number of aspects of Corporate/ Commercial Law. Banking and Finance is a focus practice area.

#### ▶ SOW LIN CHIEW

# Non Independent Non Executive Director

Sow Lin Chiew is the Group Controller of Genting Berhad, the holding company of Vista Knowledge Pte Ltd. She began her career with an international accounting firm in Kuala Lumpur in 1979 and joined Genting Berhad in 1984. She is a Member of the Malaysian Institute of Certified Public Accountants and the Malaysian Institute of Accountants.

#### ► YOKE SUN WOON

Alternate Director to Sow Lin Chiew Yoke Sun Woon was appointed to the Board as an Alternate Director to Ms. Sow Lin Chiew in January 2015. She is the Senior Vice President – Strategic Investment of Genting Berhad, the holding company of Vista Knowledge Pte Ltd. She has been in the investment banking business for nearly 20 years where she specialises in equity research and investment. She holds a Masters in Economics from University of Malaya in Malaysia.

#### ▶ SUMEDH JOG

# Alternate Director to Michael J O'Hanlon

Sumedh Jog is a Vice President at TPG Capital India and is based in Mumbai. Prior to joining TPG in 2008 he worked in the investment banking department of DSP Merrill Lynch in Mumbai. He is a Chartered



LEADERSHIP TEAM



► 1. Indrajit Wickramasinghe Director/Chief Executive Officer

► 2. Wije Dambawinne Vice President/Head of Treasury

► 3. Hiranthi de Silva Vice President-Wholesale Banking ► 4. Ravi Divulwewa Vice President-Credit

► 5. S. Sri Ganendran Vice President-Operations





► 1. Ravi Jayasekera Vice President-Human Resources

► 2. Chaya Jayawardena Vice President-Retail Banking



► 4. Malinda Samaratunga Chief Financial Officer ► 5. Suhen Vanigasooriya Chief Risk Officer



#### ASSISTANT VICE PRESIDENTS



► 1. Tony Candappa Assistant Vice President - Treasury

2. Rushira de Silva
 Assistant Vice President/Corporate
 Banking Team Head

► 3. Thishani Dissanayake Assistant Vice President - Marketing 4. Manisha Fernando
 Assistant Vice President - Retail
 Liability Products & Alternate Channels

► 5. Chaya Gunarathne Compliance Officer

► 6. Mahendra Illangasinghe Assistant Vice President/Head of Branch Network





1. Charitha Jayawickrama
 Assistant Vice President Group Internal Audit

►2. Nirosha Kannangara Assistant Vice President /Company Secretary 3. Lasantha Mathupala
 Assistant Vice President - IT

▶ 4. Indika Mendis Assistant Vice President - Treasury

► 5. Kusal Perera Assistant Vice President - Recoveries ► 6. Thiroshani Ratnayake Assistant Vice President - Human Resources



#### CHIEF MANAGERS



Nalin Ahangama Chief Manager - Trade & Treasury Operations



Naveendran Anthonypillai Chief Manager/ Zonal Head, Zone I



Mahendra Dahanayake Chief Manager - Corporate Banking



Ashan De Silva Chief Manager - Corporate Banking



Pasindu Dharmasiri Chief Manager/ Head of Cash Management



Inoka Dias Chief Manager - Organisational Development



Chamara Gomis Chief Manager - Retail Assets & Cards



Halantha Hewasiliyange Chief Manager - Operational Excellence & Business Continuity Management



Jeevan Jayawardana Chief Manager - Loan Review Management



Malinda Perera Chief Manager/ Head of Retail Liability Sales



Isuru Pethiyagoda Chief Manager - Primary Dealer Unit



Shiran Punchihewa Chief Manager - Business IT





Asanga Tennakoon Chief Manager - Corporate Banking Team Head



Sameera Wijegunawardena Chief Manager - SME



Ranjan Asirvatham Senior Manager - Pawning



Deepal Edirisinghe Senior Manager - Administration & Premises



Minoli Fernando Senior Manager - Finance

SENIOR MANAGERS



Nipuna Ganegoda Senior Manager/Head of Elite Circle



Thangavelu Gobinath Senior Manager -Institutional Clients



Janaka Iroshan Senior Manager - Electronic Banking



Minesh Jayasekera Senior Manager - Remittances & Non Residents Products



Jayanthi Jayasuriya Senior Manager - Nugegoda Branch



Kumari Jayawardena Senior Manager - Horana Branch



#### SENIOR MANAGERS



Jayanath Kariyakarawana Senior Manager - Credit Operations



Irani Karunanayake Senior Manager - Legal



Kathirgamathamby Nishaaharan Senior Manager/ Zonal Head, Zone IV



Saman Kottawatta Senior Manager/ Zonal Head, Zone III



Deepal Liyanage Senior Manager - SME



Sandamali Munasinghe Senior Manager - Legal



Sailajah Nadarajah Senior Manager - Treasury



Ayesha Naotunna Senior Manager - Finance



Sanjeewa Pandithratne Senior Manager - Factoring



Rohan Peiris Senior Manager - Branch Operations



Chandani Perera Senior Manager - Process Control



Mangala Perera Senior Manager - IT Core Banking





Nirosha Perera Senior Manager - Internal Audit



Ruchira Perera Senior Relationship Manager -Corporate Banking



Dulin Rajapakse Senior Manager - IT





Anuruddha Ranasinghe Senior Manager - Zone II



Asanka Ranasinghe Senior Manager/ Zonal Head, Zone II



Damith Sumathirathne Senior Manager - Retail Assets Sales



Gihan Samarasinghe Senior Manager - Bancassurance



Nilmini Weerasekera Senior Relationship Manager -Corporate Banking



Dhananjeyan Wijendra Senior Manager - Retail Assets Centre



Ramani Wjeratne Senior Manager - Wattala Branch



# WE ARE GEARED FOR EXPANSION

We have moved ahead significantly and the years ahead hold much promise in what we can offer our valued stakeholders

# **Financial Reports**

Annual Report of the Board of Directors on the

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#### FINANCIAL CALENDAR 2015 AND PROPOSED FINANCIAL CALENDAR 2016

Submission of the Interim Financial Statements in terms of Rule 7.4 of the Colombo Stock Exchange and as per the requirements of the Central Bank of Sri Lanka

	2015 Submitted on	2016 to be submitted on or before
For the 3 months ended 31 March, (unaudited)	22 April 2015	15 May 2016
For the 3 and 6 months ended 30 June, (unaudited)	22 July 2015	15 August 2016
For the 3 and 9 months ended 30 September, (unaudited)	21 October 2015	15 November 2016
For the 3 months and year ended 31 December, (unaudited)	24 February 2016	28 February 2017

ANNUAL REPORT OF THE BOARD OF DIRECTORS ON THE STATE OF AFFAIRS OF THE BANK

The year 2015, was a transformational year for the Bank. Several significant changes took place moving the Bank to it's next phase. New strategies were implemented including introducing new financial products, branch expansions, installation of new ATMs around Colombo and suburbs and staffing with the investment made by Culture Financials Holding Limited, a company registered in Cayman Islands.

With the above mentioned development the Board of Directors is presenting the Annual Report on the affairs of the Bank including the Audited Financial Statements of the Bank including the Consolidated Financial Statement of the Group for the year ended 31 December 2015 in compliance with Companies Act No. 7 of 2007 and Listing Rules of the Colombo Stock Exchange.

This Report was approved by the Board of Directors at the Board Meeting held on 24 February 2016.

#### LEGAL STATUS OF THE COMPANY

Union Bank of Colombo PLC was incorporated on 02 February 1995 as a Limited Liability Company. It was registered as Licensed Commercial Bank under the Banking Act No. 30 of 1988 and commenced banking business on 16 June 1995. The Bank was re-registered as required under the provisions of the Companies Act No.7 of 2007 on 23 September 2008. The Shares of the Bank were listed on the Main Board of the Colombo Stock Exchange with effect from 29 March 2011. As a result the name of the Bank was changed from Union Bank of Colombo Limited to Union Bank of Colombo PLC.

# PRINCIPAL ACTIVITIES AND THE NATURE OF THE BUSINESS OF THE BANK AND ITS SUBSIDIARIES

#### The Nature of the Business of the Bank

The principal activities of the Bank are Commercial Banking and related financial services, namely accepting deposits, personal banking, trading financing, offshore banking, resident and non-resident foreign currency operations, corporate and retail credit, project and micro financing, lease financing, hire purchase, bancassurance, pawning, ATM facilities, telebanking, internet banking facilities and factoring.

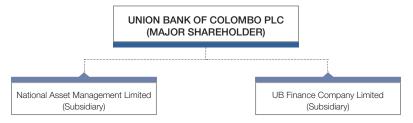
# THE NATURE OF THE BUSINESS OF NATIONAL ASSET MANAGEMENT LIMITED (NAMAL), A SUBSIDIARY OF THE BANK

National Asset Management Limited (NAMAL) is the pioneer unit trust management company in Sri Lanka and launched National Equity Fund, the first unit trust in Sri Lanka in 1991. NAMAL manages eight unit trusts and private portfolios for institutional investors and individual clients.

# THE NATURE OF THE BUSINESS OF UB FINANCE COMPANY LIMITED (UBF), A SUBSIDIARY OF THE BANK

The principal activity of UBF is carrying on finance business including providing financial services namely accepting deposits, maintaining savings accounts, lease financing, hire purchase, vehicle loans, mortgage loans, pawning, factoring, working capital financing and real estate.

#### THE BANK AND THE SUBSIDIARIES



	National Asset Management Company Limited (NAMAL)	UB Finance Company Limited (UBF)
Legal status and Registered office	A company formed as a Limited Liability Company and re-registered under the Companies Act No.7 of 2007.	A company formed as a Limited Liability Company and re-registered under the Companies Act No.7 of 2007.
	Registered office and principal place of business at No. 64, Galle Road, Colombo 03, Sri Lanka.	Registered office and principal place of business at No. 10, Daisy Villa Avenue, Colombo 04, Sri Lanka.

	National Asset Management Company	UB Finance Company Limited (UBF)	ANNUAL
Shareholding	Limited (NAMAL) Union Bank of Colombo PLC holds 51% of the share capital of the Company. Balance shareholding of the Company is held by DFCC Bank and Ennid Capital (Pvt) Ltd.	Union Bank of Colombo PLC holds 66.17% of the share capital of the Company. Further, the Bank holds 75.61% out of the total voting shares of the Company and the balance shares were held by 806 other shareholders.	REPORT OF THE BOARD OF DIRECTORS ON THE STATE OF AFFAIRS OF THE BANK
Board of Directors	Mr. Alexis Indrajit Lovell Chairman Mr. Suren Madanayake Mr. Indrajit Wickramasinghe Mr. Malinda Samaratunga Mr. Harold Avancka Herat Ms. Khoo Siew Bee Mr. Indigahawela Janaka Palitha Gamage Mr. Tyrone Wilfred de Silva Mr. Wijenanda Punchi Banda Dambawinne	The Board of UB Finance Company Limited were reconstituted with the following members; Mr. Alexis Indrajit Lovell - Chairman Mr. Ananda Atukorala - Deputy Chairman Mr. Davis Golding (Mr. Rienzie Fernando - Alternate Director) Mr. Malinda Samaratunga Mr. Upali Wijeyesekera Mr. Indrajit Wickramasinghe Mr. Chandrakumar Ramachandra Mr. Ranvir Dewan Mr. Ransith Karunaratne – Chief Executive Officer	
Directors and related party Shareholding in the Company as at 31 December 2015.	Mr. Alexis Indrajit Lovell, Chairman, Mr. Indrajit Wickramasinghe, Mr. Malinda Samaratunga and Mr. Wijenanda Punchi Banda Dambawinne were appointed to the Company by the Bank.	<ul> <li>Mr. Alexis Indrajit Lovell, Chairman, Mr. Indrajit Wickramasinghe, Mr. Malinda</li> <li>Samaratunga and Mr. Ranvir Dewan were appointed to the Company by the Bank.</li> <li>Mr. Davis Golding represents Shorecap II Limited and the said Company holds 275,000,000 Voting Shares in the Company.</li> <li>Mr. Kenneth Kusinath Upali Wijeyesekera and related parties hold 690,770 Non Voting Shares with 57 Voting Shares in the Company.</li> <li>Mr. Ananda Atukorala holds 10,010 Voting Shares in the Company.</li> </ul>	

The aggregate value of remuneration paid by the Bank to its key management personnel including directors and the aggregate values of the transactions of the Bank with its KMP's and their close relation as at 31 December 2015, are illustrated bellow:

Key Management Personnel and Directors	2015 Rs.	As a % of Bank's regulatory Capital
Remuneration and other employment benefits	173,066,237	
Directors Fees	7,309,522	
Loans and Receivables	85,495,806	0.6%
Due to other customers - Deposits	18,913,320	

Net accommodation granted and the transaction with subsidiaries are as follows:

Transaction with Subsidiaries		
Loans and Receivables	540,615,241	3.6%
Due to other customers - Deposits	9,580,849	
Repurchased agreements	248,018,345	

ANNUAL REPORT OF THE BOARD OF DIRECTORS ON THE STATE OF AFFAIRS OF THE BANK

#### CHANGES TO THE GROUP STRUCTURE

The Board of Directors of the Bank made the following appointments to its subsidiaries.

#### **UB FINANCE COMPANY LIMITED**

Mr. Ranvir Dewan was appointed to the Board of UB Finance Company Limited with effect from 02 November 2015.

#### NATIONAL ASSET MANAGEMENT LIMITED (NAMAL)

Mr. Wijenanda Punchi Banda Dambawinne was appointed to the Board of NAMAL with effect from 6 November 2015 in place of Mr. Ajith Wijeyesekera.

#### **REVIEW OF BUSINESS**

A review on the performance of the Bank during the year, with comments on the financial results and future plans, is contained in the Chairman's Statement and the Chief Executive Officer's Report.

#### **BRANCH NET WORK**

As at 31 December 2015, the Bank had 64 branches.

#### **VISION AND MISSION**

Vision and Mission of the Bank are given in page 5 of this Annual Report.

FUTURE GOALS AND EXPANSIONS CEO has given a review on page 18 of this Annual Report.

#### FINANCIAL REPORTING AND RESPONSIBILITY FOR THE ACCOUNTS

The Directors are satisfied that the financial statements, presented from pages 139 to 208 give a true and fair view of the state of affairs of the Bank as at 31 December 2015 and the Profit and Loss Account for the year ended 31 December 2015. The Directors further declare that the following were adhered to in preparation of financial statements giving a balanced and understandable assessment of the Bank.

The Company has not been

engaged in any activity which contravenes law and regulations;

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- their material interests refer page 132.The Company has made every
  - endeavor to ensure equitable treatment of shareholders.

The Directors have declared all

- The business is a going concern
   A review was conducted
  - A review was conducted covering financial, operational and compliance controls and risk management, that obtained reasonable assurance of their effectiveness and successful adherence therewith.

In addition, the Directors are satisfied with the financial statements, and that appropriate accounting policies have been selected and applied consistently and reasonably and prudent judgments and estimates have been made, and the 'Going Concern' basis has been adopted.

The Directors also confirm that the financial statements of the Bank have been prepared in compliance with the Companies Act No. 07 of 2007 and as per the requirements of Colombo Stock Exchange, comply with the Sri Lanka Accounting standards and include Group and Bank results separately with regard to the subsidiaries of the Bank. The Directors have ensured that the Bank has maintained proper books of accounts and records. The Directors have taken reasonable measures to safeguard the assets of the Bank and to establish appropriate systems of internal control with a view to prevention and detection of fraud and other irregularities.

The Directors confirm that to the best of their knowledge all taxes, statutory dues, and levies payable by the Bank as at Balance Sheet date have been paid or where relevant provided for. The Directors are of the view that they have discharged their responsibilities as set out in this statement.

The Gross Income of the Bank and the Group was Rs. 5,019,258,311 and Rs. 6,055,729,325 respectively.

Profit before taxation, VAT and NBT on financial services for the year ended 31.12.2015 for the Bank was

Rs. 328,136,811 and Rs. 428,463,908 for the Group.

Retained profit for the year ended 31.12.2015 for the Bank was Rs. 467,692,146 and the Group retained loss for the year ended 31.12.2015 was Rs. 91,502,391 respectively.

Property, plant and equipment, leasehold improvement and intangible assets addition during the year amounted to Rs. 667,399,734 for Bank and Rs. 721,672,971 for the Group.

#### AUDITORS REPORT

Messrs. Ernst & Young Chartered Accountants, our Auditors, have carried out the Audit of the Financial Statements for the financial year ended 31 December 2015 are given on pages 139 to 208 of this Annual Report.

# SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies used by the Bank in preparation of the Financial Statements are given on pages 144 to 159 of this Annual Report.

#### DONATIONS

The donations given by the Bank during the year 2015 are in total Rs. 222,500.

#### PAYMENTS MADE TO DIRECTORS

The Directors fees and Remunerations made to the Board of Directors are disclosed in page 183 of this Annual Report.

#### EMPLOYEE SHARE OPTION PLAN

With the approval of the shareholders, the Bank formulated an Employee Share Option Plan for key employees and directors of the Bank. The scheme was set up with the objective of providing key executives in employment with and directors of the Bank or its subsidiaries with an appropriate incentive to encourage them to continue in employment of and to provide services to the Bank or its subsidiaries and to improve its growth, profitability and financial success. Options entitle a holder to subscribe to and purchase shares in the Bank. The total number of shares that may be issued by the Bank if all of the Options are granted, is 45,565,382 amounting to 4.17% of the total issued shares of the Bank.

Options may be granted by the Bank under the scheme until 16 June 2025 and will be granted to employees or directors who are eligible in terms of the scheme.

The details of the options offered to employees under the ESOP as at 31 December 2015 are as follows, No of options granted: 12,123,698 No of options remaining: 12,123,698

Further Board of Directors confirm that the Bank or any of its subsidiaries have not, directly or indirectly provided funds for the ESOS.

#### POST BALANCE SHEET EVENTS

#### Dividend

The Board of Directors resolved at the Board meeting held on 24 February 2016, to pay a final divided of Rs. 0.04 per share on 1,091,406,249 shares of the Bank amounting to Rupees Forty Three Million Six Hundred and Fifty Six Thousand Two Hundred and Fifty (Rs. 43,656,250/-) for the year ended 31 December 2015. The dividend payout ratio is 23%.

The Board of Directors ensured that the Company would meet the requirement of the Solvency Test in terms of the section 56(3) of the Companies Act No. 7 of 2007, immediately after the payment of said dividend.

#### SHAREHOLDER REGISTER

As at 31 December 2015, the total number of shares issued by the Bank was 1,091,406,249 including 33,553 shareholders. The 20 largest shareholders list is given on page 63 of this Annual Report.

#### **DIRECTORS & OFFICERS LIABILITY** POLICY

The Directors and Officers Liability insurance policy was renewed for a further period of 15 months from 29 September 2015 until 31 December 2016 at a premium of \$ 34,396.97 for a limit of liability of \$ 10 Mn. The policy was renewed for 15 months inorder to align the new renewal date as 1 January 2017. This Directors and Officers Liability policy was obtained, based on the global policy of the Culture Financial Holdings Limited, the major shareholder of the Bank, from AIG - Dubai, fronted by AIA Insurance Lanka Ltd.

The Directors and Officers liability insurance provides indemnity for Directors and officers against the Legal Liabilities imposed on them as a consequence of wrongful decisions made in their capacity. The policy also extends its coverage to the Directors and Officers of the subsidiaries of Union Bank of Colombo PLC.

ANNUAL **REPORT OF** THE BOARD OF DIRECTORS **ON THE STATE OF AFFAIRS OF** THE BANK

#### **DIRECTORATES AS AT 31 DECEMBER 2015**

Name of the Director	Position/Status	Alternate Director	Date of appointment	Age
Pangal Jayendra Nayak	Chairman – Non Independent Non Executive Director	None	27/10/2014	68
Alexis Indrajit Lovell	Deputy Chairman – Non Independent Non Executive Director	None	28/09/2007	63
Bodahandi Asoka Keerthi de Silva	Senior Director / Independent Non Executive Director	None	30/05/2008	67
Indrajit Asela Wickramasinghe	Executive Director/Chief Executive Officer	None	19/11/2014	48
Priyantha Damian Joseph Fernando	Independent Non Executive Director	None	02/11/2011	64
Mohamed Hisham Sabry Ghouse	Independent Non Executive Director	None	30/08/2012	53
Hussain Imtiaz Muhseen	Independent Non Executive Director	None	19/02/2013	61
Ranvir Dewan	Non Independent Non Executive Director	None	29/09/2014	62
Gaurav Trehan	Non Independent Non Executive Director	None	29/09/2014	40
Puneet Bhatia	Non Independent Non Executive Director	None	27/10/2014	49

ANNUAL REPORT OF THE BOARD OF DIRECTORS ON THE STATE OF AFFAIRS OF THE BANK

-	Name of the Director	Position/Status	Alternate Director	Date of appointment	Age
	Michael J O' Hanlon	Non Independent Non Executive Director	Sumedh Jog (35 years old)	27/10/2014 and Alternate Director was appointed on 13/03/2015.	60
	Ayomi Aluwihare Gunawardene	Independent Non Executive Independent Director	None	19/11/2014	48
- -	Sow Lin Chiew	Non Independent Non Executive Director	Yoke Sun Woon (52 years old)	20/01/2015 and Alternate Director was appointed on 20/01/2015.	56

# THE NATURE OF DIRECTORATES AS AT 31 DECEMBER 2015

P Javendra Nayak, Chairman of the Board, Mr. Alexis Lovell, Deputy Chairman, Ms. Sow Lin Chiew, Mr. Ranvir Dewan, Mr. Gaurav Trehan, Mr. Puneet Bhatia and Mr. Michael J O' Hanlon were the Non Independent Non Executive Directors of the Board, Mr. Asoka de Silva is the Senior Director of the Bank. Mr. Priyantha Fernando, Mr. Sabry Ghouse, Mr. Imtiaz Muhseen and Ms. Ayomi Aluwihare Gunawardene were the Independent Non-Executive Directors of the Board. Mr. Indrajit Wickramasinghe serves as the Executive Director of the Board and is also the Chief Executive Officer of the Bank. Ms. Yoke Sun Woon and Mr. Sumedh Jog serve as the Alternate Directors to Ms. Sow Lin Chiew and Mr. Michael J O' Hanlon respectively.

# NEW APPOINTMENTS AND RESIGNATION OF DIRECTORS

Mr. Kin Leong Chong, the Director who represented Vista Knowledge Pte Ltd, the second major shareholder of the Bank ceased to be a Director with effect from 20 January 2015. Ms. Sow Lin Chiew the alternate director to Mr. Kin Leong Chong was appointed as the Director to the Board and Ms. Yoke Sun Woon as her alternate on 20 January 2015.

Mr. Sumedh Jog was appointed as an Alternate Director to Mr. Michael J O' Hanlon on 19 February 2015 for a period of 2 years from the date of approval granted by the Central Bank of Sri Lanka.

#### **RE-APPOINTMENTS**

In terms of Article 88(i) read together with Article 89 of the Articles of Association of the Bank Mr. Priyantha Fernando, Mr. Gaurav Trehan, Mr. Ranvir Dewan, Mr. Puneet Bhatia and Dr. P J Nayak retire by rotation at the forthcoming Annual General Meeting and being eligible are recommended by the Directors for re-election in terms of Article 89 of the Articles of Association of the Bank.

#### APPRAISAL OF BOARD PERFORMANCE

A scheme of Self Assessment for the Board of Directors was approved by the Nominations Committee and the Board in 2010. Two questionnaires were approved enabling the directors to self-evaluate the Board as a whole and the performance of the fellow Non Executive Directors. The evaluation was made for year ended 2015 with the participation of all directors presently serving on the Board including the Alternate Directors. The Chairman of the Board tabled the brief summaries of the results of the questionnaire filled independently by all the directors to the Board.

The Human Resources and Remuneration Committee set goals and targets for the Board of Directors at the meeting held on 15 October 2013 and the Board of Directors approved the same at the meeting held on 01 November 2013.

# REGISTERS OF DIRECTORS AND SECRETARIES

The Bank maintains a registry of Directors and Secretaries. The names and addresses and their business occupations are set out in this.

#### COMMUNICATION

The Bank strongly believes that all stakeholders should have access to complete information on its activities, performance and product initiatives.

# DIRECTORS' INTEREST IN CONTRACTS

The Director's Interest register was introduced in December 2007. The Directors have disclosed their interests as per Section 192 (1) of the Companies Act No. 7 of 2007.

Mr. Michael J O' Hanlon declared that he has a relevant interest in Union Bank of Colombo PLC as he holds 1,588,324 ordinary voting shares through Culture Financial Holding Limited, the major shareholder of the Bank.

The Directors of the Bank have no direct or indirect interest in any contract or proposed contract of the Bank other than those disclosed herein and in page 129 on related party transactions.

The Directors declare their interest in contracts at meetings and have refrained from voting when decisions are taken in respect of these.



#### ANNUAL GENERAL MEETINGS

The Board takes the opportunity to address the issues of shareholders at the Annual General Meeting. The Financial Statement of the Bank is prepared according to the accepted Rules and accounting standards. The financial accounts were published and also circulated prior to the Annual General Meeting. A copy of the Notice of Meeting is attached to this Annual Report.

#### COMPLIANCE WITH RULES & REGULATIONS INCLUDING CORPORATE GOVERNANCE PRACTICES

The Board of Directors acts in compliance with statutory requirements and has continuously communicated with the regulatory and supervisory bodies. Compliance Report is tabled at each quarterly Board meeting informing the status of compliance levels as per the statutory requirements.

The Board has delegated its business operations to the Key Management Personnel led by the Chief Executive Officer and the business operations are monitored by the Board. The Board has formed several Board Committees to provide oversight to areas such as Credit, Risk Management, Audit, Human Resources and Nominations. The Committee members liaise with the Key Management Personnel in their day-to-day activities whenever necessary to ensure the safety and soundness of the Bank.

The Board of Directors has always taken decisions in accordance with the prevailing laws and regulations of the Country and specifically imposed by the regulatory bodies. The Board of Directors confirms that the factual findings of the Auditors issued under Sri Lanka related Services Practice statement 4750 has been incorporated in the Annual Corporate Governance Report. Further, the Board of Directors confirms that there are no financial, businesses, family, or other material/relevant relationships between the Chairman CEO and among Directors.

For and on behalf of the Board of Directors,

Dr. P Jayendra Nayak Chairman

Indrajit Wickramasinghe Chief Executive Officer

Nirosha Kannangara Company Secretary

ANNUAL REPORT OF THE BOARD OF DIRECTORS ON THE STATE OF AFFAIRS OF THE BANK



ANNUAL REPORT OF THE BOARD OF DIRECTORS ON THE STATE OF AFFAIRS OF THE BANK

#### ANNUAL BOARD APPOINTED COMMITTEES

The following Board Committees were constituted in compliance with the Banking Act Direction No. 11 of 2007 issued by the Central Bank of Sri Lanka and revised Listing Rules of Colombo Stock Exchange. The composition of the Committees as at 31 December 2015 were as follows;

Name of Committee	Name of Committee Members
Audit Committee	Imtiaz Muhseen - Chairman Asoka de Silva Michael J O' Hanlon Ranvir Dewan Priyantha Fernando <i>(appointed to the BAC w.e.f. from 01 July</i> <i>2015)</i>
	* Sabry Ghouse was ceased to be a member w.e.f. 01 July 2015
Human Resources and Remuneration Committee	Ayomi Aluwihare Gunawardene - Chairperson P. Jayendra Nayak Priyantha Fernando Sabry Ghouse Gaurav Trehan
Nomination Committee	Ayomi Aluwihare Gunawardene - Chairperson P. Jayendra Nayak Priyantha Fernando Sabry Ghouse Gaurav Trehan
Credit Committee	P. Jayendra Nayak - Chairman Alexis Lovell Sabry Ghouse Indrajit Wickramasinghe
Integrated Risk Management Committee	* Asoka de Silva was ceased to be a member w.e.f. 01 July 2015 Priyantha Fernando - Chairman Ranvir Dewan Puneet Bhatia Asoka de Silva Michael J. O' Hanlon (appointed to the IRMC w.e.f. 22 April 2015) Indrajit Wickramasinghe
Related Party Transactions Review Committee (The Committee was formed on 30 September 2015 as per the Listing Rules of Colombo Stock Exchange)	Ayomi Aluwihare Gunawardene - Chairperson Asoka de Silva Sabry Ghouse Indrajit Wickramasinghe

#### OTHER DIRECTORSHIPS HELD BY THE BOARD

Set out below were the directorships held by the Directors in other institutions as at 31 December 2015.

Name of Director **Other Directorships Held** THE BOARD OF DIRECTORS P Jayendra Nayak None **ON THE STATE** Alexis Lovell Director **OF AFFAIRS OF**  Associated Electrical Corporation Ltd THE BANK National Asset Management Ltd UB Finance Company Limited Lake Leisure Holdings (Pvt) Ltd Real Investment Holdings Pte Ltd Think Cube Systems (Pvt) Ltd Think Cube Limited Principal ► JI Capital Limited Asoka de Silva None Priyantha Fernando Director Commercial Leasing & Finance PLC Taprobane Holdings PLC Golden Key Credit Card Company Limited Imperial Institute of Higher Education Ceylon Leather Products PLC Thomas Cook Travels - Sri Lanka (Pvt) Ltd Sabry Ghouse Director Baywatch Eco Resort Village (Private) Ltd West Agro Property Developers (Private) Ltd Imtiaz Muhseen None Ranvir Dewan Director Shriram City Union Finance Limited UB Finance Company Limited Gaurav Trehan Director Shriram Properties Pvt. Ltd. Shriram Automall India Ltd Shriram General Insurance Co. Ltd. Shriram Life Insurance Co. Ltd. Manipal Health Enterprises Pvt. Ltd. Puneet Bhatia Director TPG Capital India Private Limited Shriram Transport Finance Company Limited TPG Wholesale Private Limited Shriram Properties Private Limited Vishal e-Commerce Private Limited Havells India Limited Additional Director Flare Estate Private Limited Nominee Director Shriram Holdings Madras Private Limited Shriram Capital Limited Janalakshmi Financial Services Limited Manipal Health Enterprises Private Limited Michael J O'Hanlon Director Roosevelt Management Company LLC Rushmore Loan Management Services LLC



ANNUAL

**REPORT OF** 

ANNUAL	Name of Director	Other Directorships Held
REPORT OF THE BOARD OF DIRECTORS ON THE STATE OF AFFAIRS OF THE BANK	Ayomi Aluwihare Gunawardene	Other Directorships Held Director Smarased Property Holdings (Private) Limited Corporate Trustee Services (Private) Limited Besra (Private) Limited Corporate Services (Private) Limited Kestral (Private) Limited
	Indrajit Wickramasinghe	<ul> <li>Director</li> <li>National Asset Management Ltd</li> <li>UB Finance Company Ltd</li> </ul>
	Sow Lin Chiew	<ul> <li>Director</li> <li>Capax Trading Sdn Berhad</li> <li>Genting Management and Consultancy Services Sdn Bhd</li> <li>Sri Highlands Express Sdn Bhd</li> <li>Genting Risk Solutions Sdn Bhd</li> <li>Genting CDX Singapore Pte Ltd (formerly known as Genting International Industries (Singapore) Pte Ltd)</li> <li>Genting Bhd (Hong Kong) Limited</li> <li>Resorts World Limited</li> <li>Resorts World Bhd (Hong Kong) Limited</li> <li>Genting Power Holdings Limited</li> <li>Genting Global Pte Ltd (formerly known as Genting (Singapore) Pte Ltd)</li> <li>Oxalis Limited</li> <li>Web Energy Ltd</li> <li>Genting Power International Limited</li> <li>Awana Hotels &amp; Resorts Management Sdn Bhd</li> <li>CIMB (Private) Limited (Alternate Director to Mr. Chong Kin Leong)</li> <li>Genting Management (Singapore) Pte Ltd</li> <li>Vista Knowledge Pte Ltd</li> </ul>
	Sumedh Jog (Alternate Director to Michael J O'Hanlon) Yoke Sun Woon (Alternate Director to Sow Lin Chiew)	<ul> <li>None</li> <li>Director</li> <li>TauRx Pharmaceuticals Ltd (Alternate Director to Tan Kong Han)</li> <li>GentingTauRx Diagnostic Centre Sdn Bhd (Alternate Director to Tan Sri Lim Kok Thay)</li> <li>Lacustrine Limited</li> <li>Genting Group Sdn Bhd</li> <li>Genting Gaming Solutions Pte Ltd</li> <li>Awana Vacation Resorts Management Sdn Bhd</li> </ul>
		<ul> <li>Awana Hotels &amp; Resorts Sdn Bhd</li> <li>Genting Innovation Pte Ltd</li> <li>Resorts World (Singapore) Pte Ltd</li> </ul>



#### NUMBER OF MEETINGS HELD AND ATTENDANCE

Name of Directors	Board Meeting	gs	Audit Commi	ittee	Integra Risk Manag Commi	jement	Nomina Commi		Human Resour Remun Commi	rces & ieration	Credit Commi	ittee
	Eligibility	Attendance	Eligibility	Attendance	Eligibility	Attendance	Eligibility	Attendance	Eligibility	Attendance	Eligibility	Attendance
P. Jayendra Nayak (Chairman)	12	12					04	04	11	11	13	13
Alexis Lovell (Deputy Chairman)	12	09									13	09
Asoka de Silva (Senior Director)	12	11	8	8	06	05					07	06
Priyantha Fernando	12	10	4	2	06	06	04	02	11	08		
Sabry Ghouse	12	12	4	3	-		04	03	11	10	13	13
Imtiaz Muhseen	12	11	8	8								
Ranvir Dewan	12	12	8	8	06	06						
Gaurav Trehan	12	12					04	03	11	9		
Puneet Bhatia	12	09			06	02						
Michael J O'Hanlon or his Alternate Director Sumedh Jog	12	10	8	8	04	03						
Ayomi Aluwihare Gunawardene	12	11					04	04	11	11		
Indrajit Wickramasinghe (Director /Chief Executive Officer)	12	12			06	06					13	13
Sow Lin Chiew or her Alternate Director Yoke Sun Woon	12	09										

NUMBER OF MEETINGS HELD AND ATTENDANCE INDEPENDENT AUDITORS' REPORT ON FINANCIAL STATEMENTS



Ernst & Young Chartered Accountants 201 De Saram Place P.O. Box 101 Colombo 10 Sri Lanka

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#### HMAJ/WDRT/TW

#### INDEPENDENT AUDITORS' REPORT TO THE SHAREHOLDERS OF UNION BANK OF COLOMBO PLC

### REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying financial statements of Union Bank of Colombo PLC, (the "Bank"), and the consolidated financial statements of the Bank and its subsidiaries ("Group"), which comprise the statement of financial position as at 31 December 2015, and the statement of profit or loss, statement of comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information, set out on pages 139 to 208 of the annual report.

# BOARD'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

The Board of Directors ("Board") is responsible for the preparation of these financial statements that give a true and fair view in accordance with Sri Lanka Accounting Standards, and for such internal control as Board determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### AUDITORS' RESPONSIBILITY

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Sri Lanka Auditing Standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

#### OPINION

In our opinion, the consolidated financial statements give a true and fair view of the financial position of the Group as at 31 December 2015, and of its financial performance and cash flows for the year then ended in accordance with Sri Lanka Accounting Standards.

# REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

As required by Section 163(2) of the Companies Act No. 7 of 2007, we state the following:

- The basis of opinion, scope and limitations of the audit are as stated above.
- b) In our opinion:
- We have obtained all the information and explanations that were required for the audit and, as far as appears from our examination, proper accounting records have been kept by the Bank,
- The financial statements of the Bank give a true and fair view of the financial position as at 31 December 2015, and of its financial performance and cash flows for the year then ended in accordance with Sri Lanka Accounting Standards, and
- The financial statements of the Bank and the Group comply with the requirements of Section 151 and 153 of the Companies Act No.07 of 2007.

24 February 2016 Colombo

Partners: A D B Talwatte FCA FCMA M P D Cooray FCA FCMA R N de Saram ACA FCMA Ms. N A De Silva FCA Ms. Y A De Silva FCA W R H Fernando FCA FCMA W K B S P Fernando FCA FCMA Ms. L K H L Fonseka FCA A P A Gunasekera FCA FCMA A Herath FCA D K Hulangamuwa FCA FCMA LLB (Lond) H M A Jayesinghe FCA FCMA Ms. A A Ludowyke FCA FCMA Ms. G G S Manatunga FCA N M Sulaiman ACA ACMA B E Wijesuriya FCA FCMA

A member firm of Ernst & Young Global Limited

			BANK		GROUP
Year ended 31 December	Note	2015	2014	2015	2014
		Rs.	Rs.	Rs.	Rs.
					5 0 / / /00 500
Gross Income	4	5,019,258,311	4,546,418,312	6,055,729,325	5,314,408,569
Interest income		4,155,483,612	3,972,061,828	4,998,505,376	4,482,731,384
Less: Interest expense		2,133,781,611	2,209,487,241	2,558,427,747	2,512,193,633
Net interest income	5	2,021,702,001	1,762,574,587	2,440,077,629	1,970,537,751
Fee and commission income		226,603,279	197,198,292	404,789,452	351,032,094
Less: Fee and commission expense		46,005,344	43,559,906	61,773,747	58,620,098
Net fee and commission income	6	180,597,935	153,638,386	343,015,705	292,411,996
	_				
Net trading income	7	278,040,868	96,053,799	278,040,868	96,053,799
Other operating income (net)	8	359,130,552	281,104,393	374,393,629	384,591,292
Total operating income		2,839,471,356	2,293,371,166	3,435,527,831	2,743,594,838
Less: Credit loss expense	9	176,729,299	541,164,792	260,134,408	526,527,971
Net operating income	3	2,662,742,057	1,752,206,374	3,175,393,423	2,217,066,867
		2,002,742,037	1,102,200,014	3,173,333,423	2,217,000,007
Less:					
Staff costs	10	993,195,427	660,125,648	1,159,493,872	784,681,134
Depreciation of property, plant and equipment	27	226,856,589	195,893,637	251,811,000	217,094,860
Amortisation of intangible assets	26	110,304,044	74,870,973	112,341,793	76,734,298
Other expenses	11	1,004,249,186	708,618,748	1,223,282,850	905,414,882
Operating profit before value added tax (VAT) and					
national building tax (NBT) on financial services		328,136,811	112,697,368	428,463,908	233,141,693
		100 140 051	51 004 050	100.000.000	70.010.104
Less: VAT and NBT on financial services		122,142,851	51,894,352	136,283,898	72,610,184
Profit before tax	12	205,993,960	60,803,017	292,180,010	160,531,509
Less: Tax expense	12	13,295,975	3,714,869	37,437,246	82,334,844
Profit for the year		192,697,985	57,088,147	254,742,764	78,196,665
Attributable to:					
Equity holders of the parent		192,697,985	57,088,147	222,770,454	31,063,069
Non controlling interest		-	-	31,972,310	47,133,596
<u>v</u>		192,697,985	57,088,147	254,742,764	78,196,665
Earnings per share					
Earnings per share - Basic	13.1			0.20	0.06
Earnings per share - Diluted	13.2			0.19	0.06

The notes to the Financial Statements from pages 144 to 208 form an integral part of these Financial Statements.

STATEMENT OF PROFIT OR LOSS STATEMENT OF COMPREHENSIVE INCOME

			BANK		GROUP
Year ended 31 December	Note	2015	2014	2015	2014
		Rs.	Rs.	Rs.	Rs.
Profit for the year		192,697,985	57,088,147	254,742,764	78,196,665
		,,.	- ,,	- , , -	-, -,
Other comprehensive income to be reclassified to profit or loss:					
Gains/(losses) on re-measuring available for sale					
financial assets		(26,929,760)	(1,720,629)	(27,797,978)	1,286,653
Net amount transferred to profit or loss		(20,020,100)	(1,120,020)	(21,101,010)	1,200,000
(Available for sale financial assets)		1,720,629	-	1,720,629	-
Less: Income Tax effect on losses on re-measuring					
available for sale financial assets		7,058,557	-	7,058,557	-
Net other comprehensive income to be reclassified to					
profit or loss		(18,150,574)	(1,720,629)	(19,018,792)	1,286,653
Other comprehensive income not to be reclassified to profit or loss:					
Actuarial gains/(losses) on defined benefit plans	34.1	(5,118,585)	(8,550,698)	(5,406,969)	(8,162,418)
Less: Income Tax effect on actuarial losses on defined benefit plans		1,433,204	2,394,195	1,390,519	2,394,195
Net other comprehensive income not to be		, ,	, ,	, ,	
reclassified to profit or loss		(3,685,381)	(6,156,503)	(4,016,451)	(5,768,223)
Other comprehensive income for the year, net of taxes		(21,835,955)	(7,877,132)	(23,035,243)	(4,481,569)
Total comprehensive income for the year, net of tax		170,862,030	49,211,015	231,707,521	73,715,096
Attributable to:					
Equity holders of the parent		170,862,030	49,211,015	200,146,802	25,074,559
Non-controlling interest		-	-	31,560,719	48,640,537
Total		170,862,030	49,211,015	231,707,521	73,715,096

The notes to the Financial Statements from pages 144 to 208 form an integral part of these Financial Statements.

#### STATEMENT OF FINANCIAL POSITION

GROUP

As at 31 December	Note	2015	2014	2015	2014
		Rs.	Rs.	Rs.	Rs.
Assets	45	0.011.004.545	0 400 571 010	2 015 400 750	0 600 007 450
Cash and balances with banks	15 16	2,811,324,545	2,408,571,810	3,015,496,750	2,689,337,456
Reverse repurchased agreements	01	1,513,425,321	10,543,106,240	1,619,467,074	10,642,158,185
Placements with banks	17	284,078,387	73,994,788	294,074,296	186,430,108
Derivative financial instruments	17	10,621,429	4,150,249	10,621,429	4,150,249
Financial assets - held for trading	18 19	8,463,807,409	2,584,471,476	8,463,807,409	2,584,471,476
Loans and receivables to banks	-	-	-	16,004,324	16,004,324
Loans and receivables to other customers	20 21	40,095,331,952	25,944,569,911	45,450,313,621	29,217,857,242
Other loans and receivables	21	5,721,549,058	2,470,115,184	4,951,273,765	1,649,133,891
Financial investments - available for sale		8,356,130,222	1,647,685,722	8,538,559,055	1,800,750,206
Financial investments - held to maturity	24	140,528,827	140,027,415	140,528,827	140,027,415
Investment in real estate	25	-	-	213,274,310	258,886,718
Investments in subsidiaries	23	892,364,489	892,364,489	-	-
Property, plant and equipment	27	913,814,173	754,548,233	1,059,027,289	875,932,693
Goodwill and intangible assets	26	1,118,199,758	951,749,690	1,469,782,932	1,304,026,823
Current tax asset		208,403,675	149,447,786	224,554,666	149,447,786
Deferred tax assets	28.2	-	-	485,102,333	515,837,835
Other assets	29	475,909,210	430,318,315	590,237,970	523,917,935
Total assets		71,005,488,455	48,995,121,308	76,542,126,050	52,558,370,342
Liabilities					
Due to banks	30	6,945,248,678	2,090,587,725	7,156,387,845	2,145,831,980
Repurchased agreements	31	8,242,551,409	1,116,489,292	7,994,533,064	1,095,693,980
Due to other customers	32	37,652,508,137	27,808,891,340	41,623,920,639	30,323,850,013
Other borrowed funds	33	-		1,281,084,761	845,085,339
Current tax liabilities	-	-	-	173,498,460	181,441,829
Deferred tax liabilities	28.1	30,088,601	25,284,386	30,553,529	25,914,794
Other liabilities	34	1,212,915,667	1,203,584,315	1,567,078,750	1,443,520,609
Total liabilities		54,083,312,492	32,244,837,058	59,827,057,048	36,061,338,544
Equity		10.001	10.001 == :	10.001 501	10.001 == 1
Stated capital	35.1	16,334,781,723	16,334,781,723	16,334,781,723	16,334,781,723
Share warrants	35.2	65,484,375	65,484,375	65,484,375	65,484,375
Statutory reserve fund	35.4	71,417,070	61,782,171	80,624,342	69,168,604
Investment fund reserve		-		-	
ESOP Reserve	35.3	1,029,683	-	1,029,683	
Available for sale reserve		(18,229,035)	(78,461)	(4,575,850)	14,085,075
Retained earnings		467,692,147	288,314,442	(91,502,392)	(298,854,380)
Total equity attributable to equity holders of the bank		16,922,175,963	16,750,284,250	16,385,841,881	16,184,665,397
Non-controlling interests		-		329,227,121	312,366,401
Total equity		16,922,175,963	16,750,284,250	16,715,069,002	16,497,031,798
Total equity and liabilities		71,005,488,455	48,995,121,308	76,542,126,050	52,558,370,342
Net asset value per share (Rs.)		15.50	15.35	15.32	15.12
Commitments and Contingencies	38.1	36,045,939,247	24,188,914,041	36,045,939,247	24,188,914,041
Communents and Contingencies	JØ. I	30,043,939,247	24,100,914,041	30,045,939,247	24,188,914,041

BANK

The notes to the Financial Statements from pages 144 to 208 form an integral part of these Financial Statements.

We certify that these Financial Statements are in compliance with the requirements of the Companies Act No. 07 of 2007.

Malinda Samaratunga Chief Financial Officer

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

/N ze

P. Jayendra Nayak Chairman



Indrajit Wickramasinghe Director/CEO

Agrangaro

Nirosha Kannangara Company Secretary

Colombo 24 February 2016

Iransters during the year			I	2,854,407	(213,716,852)	ı	I	210,862,445	I		
Dividend paid	14			1	1	1	1	(87,312,500)	(87,312,500)		
Share issue expense								(89,374,730)	(89,374,730)		
Balance as at 31 December 2014		16,334,781,723	65,484,375	61,782,171		1	(78,461)	288,314,442	16,750,284,250		
Vet Profit for the year		•	1	1			1	192,697,985	192,697,985		
Other Comprehensive Income		•	1	1			(18,150,574)	(3,685,381)	(21,835,955)		
Total comprehensive income		•	•	•			(18,150,574)	189,012,604	170,862,030		
ESOP Issued	35.3	•	•	1	•	1,029,683	1	1	1,029,683		
ransfers during the year	35.4	•	•	9,634,899		1	•	(634,899)	1		
Balance as at 31 December 2015		16,334,781,723	65,484,375	71,417,070		1,029,683	(18,229,035)	467,692,147	16,922,175,963		
GROUP Year ended 31 December				Statutory	Investment		Available			Non	
	Note	Stated	Share	Reserve	Fund	ESOP	for sale	Retained	Total	Controlling	
		Capital Rs.	warrants Rs.	Fund Rs.	Reserve Rs.	Reserve Rs.	reserve Rs.	Earnings Rs.	Equity Rs.	Interest Rs.	Total Rs.
Balance as at 1 January 2014		4,979,791,113		63,271,620	214,888,840		14,174,007	(351,932,868)	4,920,192,712	273,525,864	5,193,718,576
Net Profit for the year								31,063,069	31,063,069	47,133,596	78,196,665
Other Comprehensive Income				1			(88,932)	(5,899,578)	(5,988,510)	1,506,941	(4,481,569)
otal comprehensive income							(88,932)	25,163,491	25,074,559	48,640,537	73,715,096
ssue of share capital	35.1	11,354,990,610		1		1	1	1	11,354,990,610	1	11,354,990,610
Issue of warrants	35.2		65,484,375						65,484,375		65,484,375
Transfers during the year				5,896,984	(214,888,840)			208,991,856			'
Adjustment								(4,389,629)	(4,389,629)		(4,389,629)
Dividend paid	14	1		1				(87,312,500)	(87,312,500)	(000'008'6)	(97,112,500)
Share issue expense		1		1				(89,374,730)	(89,374,730)	1	(89,374,730)
Balance as at 31 December 2014		16,334,781,723	65,484,375	69,168,604		T	14,085,075	(298,854,380)	16,184,665,397	312,366,401 1	16,497,031,798
Net Profit for the year		1	1	1	1	ı	1	222,770,454	222,770,454	31,972,310	254,742,764
Other Comprehensive Income		1	1	1		1	(18,660,925)	(3,962,728)	(22,623,653)	(411,590)	(23,035,243)
otal comprehensive income			•	•		ı	(18,660,925)	218,807,726	200,146,801	31,560,720	231,707,521
ESOP Issued	35.3	1	1	1	ı	1,029,683	1	1	1,029,683	1	1,029,683
ransfers during the year	35.4	1	1	11,455,738	1	I	1	(11,455,738)	1	I	I
				1						(11 700 000)	11 700 0001

The notes to the Financial Statements from pages 144 to 208 form an integral part of these Financial Statements.

(14,700,000) 16,715,069,002

(14,700,000) 329,227,121

- - - - - - - - - - - (91,502,392) 16,385,841,881

(4,575,850)

ı 1,029,683

i ī

> 11,455,738 80,624,342

65,484,375

16,334,781,723

Dividend paid Balance as at 31 December 2015

STATEMENT OF CHANGES IN EQUITY

| BANK<br>Year ended 31 December | Note | Stated<br>Capital<br>Rs | Share<br>warrants<br>Rs | Statutory<br>Reserve<br>Fund<br>Rs | Investment<br>Fund<br>Reserve<br>Rs | ESOP<br>Reserve<br>Rs | Available<br>for sale<br>reserve<br>Rs | Retained<br>Earnings<br>Rs |
|--------------------------------|------|-------------------------|-------------------------|------------------------------------|-------------------------------------|-----------------------|--|----------------------------|
|                                |      | 2                       | 2                       | .2                                 | 2                                   | 2                     | 2                                      | 10.                        |
| Balance as at 1 January 2014   |      | 4,979,791,113           | I                       | 58,927,764                         | 213,716,852                         |                       | 1,642,168                              | 203,207,583                |
| Net Profit for the year        |      |                         |                         |                                    |                                     |                       |  | 57,088,147                 |
| Other Comprehensive Income     |      |                         |                         |                                    |                                     |                       | (1,720,629)                            | (6,156,503)                |
| Total comprehensive income     |      |                         |                         |                                    |                                     |                       | (1,720,629)                            | 50,931,645                 |
| Issue of share capital         | 35.1 | 11,354,990,610          |                         |                                    |                                     |                       | 1                                      |                            |
| Issue of warrants              | 35.2 |                         | 65,484,375              |                                    |                                     |                       |  |                            |
| Transfers during the year      |      |                         |                         | 2,854,407                          | (213,716,852)                       |                       |  | 210,862,445                |
| Dividend paid                  | 14   |                         |                         |                                    |                                     |                       |  | (87,312,500)               |
| Share issue expense            |      |                         |                         |                                    |                                     |                       |  | (89,374,730)               |
| Balance as at 31 December 2014 |      | 16,334,781,723          | 65,484,375              | 61,782,171                         |                                     |                       | (78,461)                               | 288,314,442 1              |
| Net Profit for the year        |      | 1                       | 1                       | 1                                  | 1                                   | 1                     | 1                                      | 192,697,985                |
| Other Comprehensive Income     |      | 1                       | 1                       | 1                                  | 1                                   | 1                     | (18,150,574)                           | (3,685,381)                |
| Total comprehensive income     |      |                         |                         | 1                                  |                                     |                       | (18,150,574)                           | 189,012,604                |
|                                |      |                         |                         |                                    |                                     |                       |  |                            |

5,457,285,480 57,088,147 (7,877,132) 49,211,015 11,354,990,610 65,484,375

Total Rs.

|   | BANK GROUP                   |                 |                  |                 |
|---|------------------------------|-----------------|------------------|-----------------|
| As at 31 December Note  | 2015                         | 2014            | 2015             | 2014            |
|   | Rs.                          | Rs.             | Rs.              | Rs.             |
| Cook Flow from One water Activities   |                              |                 |                  |                 |
| Cash Flow from Operating Activities   | 2 751 510 911                | 4,044,152,639   | 4 495 750 177    | 4 400 075 500   |
| Interest receipts<br>Fee and commission receipts  | 3,751,510,811<br>180,597,935 | 4,044,152,639   | 4,485,752,177    | 4,492,975,539   |
|   | , ,                          | -,,-            | 343,015,704      | 263,934,133     |
| Interest payments   | (2,032,621,928)              | (2,465,360,961) | (2,502,990,767)  | (2,930,842,248) |
| Receipts from other operating activities Payments on other operating activities                         | 362,011,364                  | 412,760,982     | 388,958,933      | 526,440,545     |
| <u> </u>  | (2,101,288,729)              | (1,407,194,038) | (2,496,905,627)  | (1,746,682,023) |
| Operating profit before changes in operating assets & liabilities                                       | 160,209,453                  | 709,519,145     | 217,830,420      | 605,825,946     |
| (Increase)/decrease in operating assets:  | (057 707 01 4)               | 100 705 070     | (057 707 01 4)   | 100 705 070     |
| Balances with Central Bank of Sri Lanka   | (357,707,014)                | 168,765,679     | (357,707,014)    | 168,765,679     |
| Funds advanced to customers   | (14,240,741,649)             | (3,241,506,989) | (16,347,632,283) | (4,725,727,482) |
| Others  | (52,062,076)                 | 9,282,401       | (27,178,807)     | 94,272,703      |
|   | (14,650,510,739)             | (3,063,458,909) | (16,732,518,104) | (4,462,689,100) |
| Increase /(decrease) in operating liabilities:  | 0.000 1 10.005               | (074.000.440)   | 11 000 000 551   | 4 070 177 117   |
| Due to banks and other customers  | 9,800,140,865                | (274,306,410)   | 11,320,893,571   | 1,070,177,417   |
| Repurchased agreements  | 7,109,813,929                | 986,590,557     | 6,882,590,895    | 968,091,215     |
| Others  | (140,902,468)                | 141,950,320     | (29,423,525)     | 434,762,434     |
|   | 16,769,052,326               | 854,234,467     | 18,174,060,941   | 2,473,031,065   |
| Net cash from/(used in) operating activities before income tax  | 2,278,751,040                | (1,499,705,296) | 1,659,373,257    | (1,383,832,089) |
| Retiring benefit obligation paid 34.1   | (7,038,842)                  | (7,587,361)     | (8,435,635)      | (8,590,809)     |
| Income tax paid   | (10,811,663)                 | (9,520,761)     | (28,519,955)     | (65,032,190)    |
| Net cash from/(used in) operating activities  | 2,260,900,535                | (1,516,813,418) | 1,622,417,667    | (1,457,455,087) |
|   |                              |                 |                  |                 |
| Cash flow from/(used in) investing activities   |                              |                 |                  |                 |
| Dividends received  | 14,126,272                   | 11,146,237      | 648,453          | 1,162,923       |
| Investment in other financial assets-held for trading   | (5,608,119,934)              | (1,613,967,396) | (5,608,119,934)  | (1,618,540,066) |
| Investment in financial assets-available for sale   | (6,647,352,129)              | 89,042,579      | (6,677,584,695)  | 30,132,354      |
| Financial investments-held to maturity  | (6,889,185)                  | (515,436)       | (6,889,185)      | (515,436)       |
| Net increase in debt securities   | (3,069,167,059)              | -               | (3,068,933,846)  |                 |
| Purchase of property, plant and equipment 27  | (390,645,620)                | (209,058,463)   | (443,575,069)    | (229,589,345)   |
| Purchase of intangible assets   | (141,869,091)                | (537,087,595)   | (143,212,877)    | (537,603,528)   |
| Proceeds from Sale of property, plant and equipment   | 1,416,079                    | 160,714         | 6,988,151        | 160,714         |
| Net cash used in investing activities   | (15,848,500,667)             | (2,260,279,359) | (15,940,679,002) | (2,354,792,384) |
| Cash flow from/(used in) financing activities   |                              |                 |                  |                 |
| Proceeds from shares  | -                            | 11,420,474,985  | -                | 11,420,474,985  |
| Increase/decrease in borrowings   | 4,899,216,211                | 1,833,300,341   | 5,527,710,017    | 2,204,111,399   |
| Share issue cost  | -                            | (89,374,730)    | -                | (89,374,730)    |
| Dividend paid   | -                            | (87,312,500)    | (14,700,000)     | (97,112,500)    |
| Net cash from investing activities  | 4,899,216,211                | 13,077,088,096  | 5,513,010,017    | 13,438,099,154  |
| Nat increases ((decreases) in each and each actuit (decre   | (0.600.000.001)              | 0.000.005.010   | (9.905.051.010)  | 0 605 951 690   |
| Net increase/(decrease) in cash and cash equivalents Cash and cash equivalents at beginning of the year | (8,688,383,921)              | 9,299,995,319   | (8,805,251,318)  | 9,625,851,683   |
|   | 11,932,106,847               | 2,632,111,528   | 12,369,115,502   | 2,743,263,819   |
| Cash and cash equivalents at end of the year  | 3,243,722,926                | 11,932,106,847  | 3,563,864,184    | 12,369,115,502  |
| Reconciliation of cash and cash equivalents   |                              |                 |                  |                 |
| Cash in hand and at banks 15  | 1,504,512,361                | 1,459,466,640   | 1,708,684,566    | 1,740,232,286   |
| Placements with banks   | 284,074,181                  | 73,994,788      | 294,070,090      | 186,430,108     |
| Due to banks  | (55,762,611)                 | (141,753,431)   | (55,831,220)     | (196,997,686)   |
| Reverse repurchased agreements  | 1,510,898,995                | 10,540,398,849  | 1,616,940,748    | 10,639,450,794  |
|   | 3,243,722,926                | 11,932,106,846  | 3,563,864,184    | 12,369,115,502  |

The notes to the Financial Statements from pages 144 to 208 form an integral part of these Financial Statements.



STATEMENT

OF CASH FLOWS

CORPORATE INFORMATION

### 1.1 General

Union Bank of Colombo PLC ("Bank") is a Public Limited Liability Company listed on the Colombo Stock Exchange, incorporated on 02 February 1995 and domiciled in Sri Lanka. It is a Licensed Commercial Bank regulated under the Banking Act No. 30 of 1988 and amendments thereto. The Bank was re-registered under the Companies Act No7 of 2007. The registered office of the Bank is at No.64, Galle Road, Colombo 03. The ordinary shares of the Bank have a primary listing on the Colombo Stock Exchange.

### 1.1.1 Consolidated Financial Statements

The Consolidated Financial Statements for the year ended 31 December 2015 comprise the Bank (parent company), two subsidiaries National Assets Management Limited and UB Finance Company Limited and the Special Purpose Entity, Serandib Capital (Pvt) Ltd. (together referred to as the "Group")

National Asset Management Limited was incorporated on 28 September 1990 as a Limited Liability Company under the Companies Act No.17 of 1982. The company re-registered under the Companies Act No. 07 of 2007.

UB Finance Company Ltd is an unquoted public limited Company, incorporated and domiciled in Sri Lanka. The Company was incorporated in Sri Lanka on 12 July 1961 under the Companies Ordinance No.38 of 1938 and was re-registered as required under the provision of the Companies Act No.7of 2007. The Company has registered with the Central Bank of Sri Lanka as a Finance Company under the Finance Companies' Act No.78 of 1988.

Serandib Capital (Pvt) Ltd is a private investment Company formed in 2003. The Bank considers this as a Special Purpose Entity and due to the combination of activities and arrangements mentioned in Note 2.2.7, management determined that, in substance, the Bank controls this entity. Consequently, Serandib Capital (Pvt) Ltd is included in the Bank's consolidated financial statements.



### 1.1.2 Parent Entity and Ultimate Controlling Parties

The Bank's immediate parent is Culture Financial Holding Limited and the ultimate holding company during the financial year is TPG Asia GenPar VI, L.P, Both companies are registered in the Cayman Islands.

### 1.2 Principal Activities and Nature of Operations Bank

### Bank

The Bank provides a comprehensive range of financial services encompassing accepting deposits, personal banking, retail banking, trade financing, off shore banking, resident and non-resident foreign currency operations, corporate and retail credit, pawning, project financing, lease financing, rural credit, internet banking, money remittance facilities, dealing in Government Securities and treasury related products and margin trading, etc.

### Subsidiaries

The principal activities of the Bank's Subsidiaries are launching, operating and administrating unit trusts and accepting deposits from public, providing loans, land sales, leasing and hire purchase.

### Special Purpose Entity (SPE)

Serandib Capital (Pvt) Ltd is a private investment company.

There were no significant changes in the nature of the principal activities of the Bank and the Group during the financial year under review.

### 1.3 Date of Authorization for Issue

The Financial Statements of the Group and the Bank for the year ended 31 December 2015 were authorised for issue in accordance with a resolution of the Board of Directors on 24 February 2016.

### 2.0 BASIS OF PREPARATION

### 2.1 Statement of Compliance

The Statement of Profit or Loss, Statement of Comprehensive Income, Statement of Financial Position, Statements of Changes in Equity and Statement of Cash Flows together with Accounting Policies and related notes (Financial Statements), i.e. Consolidated Financial Statements and Separate Financial Statements, as at 31 December 2015 and for the year then ended, have been prepared in accordance with Sri Lanka Accounting Standards (hereafter referred as SLFRS) laid down by The Institute of Chartered Accountants of Sri Lanka and in compliance with the requirements of the Companies Act No. 07 of 2007. The presentation of the Financial Statements is also in compliance with the requirements of the Banking Act No. 30 of 1988 and amendments thereto.

### 2.1.2 Basis of Measurement

The Financial Statements of the Bank and the Group have been prepared on a historical cost basis, except for derivative financial instruments, available for sale financial instruments and other financial assets held for trading that have been measured at fair value and liabilities for defined benefit obligations are recognised as the present value of the defined benefit obligation

### 2.1.3 Functional and Presentation Currency

The Financial Statements are presented in Sri Lankan Rupees, except when otherwise indicated.

### 2.1.4 Presentation of Financial Statements

The Bank and the Group present their Statement of Financial Position is grouped by nature and listed in order that reflects relative liquidity and maturity pattern. An analysis regarding recovery or settlement within 12 months after the reporting date (current) and more than 12 months after the reporting date (non–current) is presented in note 44 to the financial statement.

### 2.1.5 Materiality and Aggregation

In compliance with Sri Lanka Accounting Standard: LKAS 01 (Presentation of Financial Statements), each material class of similar items is presented separately in the Financial Statements. Items of dissimilar nature or functions too are presented separately, if they are material.

Financial Assets and Financial Liabilities are offset and the net amount reported in the Statement of Financial Position, only 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 assets and settle the liabilities simultaneously. Income and expenses are not offset in the Statement of Profit or Loss unless required or permitted by an Accounting Standards or interpretations. 2.1.6 Comparative Information

Comparative information is re-classified wherever necessary to comply with the current presentation, which is given in Note 36 of the Financial Statements.

### 2.2 Significant Accounting Judgments, Estimates and Assumptions

The preparation of Financial Statements of the Bank and the Group in conformity with Sri Lanka Accounting Standards requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses and as well as the disclosure of contingent liabilities. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised on and in any future periods affected.

The most significant areas of estimation, uncertainty and critical judgments in applying accounting policies that have the most significant effect on the amounts recognised in the Financial Statements of the Bank and the Group are as follows;

### 2.2.1 Going Concern

The Group's management has made an assessment of its ability to continue as a going concern and is satisfied that it has the resources to continue in business for the foreseeable future. Furthermore, management is not aware of any material uncertainties that may cast significant doubt upon the Group's ability to continue as a going concern and they do not intend either to liquidate or to cease operations of the Group. Therefore, the statements continue to be prepared on the going concern basis.

### 2.2.2 Impairment Losses on Loans and Receivables

The Bank and the Group review their individually significant loans and receivables at each reporting date to assess whether an impairment loss should be recorded in the Statement of Profit or Loss. In particular, management's judgment is required in the estimation of the amount and timing of future cash flows when determining the impairment loss. These estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the impairment allowance made.

Loans and receivables that have been assessed individually and found not to be impaired and all individually insignificant loans and receivables are then assessed collectively by categorising them into, groups of assets with similar risk characteristics, to determine whether a provision should be made due to incurred loss events for which there is objective evidence, but the effects of which are not vet evident. The collective assessment takes account of data from the loan portfolio and judgments on the effect of concentrations of risks and economic data. The impairment loss on loans and receivables is disclosed more detail in Note 20.4 and Note 20.5 to the financial statement.

### 2.2.3 Impairment of Available for Sale Investments

The Bank and the Group reviews their investment securities classified as available for sale investments at each reporting date to assess whether they are impaired. This requires similar judgment as applied to the individual assessment of loans and receivables.

The Bank and the Group also records impairment charges on available for sale equity investments when there has been a significant or prolonged decline in the fair value below their cost.

The Bank and the Group evaluates, among other factors, historical share price movements and duration and extent to which the fair value of an investment is less than its cost.

The determination of what is 'significant' or 'prolonged' requires judgment. The Bank and the Group generally treats 'significant' as 20% or more and 'prolong' as greater than six months.

### 2.2.4 Deferred tax assets

Deferred tax assets are recognised in respect of tax losses to the extent that it is probable that future taxable profit will be available against which such tax losses can be utilised and loan impairment allowances which will be recovered in the foreseeable future. Judgment is required to determine the amount of deferred tax assets that can be recognised, based upon the likely timing and level of future taxable profits, together with future tax planning strategies.

Details of the deferred tax assets are disclosed in Note 28.2 to the financial statement.

### 2.2.5 Defined Benefit Plan

The costs of the defined benefit plan and the present value of its obligations are determined using an actuarial valuation. The actuarial valuation involves making assumptions about discount rates, expected rates of return on assets, future salary increases, mortality rates and possible future gratuity increases, if any. Due to the long–term nature of this plan, such estimates are subject to significant uncertainty. All assumptions are reviewed at each reporting date.

In determining the appropriate discount rate, management considers the interest rates of Sri Lanka Government Bonds with extrapolated maturities corresponding to the expected duration of the defined benefit obligation.

The mortality rate is based on publicly available mortality tables. Future salary increases are based on expected future inflation rates and expected future salary increase rate of the Bank and the Group.

Details of the key assumption used in the estimates are disclosed in Note 34.1 to the financial statement.

### 2.2.6 Useful lives of Property, Plant and Equipment and Intangibles

The Bank and the Group review the residual values, useful lives and methods of depreciation of Property, Plant and Equipment and intangible assets at each reporting date. Judgment of the management is exercised in the estimation of these values, rates, methods and hence they are subject to uncertainty.

### 2.2.7 Consolidation of Special Purpose Entities (SPEs)

The Group consolidates those SPEs it controls. In assessing and determining if the Group controls SPEs, judgments are exercised to determine the following: whether the activities of the SPE are being conducted on behalf of the Group to obtain benefits from the SPE's operation;

### NOTES TO THE FINANCIAL STATEMENTS

whether the Group has rights to obtain the majority of the benefits of the SPE's activities and whether the Group retains the majority of the risks related to the SPE or its assets in order to obtain benefits from its activities. The Group's involvement with consolidated SPEs is detailed in Note 40.4.

### 2.2.8 Commitment and Contingencies

All discernible risks are accounted for in determining the amount of all known liabilities.

Contingent liabilities are possible obligations whose existence will be confirmed only by uncertain future events or present obligations where the transfer of economic benefit is not probable or cannot be reliably measured. Contingent liabilities are not recognised in the Statement of Financial Position but are disclosed unless they are remote.

Details of the Commitment and Contingencies are disclosed in Note 38 to the financial statement.

### 2.2.9 Fair Value of Financial Instruments

Fair values of financial assets and financial liabilities recorded on the Statement of Financial Position for which cannot be derived from active market, are determined using a variety of valuation techniques that include the use of mathematical models. The inputs to these models are derived from observable market data where possible, but if this is not available, judgment is required to established fair values. The valuation of financial instruments is described in more detail in Note 43.

The Bank and the Group measures fair value using the fair value hierarchy that reflects the significance of input used in making measurements. The fair value hierarchy is given in Note 43.1.

### 2.2.10 Impairment of Goodwill and Intangible Assets

The Group estimates the value in use of the Cash-Generating Units (CGU) to which goodwill and other intangible has been allocated in order to determine whether goodwill and intangible assets is impaired. The value-in use calculation requires the entity to estimate the future cash flows expected to arise from the CGU and a Union Bank of Colombo PLC suitable discount rate in order to calculate

present value. The assumptions and models used for estimating value in use of goodwill and intangibles are disclosed in Note 26.

### 2.2.11 Share Based Payments

The Bank measures the cost of equity settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. Estimating fair value for share based payment transactions requires determination of the most appropriate valuation model, which is dependent on the terms and conditions of the grant.

This estimate also requires determination of the most appropriate inputs to the valuation model including the expected life of the share option, volatility and making assumptions about them. The assumptions and models used for estimating fair value for share based payment transactions are disclosed in Note 35.3.

### 2.3 Significant Accounting Policies - Statement of Financial Position

The significant accounting policies applied by the Bank and the Group in preparation of the Financial Statements are included below. The accounting policies set out below have been applied consistently to all periods presented in these Financial Statements of the Bank and the Group, unless otherwise indicated.

### 2.3.1 Basis of Consolidation

The Consolidated Financial Statements comprise the Financial Statements of the Bank and its Subsidiaries for the year ended 31 December 2015 in terms of the Sri Lanka Accounting Standard - SLFRS 10 (Consolidated Financial Statements). The Financial Statements of the Bank's Subsidiaries for the purpose of consolidation (including special purpose entity that the Bank consolidates) are prepared for the same reporting year as Union Bank of Colombo PLC using consistent accounting policies.

The Bank's separate Financial Statements comprise the amalgamation of the Financial Statements of the Domestic Banking Unit and the Foreign Currency Banking Unit.

### 2.3.1.1 Business Combination and Goodwill

Business combinations are accounted for using the acquisition method as per the requirement of Sri Lanka Accounting Standards: SLFRS 03 (Business Combinations).

The Group measure goodwill as the fair value of the consideration transferred including the recognised amount of any non-controlling interest in the acquiree, less the net recognised amount (generally fair value) of the identifiable assets acquired and liabilities assumed, all measured as of the acquisition date. When the excess is negative a bargain purchase gain is recognised immediately in the Statement of Profit or Loss.

The Group elect on a transaction by transaction basis whether to measure non-controlling interest at its fair value, or at its proportionate share of the recognised amount of the identifiable net assets, at the acquisition date. The consideration transferred does not include amounts related to the settlement of preexisting relationships. Such amounts are generally recognised in Statement of Profit or Loss.

Transaction costs, other than those associated with the issue of debt or equity securities, that the Group incurs in connection with a business combination are expensed as incurred.

### 2.3.1.2 Subsidiaries

Subsidiaries are entities that are controlled by the Bank. The Bank is presumed to control an investee when it is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

The Financial Statements of subsidiaries are fully consolidated from the date on which control is transferred to the Bank and continue to be consolidated until the date when such control ceases.

The cost of an acquisition is measured at fair value of the consideration including contingent consideration, given on the date of transfer of title. The acquired identifiable assets, liabilities and contingent

146 Annual Report 2015 liabilities are measured at their fair values at the date of acquisition. Subsequent to the initial measurement the Bank continues to recognise the investments in subsidiaries at cost.

The total assets and liabilities of the Subsidiaries as at the reporting date are included in the Consolidated Statement of Financial Position. The total profits or losses for the year of the subsidiaries are included in the Consolidated Statement of Profit or Loss.

The non-controlling interest is presented in the Consolidated Statement of Financial Position within equity, separately from the equity attributable to the equity holders of the Bank. Non controlling interest in the profit or loss of the Group is disclosed in the Consolidated Statement of Profit or Loss.

### Loss of Control

Upon the loss of control, the Group derecognised the assets and liabilities of the subsidiaries, any non controlling interest and the other components of equity related to the subsidiary. Any surplus or deficit arising on the loss of control is recognised in the statement of changes in equity. If the Group retains any interest in the previous subsidiary, then such interest is measured at fair value at the date that control is lost. Subsequently it is accounted for as an equity-accounted investee or in accordance with the Group's accounting policy for financial instruments depending on the level of influence retained.

The Group did not acquire or dispose any Subsidiaries during the year ended 31 December 2015.

All subsidiaries of the Bank have been incorporated in Sri Lanka. The information of the subsidiaries is given in Note 23.

### 2.3.1.3 Special purpose entities

Special purpose entities (SPEs) are entities that are created to accomplish narrow and well-defined objectives such as the securitization of particular assets, or the execution of a specific borrowing or lending transaction. SPE is consolidated if, based on an evaluation of the substance of its relationship with the Group and the SPE's risks and rewards, the Group concludes that it controls the SPE. The following circumstances may indicate a relationship in which, in substance, the Group controls and consequently consolidates an SPE:

- The activities of the SPE are being conducted on behalf of the Group according to its specific business needs so that the Group obtains benefits from the SPE's operation.
- The Group retains the majority of the residual or ownership risks related to the SPE or its assets in order to obtain benefits from its activities.
- The assessment of whether the Group has control over an SPE is carried out at inception and normally no further reassessment of control is carried out in the absence of changes in the structure or terms of the SPE, or additional transactions between the Group and the SPE.

Day-to-day changes in market conditions normally do not lead to a reassessment of control. However, sometimes changes in market conditions may alter the substance of the relationship between the Group and the SPE and in such instances the Group determines whether the change warrants a reassessment of control based on the specific facts and circumstances. Where the Group's voluntary actions, such as lending amounts in excess of existing liquidity facilities or extending terms beyond those established originally. change the relationship between the Group and an SPE, the Group performs a reassessment of control over the SPE.

### 2.3.1.4 Transactions eliminated on Consolidation

Intra-group transactions and balances and any unrealised income and expenses arising from intra-group transactions are eliminated in preparing the Consolidated Financial Statement. Unrealised losses are eliminated in the same way as unrealised gains; except that they are eliminated to the extent that there is no evidence of impairment.

### 2.3.2 Foreign Currency Transaction and Balances

All foreign currency transactions are translated in to the functional currency, which is Sri Lankan Rupees, using the exchange rates prevailing at the dates of the transactions were attached.

Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to Sri Lankan Rupees using the spot foreign exchange rate at that date and all differences arising on non-trading activities are taken to "Other operating income" in the Statement of Profit or Loss.

Non-monetary items in a foreign currency that are measured in terms of historical cost are translated using exchange rate as at the date of the initial transactions. Non-monetary items in foreign currency measured at fair value are translated using the exchange rates at the date when the fair value was determined.

Foreign exchange differences arising on the settlement or reporting of monetary items at rates different from those which were initially recorded are dealt within the Statement of Profit or Loss. Forward exchange contracts are valued at the forward market rates ruling on the reporting date. Resulting net unrealised gains or losses are dealt with the Statement of Profit or Loss.

### 2.3.3 Financial Instruments – Initial Recognition, Classification and Subsequent Measurement

Financial assets within the scope of LKAS 39 (Financial Instruments: Recognition and measurement) are classified as Derivative financial instruments, Loans and receivables, Financial investments - held to maturity, Financial investments - available for sale, Financial investments - held for trading as appropriate.

### Date of Recognition

All financial assets and liabilities are initially recognised on the settlement date. i.e. the date of payment.



### NOTES TO THE FINANCIAL STATEMENTS

### FINANCIAL **STATEMENTS**

NOTES TO THE 2.3.3.1 Recognition and Initial Measurement of Financial Instruments

> The classification of financial instruments at initial recognition depends on their purpose, characteristics and the management's intention in acquiring them.

All financial instruments are measured initially at their fair value plus transaction cost that are directly attributable to acquisition or issue of such financial instruments, except in the case of financial assets and financial liabilities recorded at fair value through profit or loss where they are dealt with through Statement of Profit or Loss as per the Sri Lanka Accounting Standard: LKAS 39 (Financial Instruments: Recognition and Measurement).

Further details on classification of financial assets and financial liabilities are given under Note 37.

### 2.3.3.1 (a) Financial Assets

1) Derivatives recorded at fair value through profit or loss

The Bank and the Group use derivatives such as currency swaps and forward foreign exchange contracts. Derivatives are recorded at fair value and carried as assets when their fair value is positive and as liabilities when their fair value is negative. Changes in the fair value of derivatives are included in 'Net trading income'.

2) Non-Derivative Financial Assets The Bank and the Group recognises nonderivative financial assets by the following four categories: Financial investments held for trading, Financial investments held to maturity, Loans and receivables and Financial investments - available for sale.

Financial investments - Held for (i) trading

Financial assets under held for trading are recorded in the Statement of Financial Position at fair value. Changes in fair value and dividend income are recorded in 'Net trading income'. The dividend is recognised according to the terms of the contract, or when the right to the payment has been established.

(ii) Financial Investments Held to Maturity

> Financial investments under held to maturity are non-derivative financial assets with fixed or determinable payments and fixed maturities, which the Bank or the Group has the intention and ability to hold till maturity. After the initial recognition. these financial investments are subsequently measured at amortised cost using the effective interest rate (EIR), less impairment.

Amortised cost is calculated by taking into account any discount or premium on acquisition and fees that are an integral part of the EIR. The amortization is included in 'Interest income' in the Statement of Profit or Loss. The losses arising from impairment of such investments are recognised in the Statement of Profit or Loss under 'Credit loss expense'. If the Bank and the Group were to sell or reclassify more than an insignificant amount of held to maturity investments before maturity other than in certain specific circumstances permitted in the LKAS 39 (Financial Instruments: Recognition and Measurement), the entire category would be tainted and would have to be reclassified as available for sale. Furthermore, the Group would be prohibited from classifying any as financial asset as "held to maturity" the following two years.

(iii) Loans and Receivables Loans and Receivables include nonderivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- Those that the Group intends to sell immediately or in the near term and those that the Group, upon initial recognition, designates as at fair value through profit or loss.
- Those that the Group, upon initial recognition, designates as available for sale.
- Those for which the Group may not recover substantially all of its initial investment through contractual cash flows, other than credit deterioration.

After initial measurement, the Loans and Receivables are subsequently measured at amortised cost using the effective interest rate (EIR), less allowance for impairment. Amortised cost is calculated by taking into account any discount or

premium on acquisition and fees and costs that are an integral part of the EIR. The amortization is included in 'Interest income' and the losses arising from impairment are recognised in 'Credit loss expense' in the Statement of Profit or Loss.

(iii), (a) Cash and Balances with Banks Cash Balances comprises of cash in hand and at banks that are subject to an insignificant risk of changes in their value. These are carried at amortised cost in the Statement of Financial Position.

Balances with Central Bank are the balances maintain as per the requirement of the Monetary Law Act that all commercial banks operating in Sri Lanka to maintain a statutory reserve equal to 6% (2014: 6%) against all deposit liabilities denominated in Sri Lankan Rupees.

Details of cash and balances with Banks are given in Note 15 to the financial statements.

(iii), (b) Loans and Receivables to Banks and Other Customers Details of 'Loans and receivables to banks and other customers' are given in Note 19 and Note 20 to the Financial Statements.

- (iii). (c) Placement with Banks and Other Loans and Receivables Details of 'Other loans and receivables' are given in Note 21 to the Financial Statements.
- (iv) Financial Investments Available for sale

Financial investments under available for sale includes equity and debt securities. Equity investments classified as available for sale are those which are neither classified as held for trading nor designated at fair value through profit or loss. Debt securities in this category are intended to be held for an indefinite period of time and may be sold in response to needs for liquidity or in response to changes in the market conditions.

Unrealised gains and losses are recognised directly in Equity through "Statement of Comprehensive Income" in the 'Available for sale reserve'. When the investment is disposed of, the cumulative gain or loss previously recognised in Equity is recognised in the Statement of Profit or Loss in 'Other operating income'. Where the Group holds more than one

investment in the same security, they are deemed to be disposed of on a first-in first-out basis.

Interest earned whilst holding "Financial investments - Available for sale" is reported as 'Interest income' using the EIR. Dividends earned whilst holding 'Financial investments - Available for sale' are recognised in the Statement of Profit or Loss as 'Other Operating Income' when the right to receive the payment has been established. The losses arising from impairment of such investments are recognised in the Statement of Profit or Loss.

Details of 'Financial investments - available for sale' are given in Note 22 to the Financial Statements.

(iv). (a) 'Day 1' Profit or Loss When the transaction price differs from the fair value of other observable current market transactions in the same instrument, or based on a valuation technique whose variables include only data from observable markets, the Bank and the Group recognise the difference between the transaction price and fair value (a 'Day 1' profit or loss) in the Statement of Profit or Loss over the tenor of the financial instrument using the EIR Method.

2.3.3.1 (b) Financial Liabilities

Initial Recognition and measurement financial liabilities within the scope of LKAS 39 are classified as Due to Banks, Repurchased agreements, Derivative financial instruments, Due to other customers (Deposits) and other borrowed funds as appropriate. The Group determines the classification of its financial liabilities at initial recognition.

The Bank and the Group classify Financial Liabilities at Fair Value through Profit and Loss (FVTPL) or Financial Liabilities at amortised cost in accordance with the substance of the contractual arrangements and the definition of financial liabilities.

The Bank and the Group recognise financial liabilities in the Statement of Financial Position when they become a party to the contractual obligations of financial liability. Financial Liabilities at Amortised Cost Financial liabilities at amortised cost including Due to banks, Repurchase agreements, Due to other customers (Deposits) and Other borrowed funds are initially measured at fair value less transaction cost that are directly attributable to the acquisition and subsequently measured at amortised cost using the EIR method. Amortised cost is calculated by taking in to account any discount or premium on the issue and costs that are integral part of the EIR.

The EIR amortization is included in 'Interest Expenses' in the Statement of Profit or Loss. Gains and Losses are recognised in the Statement of Profit or Loss when the liabilities are de-recognised as well as through the EIR amortization process.

Details of 'Financial liabilities at amortised cost' are given in Note 30-33 to the Financial Statements.

### 2.3.3.2 Repurchased and Reverse

Repurchased Agreements Securities sold under agreements to repurchase at a specified future date are not de-recognised from the Statement of Financial Position as the Group retains substantially all of the risks and rewards of ownership. The corresponding cash received is recognised in the Consolidated Statement of Financial Position as an asset with a corresponding obligation to return it, including accrued interest as a liability within 'Repurchased agreements', reflecting the transaction's economic substance as a loan to the Group. The difference between the sale and repurchase prices is treated as interest expense and is accrued over the life of agreement using the EIR. When the counter party has the right to sell or re-pledge the securities, the Group reclassifies those securities in its Statement of Financial Position to 'Financial assets held for trading pledged as collateral' or to 'Financial investments available for sale pledged as collateral', as appropriate. Conversely, securities purchased under agreements to resell at a specified future date are not recognised in the statement of financial position. The consideration paid including accrued interest, is recorded in the statement of financial position within 'Reverse repurchase agreements', reflecting the transaction's economic substance as a

loan by the Group. The difference between the purchase and resale prices is recorded in 'Net interest income' and is accrued over the life of the agreement using the EIR. If securities purchased under agreement to resell are subsequently sold to third parties, the obligation to return the securities is recorded as a short sale within 'Financial liabilities held for trading' and measured at fair value with any gains or losses included in 'Net trading income'.

### 2.3.3.3 Reclassification of Financial Instruments

The Group does not reclassify any financial instrument into the 'fair value through profit or loss' category after initial recognition. Also the Group does not reclassify any financial instrument out of the 'fair value through profit or loss' category if upon initial recognition it was designated as at fair value through profit or loss.

The Group reclassifies non derivative financial assets out of the 'held for trading' category and into the 'available for sale'. 'loans and receivables'. or 'held to maturity' categories as permitted by the Sri Lanka Accounting Standard - LKAS 39 (Financial Instruments: Recognition and Measurement). In certain circumstances the Group is also permitted to reclassify financial assets out of the 'available for sale' category and into the 'loans and receivables', 'held for trading' or 'heldto-maturity' category. Reclassifications are recorded at fair value at the date of reclassification, which becomes the new amortised cost.

For a financial asset reclassified out of the 'available for sale' category, any previous gain or loss on that asset that has been recognised in Equity is amortised to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortised cost and the expected cash flows is also amortised over the remaining life of the asset using the EIR. If the asset is subsequently determined to be impaired, then the amount recorded in Equity is recycled to the Statement of Profit or Loss.

The Group may reclassify a non derivative trading asset out of the 'held for trading' category and into the 'loans and receivables' category if it meets the definition of loans and receivables and the Group has the intention and ability to

### NOTES TO THE FINANCIAL STATEMENTS

hold the financial asset for the foreseeable future or until maturity. If a financial asset is reclassified, and if the Group subsequently increases its estimates of future cash receipts as a result of increased recoverability of those cash receipts, the effect of that increase is recognised as an adjustment to the EIR from the date of the change in estimate.

Reclassification is at the election of management, and is determined on an instrument by instrument basis. The Group has not reclassified any financial asset during the year.

2.3.3.4 De-recognition of Financial Assets and Financial Liabilities

### (i) Financial Assets

A financial asset (or, where applicable a part of a financial asset or part of a Group of similar financial assets) is de-recognised when:

- The rights to receive cash flows from the asset have expired; or
- The Group has transferred its rights to receive cash flows from the asset; or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass– through' arrangement; and either;
  - The Group has transferred substantially all the risks and rewards of the asset or
  - The Group has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

On de-recognition of a financial asset, the difference between the carrying amount of the assets and consideration received and any cumulative gain or loss that has been recognised; is recognised in the Statement of Profit or Loss.

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass–through arrangement, and has neither transferred nor retained substantially all of the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Group's continuing involvement in the asset. In that case, the Group also recognises an associated



liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

### (ii) Financial Liabilities

A financial liability is de-recognised when the obligation under the liability is discharged, cancelled or expired. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is related as a de-recognition of the original liability and the recognition of a new liability. The difference between the carrying value of the original financial liability and the consideration paid is recognised in Statement of Profit or Loss.

### 2.3.3.5 Impairment of Financial Assets

The Group assesses at each reporting date, whether there is any objective evidence that a financial asset or a group of financial asset or a group of financial assets is impaired. A financial asset is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that have occurred after the initial recognition of the asset (an 'incurred loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group if financial assets that can be reliably estimated.

### (i) Financial Assets carried at amortised cost

For the financial assets carried at amortised cost, such as Cash and balances with banks, Reverse repurchased agreements, Placement with banks, Loans and receivables to banks and other customers, Other loans and receivables and Financial investments held to maturity. The Group first assesses individually whether objective evidence of impairment exists for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, 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 an impairment loss is, or continues to be, recognised are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss has been incurred, 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 expected credit losses that have not yet been incurred). The carrying amount of the asset is reduced through the use of a true allowance account and the amount of the loss is recognised in the income statement. Interest income continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. The interest income is recorded as part of 'Interest income'.

Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Group. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a future write–off is later recovered, the recovery is credited to the 'Credit loss expense'.

The present value of the estimated future cash flows is discounted at the financial asset's original EIR. If a loan has a variable interest rate, the discount rate for measuring any impairment loss is the current EIR. If the Group has reclassified trading assets to loans and receivables, the discount rate for measuring any impairment loss is the new EIR determined at the reclassification date. 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 purpose of a collective evaluation of impairment, financial assets are grouped on the basis of the product category that considers credit risk characteristics such as collateral type, past–due status and other relevant factors.

Future cash flows on a group of financial assets that are collectively evaluated for impairment are estimated on the basis of 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 on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not exist currently.

Estimates of changes in future cash flows reflect, and are directionally consistent with changes in related observable data from year to year (such as changes in unemployment rates, property prices, commodity prices, payment status, or other factors that are indicative of incurred losses in the Group and their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

Details of impairment losses on financial assets carried at amortised cost and an analysis of the impairment allowance on loans and advances by class is given in Note 20.4 and Note 20.5 respectively.

(i). (a) Reversal of Impairment If the amount of an impairment loss decreases in a subsequent period, and the decrease can be related objectively to an event occurring after the impairment was recognised, the excess is written back by reducing the financial asset impairment allowance account accordingly. The write-back is recognised in the Statement of Profit or Loss.

(i). (b) Write-off of Financial Assets carried at Amortised Cost Financial assets (and the related impairment allowance accounts) are normally written off, either partially or in full, when there is no realistic prospect of recovery. Where financial assets are secured, this is generally after receipt of any proceeds from the realisation of security. (i). (c) Impairment of Re-scheduled Loans and Advances

Where possible, the Group seeks to restructure loans rather than to take possession of collateral. This may involve extending the payment arrangements and the agreement of new loan conditions. Once the terms have been renegotiated, any impairment is measured using the original EIR as calculated before the modification of terms and the loan is no longer considered past due. Management continually reviews rescheduled loans to ensure that all criteria are met and that future payments are likely to occur. The loans continue to be subject to an individual or collective impairment assessment, calculated using the loan's original EIR.

(i). (d) Collateral Valuation The Group seeks to use collateral, where possible to mitigate its risks on financial search. The collateral servers in various

assets. The collateral comes in various forms such as cash, securities, letters of financial credit/guarantees, real estate, receivables, inventories other non financial assets and credit enhancements such as netting agreements. The fair value of collateral is generally assessed at a minimum, at inception and based on the guidelines issued by the Central Bank of Sri Lanka.

To the extent possible, the Group uses active market data for valuing financial assets, held as collateral. Other financial assets which do not have readily determinable market value are valued using models. Non-financial collateral such as real estate is valued based on data provided by third parties such as independent valuers, audited financial statements and other independent sources.

(i). (e) Collateral Repossessed The Group policy is to determine whether a repossessed asset is best used for its internal operations or should be sold. Asset determined to be useful for the internal operations are transferred to their relevant asset category at the lower of their repossessed value or the carrying value of the original secured asset.

(ii) Available for sale financial investments

For available for sale financial investments the Group assesses at each reporting date whether there is objective evidence that an investment is impaired. In the case of debt instruments classified as available for sale, the Group assesses individually whether there is objective evidence of impairment based on the same criteria as financial assets carried at amortised cost. However, the amount recorded for impairment is the cumulative loss measured as the difference between the amortised cost and the current fair value, less any impairment loss on that investment previously recognised in the Income Statement. Future interest income is based on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss, the related interest income is recorded as part of 'Interest income'. If, in a subsequent period, the fair value of a debt instrument increases and the increase can be objectively related to a credit event occurring after the impairment loss was recognised in the Statement of Profit or Loss, the impairment loss is reversed through the Statement of Profit or Loss.

Where there is evidence of impairment, the cumulative loss measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognised in the Statement of Profit or Loss, is removed from Equity and recognised in the Statement of Profit or Loss. In the case of equity investments classified as available for sale, objective evidence would also include a significant or prolonged decline in the fair value of the investment below its cost. The Group treats significant 'generally as 20% and 'prolonged' generally as greater than six months.

However, any subsequent recovery in the fair value of an impaired available for sale equity security is recognised in 'Other Comprehensive Income'.

2.3.3.6 Amortised Cost Measurement The amortised cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortisation using the effective interest method of any difference between the initial amount recognised and the maturity amount, minus any reduction for impairment.

### NOTES TO THE FINANCIAL STATEMENTS

2.3.3.7 Fair Value Determination and Measurement Determination of fair value

The fair value for financial instruments traded in active markets at the reporting date is based on their quoted market price or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs.

### Measurement of fair value

'Fair value' is the price that would be received to sell an asset or paid to transfer a liability (exit price) in an orderly transaction between market participants at the measurement date in the principal or, in its absence, the most advantageous market to which the Group has access at that date. The fair value of a liability reflects its non-performance risk.

When available, the Group measures the fair value of an instrument using the quoted price in an active market for that instrument (Level 01 valuation). A market is regarded as active if transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

If there is no quoted price in an active market, then the Group uses valuation techniques that maximise the use of relevant observable inputs and minimise the use of unobservable inputs. The chosen valuation technique incorporates all of the factors that market participants would take into account in pricing a transaction.

The best evidence of the fair value of a financial instrument at initial recognition is normally the transaction price - i.e. the fair value of the consideration given or received. If the Group determines that the fair value at initial recognition differs from the transaction price and the fair value is evidenced neither by a guoted price in an active market for an identical asset or liability (Level 01 valuation) nor based on a valuation technique that uses only data from observable markets (Level 02 valuation), then the financial instrument is initially measured at fair value, adjusted to defer the difference between the fair value at initial recognition and the transaction price. Subsequently, that difference is recognised in profit or loss on an appropriate basis over the life

152 Union Bank of Colombo PLC Annual Report 2015 of the instrument but no later than when the valuation is wholly supported by observable market data or the transaction is closed out.

Fair values reflect the credit risk of the instrument and include adjustments to take account of the credit risk of the Group entity and the counterparty where appropriate. Fair value estimates obtained from models are adjusted for any other factors, such as liquidity risk or model uncertainties; to the extent that the Group believes a third-party market participant would take them into account in pricing a transaction.

The fair value of a demand deposit is not less than the amount payable on demand, discounted from the first date on which the amount could be required to be paid.

A fair value measurement of a nonfinancial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

The Group recognises transfers between levels of the fair value hierarchy as of the end of the reporting period during which the change has occurred.

Details of fair value of assets and liabilities and their inputs based on fair value hierarchy is given in Note 43 to the financial statement.

### 2.3.3.8 Leasing Receivables

The determination of whether an arrangement is a lease or it contains a lease, is based on the substance of the arrangement and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

### Bank as a lessee

Leases that do not transfer to the Group substantially all the risks and benefits incidental to ownership of the leased items are operating leases. Operating lease payments are recognised as an expense in the Statement of profit or loss on a straight line basis over the lease term. Contingent rental payable is recognised as an expense in the period in which they are incurred.

### Bank as a lessor

Leases where the Bank does not transfer substantially all of the risk and benefits of ownership of the asset are classified as operating leases. Initial direct costs incurred in negotiating operating leases are added to of the carrying amount of the leased asset and recognised over the lease term on the same basis as rental income.

Contingent rents are recognised as revenue in the period in which they are earned.

### 2.3.4 Real Estate Assets

Property acquired or being constructed for sale in the ordinary course of business, rather than to be held for rental or capital appreciation, is held as a real estate property and is measured at the lower of cost and net realizable value.

### Cost includes;

- Freehold rights for land
- Amounts paid to constructors for developments
- Borrowing costs, planning and design costs, costs of site preparation, professional fees for legal services, property transfer taxes, construction overheads and other related costs.

Non refundable commissions paid to sales or marketing agents on the sale of real estate units are expensed when paid.

Net realizable value is the estimated selling price in the ordinary course of the business, based on market prices at the reporting date and discounted for the time value of money if material, less costs to completion and the estimated costs of sale.

The cost of real estate property recognised in profit or loss on disposal is determined with reference to the specific costs incurred on the property sold and an allocation of any non-specific costs based on the relative size of the property sold.

### 2.3.5 Property, Plant and Equipment

Property, plant and equipment are tangible items that are held for use in the production or supply of goods or services, for rental to others or for administrative purposes and are expected to be used during more than one period.

Details of property, plant and equipment are given in Note 27 to the financial statements.

### Basis of Recognition

Property, Plant and Equipment are recognised if it is probable that future economic benefits associated with the asset will flow to the Group and the cost of the asset can be measured reliably in accordance with LKAS 16 "Property, Plant and Equipment".

### Measurement

Property, Plant and Equipment is stated at cost, net of accumulated depreciation and accumulated impairment losses if any. Initially property, plant and equipment are measured at its cost. Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the assets to a working condition for their intended use and the costs of dismantling and removing the items and restoring the site on which they are located. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that computer equipment.

When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

### Subsequent costs

The cost of replacing a part of an item of property, plant and equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within that part will flow to the Group and its cost can be measured reliably. The costs of day-to-day servicing of property, plant and equipment are recognised in profit or loss as incurred.

### Derecognition

The carrying amount of an item of property, plant and equipment is derecognised on disposal or when no future economic benefits are expected from its use or disposal. The gain or loss arising from the de-recognition of an item of property, plant and equipment which is calculated as the difference between the carrying amount and the net disposal proceeds is included in "Other operating income" in the Statement of Profit or Loss in the year the asset is de-recognised. When replacement costs are recognised in the carrying amount of an item of property, plant and equipment, the remaining carrying amount of the replaced part is derecognised. Major inspection costs are capitalised, at each such capitalisation, the remaining carrying amount of the previous cost of inspections is derecognised.

### NOTES TO THE FINANCIAL STATEMENTS

### Depreciation

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful lives of each part of an item of property and equipment since this most closely reflects the expected pattern of consumption of the future economic benefits embodied in the asset. Land is not depreciated. The depreciation charges are determined separately for each significant part of an item of Property, Plant and Equipment and commence to depreciate when it is available for use. Depreciation of an asset ceases at the earlier of the date that the asset is classified as held for sale or the date that the asset is de-recognised. Depreciation doesn't cease when the asset becomes idle or is retired from active use unless the asset is fully depreciated.

Depreciation is calculated on a straight line basis over the estimated useful lives of the assets as follows;

| Assets Category        | Estimated Useful Lives |
|------------------------|------------------------|
| Building               | 40 Years               |
| Leasehold Improvements | 5 – 10 Years           |
| Computer and Equipment | 6 – 15 Years           |
| Furniture and Fittings | 5 – 8 Years            |
| Motor Vehicles         | 4 – 10 Years           |

The asset's residual value, useful life and method of depreciation are reviewed at each reporting date and adjusted prospectively, as changes in accounting estimates.

### 2.3.5.1 Borrowing Cost

Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset have been capitalised as part of the cost of the asset in accordance with Sri Lanka Accounting Standard – LKAS 23 (Borrowing Cost).

A qualifying asset is an asset which takes substantial period of time to get ready for its intended use or sale. Capitalisation of borrowing cost ceases when substantially all the activities necessary to prepare the qualifying asset for its intended use are completed. Other borrowing cost are recognised in the Statement of Profit or Loss in the period in which they are incurred.

### 2.3.6 Intangible assets

### (i) Goodwill

Goodwill that arises upon the acquisition of subsidiaries is included in intangible assets. Goodwill is measured at initial recognition in accordance with Note 26 to the financial statements

### Subsequent measurement

Goodwill is measured at cost less accumulated impairment losses.

(ii) Computer Software

Software acquired by the Group is stated at cost less accumulated amortisation and accumulated impairment losses. Expenditure on internally developed software is recognised as an asset when the Group is able to demonstrate its intention and ability to complete the development and use the software in a manner that will generate future economic benefits and can reliably measure the costs to complete the development. The capitalised costs of internally developed software include all costs directly attributable to developing the software and capitalised borrowing costs, and are amortised over its useful life. Internally developed software is stated at capitalised cost less accumulated amortisation and impairment. Subsequent expenditure on software assets are capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure is expensed as incurred.

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of the software, from the date that it is available for use since this most closely reflects the expected pattern of consumption of the future economic benefits embodied in the asset.

Computer Software is amortised over 10 Years of estimated useful lives on a straight line basis.

(iii) Other Intangible Assets Other intangible assets consist of Brand Value, Asset Management and Advisory Intangible, Licenses and related infrastructure. Other intangible assets are initially recognised when they are separable or arise from contractual or other legal rights, the cost can be measured reliably and, in the case of intangible assets not acquired in a business combination, where it is probable that future economic benefits attributable to the assets will flow from their use. The value of intangible assets which are acquired in a business combination is generally determined using income approach methodologies.

### Subsequent measurement

These other intangible assets are with an indefinite useful life which shall not be amortised, is required to test for impairment by comparing its recoverable amount with its carrying amount on annually or whenever there is an indication that these intangible assets may be impaired. Accordingly, these other intangible assets are measured at cost less accumulated impairment losses.

Details of goodwill and intangible assets are given in Note 26 to the financial statements.

### 2.3.6.1 De-recognition of Intangible Assets

The carrying amount of an item of intangible asset is de-recognised on disposal or when no future economic benefits are expected from its use. The gain or loss arising from de-recognition of an item of intangible asset is included in the Statement of Profit or Loss when the item is de-recognised.

### 2.3.7 Impairment of Non–Financial Assets

The Group assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating units (CGUs) fair value less costs to sell and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded subsidiaries or other available fair value indicators.

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Group estimates the asset's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the Statement of Profit or Loss. Impairment losses relating to goodwill are not reversed in future periods.

### 2.3.8 Employee benefits/ Defined contribution plans

A defined contribution plan is a postemployment benefit plan under which an entity pays fixed contributions into a separate entity (a fund) and will have no legal or constructive obligation to pay further contributions if the fund does not hold sufficient assets to pay all employee benefits relating to employee services in the current and prior periods as defined in LKAS 19 (Employee Benefits)

The contribution payable to defined contribution plan is in proportion to the services rendered to the Group by the employees and is recorded as an expense under 'Staff Cost' as and when they become due. Unpaid contributions are recorded as a liability.

2.3.8.1 Defined Contribution Plans A defined contribution plan is a post employment benefit plan under which an entity pays fixed contributions into a separate entity (a fund) and will have no legal or constructive obligation to pay further contributions if the fund does not hold sufficient assets to pay all employee benefits relating to employee services in the current and prior periods, as defined in the Sri Lanka Accounting Standard -LKAS 19 (Employee Benefits).

The contribution payable by the employer to a defined contribution plan is in proportion to the services rendered to the Group by the employees and is recorded as an expense under 'personnel expenses' as and when they become due. Unpaid contributions are recorded as a liability.

(i) 'Employees' Provident Fund The Group and the employees contribute 12% and 10% respectively on the salary of each employee to the approved private provident fund. All subsidiary companies and their employees contribute 12% and

Union Bank of Colombo PLC Annual Report 2015 amount with its carrying amount 10% respectively on the salary of each employee to employees' provident fund.

 (ii) 'Employees' Trust Fund
 The Group contributes 3% of the salary of each employee to the employees' trust fund.

2.3.8.2 Defined Benefit Plan A defined benefit plan is a postemployment benefit plan other than a defined contribution plan as defined in LKAS 19 (Employee Benefit).

### Gratuity

In compliance with the Gratuity Act No. 12 of 1983 provision is made in the accounts from the first year of service for gratuity payable to employees who joined to the Group.

An actuarial valuation is carried out at every year end to ascertain the full liability under the fund. The valuation was carried out as at 31 December 2015 by Messrs Piyal S. Goonethileke and Associates, a qualified actuary using the Project Unit Credit Method. This item is stated under 'other liabilities' in the Statement of Financial Position.

The Bank determines the interest expense on the defined benefit liability by applying the discount rate used to measure the defined benefit liability at the beginning of the annual period to the defined benefit liability at the end of the annual period.

The discount rate is the yield at the reporting date on government bonds that have maturity dates approximating to the terms of the Bank's and the Group's obligations.

The demographic assumptions underlying the valuation are retirement age (55 yrs), early withdrawals from service and retirement on medical grounds etc.

Details of gratuity liability is given in Note 34.1 to the financial statements.

### Recognition of Actuarial Gain and Losses

The Bank recognises the total actuarial gains and losses that arise in calculating the Bank's obligation with respect to the plan in Comprehensive Income during the period in which it occurs.

### Expected Return on Asset

Expected return on asset is zero as the plan is not pre funded.

Funding Arrangement The gratuity liability is not externally funded.

All subsidiary companies carry out actuarial valuations to ascertain their respective gratuity liabilities.

2.3.8.3 Short term Employee Benefits Short term employee benefits obligations are measured on an undiscounted basis and are expensed as the related service is provided.

A liability is recognised for the amount expected to be paid under short term cash bonus or profit sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

### 2.3.8.4 Share Based Payment Transactions

### Employee Share Ownership Plan (ESOP)

The first tranche of Employee Share Option grants were issued in December 2015 to employees in the Grade of Vice President and above. The ESOP grant provides employees an option to purchase shares of the Bank at the given exercise price once these vested as per the rules of the plan. Share options vest in two ways. 50% of the share options vest based on time ratably over a 5 year period. The balance 50% of options vest annually over a 5 year period provided that the Bank achieves the pre-set performance targets. Thereby ensuring that these long term incentives are linked to the Bank's performance.

At the time the employee leaves the Bank, before the service condition employees are not entitled to any of share based payments.

The fair value of the equity settled share based payment was recognised as an expense with a corresponding increase in equity, over the period in which the employees unconditionally become entitled to the awards. The equity component was estimated at grant date using a black-scholes-option pricing model, taking into account the terms and conditions on which the share options were granted. The fair value of cash settled share based payments was re-measured at each reporting date. Any changes in the fair value of the liability were recognised as personnel expenses in profit or loss.

Fair value of equity-settled share based payment awards granted to employees on the grant date is recognised as an employee benefit expense, with a corresponding increase in equity, over the period in which the service and performance conditioned are fulfilled.

The cumulative expense recognised for equity-settled transactions at each reporting date until the vesting date reflects the extent to which the vesting period has expired and the Bank's best estimate of the number of equity instruments that will ultimately vest. The expense in the statement of profit or loss for a period represents the movement in cumulative expense recognised as at the beginning and end of that period. Service and non-market performance conditions are taken into account when determining the grant date fair value of awards, but the likelihood of the conditions being met is assessed as part of the Bank's best estimate of the number of equity instruments that will ultimately vest.

When the terms of an equity-settled award are modified, the minimum expense recognised is the grant date fair value of the unmodified award, provided the original terms of the award are met. An additional expense, measured as at the date of modification, is recognised for any modification that increases the total fair value of the share-based payment transaction, or is otherwise beneficial to the employee. Where an award is cancelled by the entity or by the counterparty, any remaining element of the fair value of the award is expensed immediately through profit or loss.

The details of employee share ownership plans are given in Note 35.3 to the Financial Statement.

The dilutive effect of outstanding options is reflected as additional share dilution in the computation of diluted earnings per share are given in note 13 to the Financial Statement.

### NOTES TO THE FINANCIAL STATEMENTS

### 2.3.9 Provisions

Provisions are recognised when the Group has a present obligation (legal or constructive) as a result of a past event and it is probably that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation in accordance with the Sri Lanka Accounting Standard – LKAS 37 on 'Provision, Contingent Liabilities and Contingent Assets'.

The amount recognised is the best estimate of the consideration required to settle the present obligation at the reporting date, taking into account the risk and uncertainties surrounding the obligation at the date. The expense relating to any provision is presented in the Statement of Profit or Loss net of any reimbursement.

### 2.3.10 Dividends on Ordinary Shares

Provision for final dividend is recognised at the time the dividend recommended and declared by the Board of Directors, and is approved by the shareholders. Interim dividend payable is recognised when the Board approves such dividend in accordance with the Companies Act No 7 of 2007.

Dividends on ordinary shares are recognised as a liability and deducted from equity when they are approved by the Bank's shareholders. Interim dividends are deducted from equity when they are declared and no longer at the discretion of the Bank. Dividends for the year that are approved after the reporting date are disclosed as an event after the reporting date.

Dividend for the year that are declared after the reporting date are given in Note 42 to the financial statements as an event after the reporting period in accordance with the Sri Lanka Accounting Standard (LKAS 10) – "Events after the reporting period

### 2.3.11 Commitments and Contingencies

Contingent liabilities are possible obligations whose existence will be confirmed only by uncertain future events or present obligations where the transfer of economic benefit is not probable or cannot be reliably measured.



To meet the financial needs of customers, the Bank enters into various irrevocable commitments and contingent liabilities. These consist of guarantees, letters of credit and other undrawn commitments to lend. Letters of credit and acceptances commit the Bank to make payments on behalf of customers in the event of a specific act, generally related to the import or export of goods. They carry a similar credit risk to loans. Operating lease commitments of the Bank (as a lessor and as a lessee) and pending legal claims against the Bank too form part of commitments of the Bank. Contingent liabilities are not recognised in the Statement of Financial Position but are disclosed unless they are remote. But these contingent liabilities do contain credit risk and are therefore form part of the overall risk of the Bank.

Details of commitments and contingencies are given in Note 38.1.

### 2.3.11.1 Legal Claims

Litigation is a common occurrence in the banking industry due to the nature of the business undertaken. The Bank has formal controls and policies for managing legal claims. Once professional advice has been obtained and the amount of loss reasonably estimated, the Bank makes adjustments to account for any adverse effects which the claims may have on its financial standing. There were no pending litigations against the Bank as at 31 December 2015 which would have a material impact on the financial statements other than those disclosed under Note 38.4.

### 2.4 Significant Accounting Policies – Recognition of Income and Expense

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured.

The following recognition criteria must also be met before revenue is recognised.

### 2.4.1 Interest Income and Interest Expense

Interest income and interest expense of all financial instruments measured at amortised cost, interest bearing financial assets classified as available for sale and financial instruments designated at fair value through profit or loss are recorded using the effective interest rate (EIR). EIR is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or a shorter period where appropriate, to the net carrying amount of the financial asset or financial liability. The calculation takes into account all contractual terms of the financial instrument for example prepayment options and includes any fees or incremental costs that are directly attributable to the instrument and are an integral part of the EIR, but not future credit losses.

The carrying amount of the financial liability is adjusted if the Group revises its estimates of payments or receipts. The adjusted carrying amount is calculated based on the original EIR and the change in carrying amount is recorded as 'interest income' for financial assets and 'interest expense' for financial assets and 'interest expense' for financial asset for which the Group subsequently increases its estimates of future cash receipts as a result of increased recoverability of those cash receipts, the effect of that increase is recognised as an adjustment to the EIR from the date of the change in estimate.

Once the recorded value of a financial asset or a group of similar financial assets has been reduced due to an impairment loss, interest income continues to be recognised using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

2.4.2 Fee and Commission Income The Group earns fee and commission income from a diverse range of services it provides to its customers. Fee income can be divided into the following two categories:

 Fee income earned from services that are provided over a certain period of time

Fees earned for the provision of services over a period of time are accrued over that period. These fees include commission income and asset management, custody and other management and advisory fees. Loan commitment fees for loans that are likely to be drawn down and other credit related fees are deferred (together with any incremental costs) and recognised as an adjustment to the EIR on the loan. When it is unlikely that a loan will be drawn down, the loan commitment fees are recognised over the commitment period on a straight line basis.

 (ii) Fee Income from Providing Transaction Services
 Fees arising from negotiating or participating in the negotiation of a

transaction for a third party, such as the arrangement of the acquisition of shares or other securities or the purchase or sale of businesses, are recognised on completion of the underlying transaction. Fees or components of fees that are linked to a certain performance are recognised after criteria.

### 2.4.3 Fee and Commission Expenses

Fee and commission expense relate mainly to transactions and services fees which are expensed as the services are received. Fee and commission expenses are recognised on an accrual basis.

### 2.4.4 Dividend Income

Dividend income is recognised when the Group's right to receive the payment is established.

### 2.4.5 Net Trading Income

Results arising from trading activities include all gains and losses from changes in fair value and dividends for financial assets-held for trading.

### 2.4.6 Tax Expenses

As per LKAS 12 (Income Taxes), tax expense is the aggregated amount included in determination of profit or loss for the period in respect of current and deferred taxation. Income tax expense is recognised in the Statement of Profit or Loss except to the extent it relates to items recognised directly in 'Equity' or 'Other Comprehensive Income' in which case it is recognised in Equity or in Other Comprehensive Income.

### (i) Current tax

Current tax assets and liabilities consist of amounts expected to be recovered from or paid to the taxation authorities in respect of the current year and any adjustments to tax payable in respect of prior years. The tax rates and tax laws used to compute the amount are those that are enacted or substantially enacted by the reporting date.

Accordingly provision for the taxation is based on the profit for the year adjusted

for taxation purpose in accordance with the provisions of the Inland Revenue Act No 10 of 2006 and the amendments thereto at the rates specified in Note 12.1.1 to the Financial Statements.

### (ii) Deferred tax

Deferred tax is provided on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognised for all taxable temporary differences, except:

- Where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss
- In respect of taxable temporary differences associated with investments in subsidiaries, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilised except:

- Where the deferred tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss
- In respect of deductable temporary differences associated with investments in subsidiaries, deferred tax assets are recognised only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilised

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at each reporting date and are recognised to the extent that it has become probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date. Current tax and deferred tax relating to items recognised directly in equity are also recognised in equity and not in the Statement of Profit or Loss. Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

### (iii) Value Added Tax on Financial Services (VAT on FS)

VAT on Financial Services is calculated in accordance with Value Added Tax Act No 14 of 2002 and subsequent amendments thereto. The base for the computation of Value Added Tax on Financial Services is the accounting profit before VAT on FS and income tax adjusted for the economic depreciation and emoluments of employees computed on prescribed rate.

### (iv) Withholding Tax (WHT) on Dividend

Dividend distributed out of taxable profit of the local subsidiaries attracts a 10% deduction at source and is not available for set off against the tax liability of the Bank. Thus, the WHT deducted at source is added to the tax expense of the subsidiaries in the Consolidated Financial Statements as a consolidation adjustment.

WHT that arise from the distribution of dividend by the Bank are recognised at the same time as the liability to pay the related dividend is recognised.

### NOTES TO THE FINANCIAL STATEMENTS

### NOTES TO THE (v) Economic Service Charge (ESC)

As per provisions of the Economic Service Charge (ESC) Act No 13 of 2006 and subsequent amendments thereto. ESC is payable at 0.25% on exempt turnover of the Bank and the corresponding turnover carried on by the Bank on which the taxable income is zero for the preceding year of assessment. It is deductible from income tax payable.

### (vi) Nation Building Tax (NBT) on Financial Services

NBT on financial services is calculated in accordance with Nation Building Tax (NBT) Act, No. 9 of 2009 and subsequent amendments thereto with effect from 1 January 2014. NBT on financial services is calculated as 2% of the value addition used for the purpose of VAT on Financial Services.

### (vii) Crop Insurance Levy (CIL)

As per the provision of the Section 14 of the Finance Act No. 12 of 2013, the CIL was introduced with effect from April 1, 2013 and is payable to the National Insurance Trust Fund. Currently, the CIL is payable at 1% of the profit after tax.

### 2.5 Other Accounting Policies

### 2.5.1 Segment Reporting

Group's activities have been segregated into five different segments (Corporate Banking, Treasury, SME Banking, Retail Banking and other Group function) based on the risk and rewards of each segments and the business activities that each unit is engaged.

Types of products and services from which each segments derives its revenue is as follows.

| Corporate<br>Banking    | Term Loan, Factoring, Overdraft, Import/Export Loans and advances, Shipping and Other Guarantees                             |
|-------------------------|--|
| Retail Banking          | Leasing, Hire purchase, Personal Loans, Housing Loans  |
| Treasury                | Money Market Products, Government Securities Trading,<br>Repurchase transactions on Government Securities and<br>FX dealings |
| SME Banking             | SME Loans including Term loan and Overdraft  |
| Other Group<br>Function | Unit Trust Investment Management and Fee base operations   |

Segment result, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. The accounting policies adopted for the segment reporting are those accounting policies adopted for preparing the Financial Statements of the Group.

Inter-segment transfers are accounted for competitive fair market rates/ prices charged to intercompany counterparts for similar services; such as services are eliminated on consolidation.

Details of the segment reporting are shown in Note 41 to the Financial Statements.

### 2.5.2 Earnings per Share

The Group presents basic and diluted earnings per share (EPS) data for its ordinary shares. Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Bank by the weighted average number of ordinary shares outstanding during the period. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding for the effects of all dilutive potential ordinary shares, which comprise share warrants issued and employee share ownership plans.

Details of basic and diluted earnings per share are given in Note 13.1 and 13.2 respectively.

### 2.5.3 Cash Flow Statement

The cash flow statement has been prepared by using 'The Direct Method' in accordance with the Sri Lanka Accounting Standard - LKAS 7 (Statement of Cash Flows), whereby gross cash receipts and gross cash payments of operating activities, finance activities and investing activities have been recognised.

### 2.5.3.1 Cash and Cash Equivalents

Cash and cash equivalents comprise of cash in hand and at banks, placements with banks, Reverse repurchased agreements and un-favourable balances with local and foreign banks that are subject to an insignificant risk of change in their value. Cash and cash equivalents are carried at amortised cost in the Statement of Financial Position.

### 3.0 IMPROVEMENTS TO SRI LANKA ACCOUNTING STANDARDS

3.1 Amendments to the Accounting Standards implemented before 2015

The following amendments and improvements are not expected to have a significant impact on the Group's consolidated financial statements.

- Accounting for Acquisitions of Interests in Joint Operations (Amendments to SLFRS 11)
- Clarification of Acceptable Methods of Depreciation and Amortisation (Amendments to LKAS 16 and LKAS 38)
- Equity Method in Separate Financial Statements (Amendments to LKAS 27)
- Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to SLFRS 10 and LKAS 28)
- Annual Improvements to SLFRSs 2012–2014 Cycle – various standards
- Investment Entities: Applying the Consolidation Exception (Amendments to SLFRS 10, SLFRS 12 and LKAS 28)
- Disclosure Initiative (Amendments to LKAS 1)

### 3.2 Standards Issued but not yet effective

The following new accounting standards were issued by the Institute of Chartered Accountants in Sri Lanka that are not mandatory for 31 December 2015 reporting period, non of those have been early adopted by the Group.

### 3.2.1 SLFRS 09 – Financial Instruments

SLFRS 9 replaces the existing guidance in LKAS 39 Financial Instruments: Recognition and Measurement. SLFRS 9 includes revised guidance on the classification and measurement of financial instruments, a new expected credit loss model for calculating impairment on financial assets, and new general hedge accounting requirements. It also carries forward the guidance on recognition and derecognition of financial instruments from LKAS 39.

SLFRS 9 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted.

### 3.2.2 SLFRS 14 – Regulatory Deferral Accounts

SLFRS 14 is an interim standard which provides relief for first time -adopters of SLFRS in relation to the accounting for certain balances that arise from rateregulated activities ('regulatory deferral accounts'). The standard permits these entities to continue to apply their previous GAAP accounting policies for the recognition, measurement, impairment and derecognition of regulatory deferral accounts. SLFRS 14 is effective for annual periods beginning on or after 1 January 2016.

### 3.2.3 SLFRS 15 – Revenue from Contracts with Customers

SLFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognised. It replaces existing revenue recognition guidance, including LKAS 18 Revenue, LKAS 11 Construction Contracts and IFRIC 13 Customer Loyalty Programmes.

SLFRS 15 is effective for annual reporting periods beginning on or after 1 January 2018, with early adoption permitted.

Management believes that the SLFRS 14 would not be applicable for the Group, as it is an existing SLFRS preparer/does not involve in rate regulatory activities. Pending the completion of the detailed impact analysis, possible Impact from SLFRS 9 and SLFRS 15 is not reasonably estimable as of the reporting date.

### NOTES TO THE FINANCIAL STATEMENTS



### GROSS INCOME

NOTES TO THE FINANCIAL STATEMENTS

|  | BANK GROL     |               |               | GROUP         |
|--|---------------|---------------|---------------|---------------|
| Year ended 31 December                     | 2015          | 2014          | 2015          | 2014          |
|  | Rs.           | Rs.           | Rs.           | Rs.           |
|  |               |               |               |               |
| Interest income (Refer Note 5.1)           | 4,155,483,612 | 3,972,061,828 | 4,998,505,376 | 4,482,731,384 |
| Fee and commission income (Refer Note 6.1) | 226,603,279   | 197,198,292   | 404,789,452   | 351,032,094   |
| Net trading income (Refer Note 7)          | 278,040,868   | 96,053,799    | 278,040,868   | 96,053,799    |
| Other operating income (Refer Note 8)      | 359,130,552   | 281,104,393   | 374,393,629   | 384,591,292   |
| Total                                      | 5,019,258,311 | 4,546,418,312 | 6,055,729,325 | 5,314,408,569 |

### 5. NET INTEREST INCOME

### 5.1. Interest income

|  | BANK GROU     |               |               | GROUP         |
|--|---------------|---------------|---------------|---------------|
| Year ended 31 December                               | 2015          | 2014          | 2015          | 2014          |
|  | Rs.           | Rs.           | Rs.           | Rs.           |
|  |               |               |               |               |
| Reverse Repurchase agreements                        | 232,096,344   | 246,545,921   | 239,725,637   | 248,357,983   |
| Placements with banks                                | 14,101,406    | 12,237,442    | 15,919,601    | 26,935,821    |
| Financial investments held for trading               | 91,200,221    | 73,176,305    | 91,200,221    | 73,176,305    |
| Loans and receivables to banks                       | -             | -             | 1,952,600     | 1,952,600     |
| Loans and receivables to other customers             | 3,153,548,874 | 3,254,471,168 | 3,900,845,163 | 3,676,962,661 |
| Other Loans and receivables                          | 174,275,246   | 96,072,498    | 231,962,409   | 145,079,004   |
| Interest income accrued on impaired financial assets | 83,984,839    | 114,734,636   | 109,428,331   | 128,310,024   |
| Financial investments-available for sale             | 385,470,032   | 154,451,079   | 386,664,764   | 161,584,208   |
| Financial investments-held to maturity               | 20,806,650    | 20,372,779    | 20,806,650    | 20,372,779    |
| Total  | 4,155,483,612 | 3,972,061,828 | 4,998,505,376 | 4,482,731,384 |
|  |               |               |               |               |
| 5.2. Interest expense                                |               |               |               |               |
| Due to banks   | 143,840,249   | 62,255,271    | 257,618,050   | 129,526,937   |
| Due to other customers                               | 1,989,941,362 | 2,147,186,970 | 2,300,809,697 | 2,382,621,696 |
| Others   | -             | 45,000        | -             | 45,000        |
| Total  | 2,133,781,611 | 2,209,487,241 | 2,558,427,747 | 2,512,193,633 |
| Net interest income                                  | 2,021,702,001 | 1,762,574,587 | 2,440,077,629 | 1,970,537,751 |

### 5.3. Notional Tax Credit on Secondary Market Transactions

As per the Section 137 of the Inland Revenue Act no 10 of 2006 and the amendments thereto, a company which derives interest income from the secondary market transactions on Government Securities ( on or after 1 April 2002) would be entitled to a notional tax credit (being one ninth of the net interest income) provided such interest income of the Company for that year of assessment. Accordingly, the net interest income earned by the Group and the Bank from the secondary market transactions in Government Securities for the year 1 January 2015 to 31 December 2015, has been grossed up by Rs. 49.6Mn ( 2014 - Rs. 45.8Mn) and Rs. 48.1Mn ( 2014 - Rs. 45.4Mn) respectively.

### 6. NET FEE AND COMMISSION INCOME

|                                   |             | BANK        |             | GROUP       |  |
|-----------------------------------|-------------|-------------|-------------|-------------|--|
| Year ended 31 December            | 2015        | 2014        | 2015        | 2014        |  |
|                                   | Rs.         | Rs.         | Rs.         | Rs.         |  |
|                                   |             |             |             |             |  |
| Fee and commission income         | 226,603,279 | 197,198,292 | 404,789,452 | 351,032,094 |  |
| Less: Fee and commission expenses | 46,005,344  | 43,559,907  | 61,773,747  | 58,620,098  |  |
| Net fee and commission income     | 180,597,935 | 153,638,386 | 343,015,705 | 292,411,996 |  |
| 6.1. Fee and commission income    |             |             |             |             |  |
| Loans                             | 35,802,710  | 18,908,422  | 83,077,675  | 51,851,085  |  |
| Cards                             | 5,924,439   | 2,688,027   | 5,924,439   | 2,688,027   |  |
| Trade and remittances             | 126,350,350 | 111,155,465 | 126,350,350 | 111,155,465 |  |
| Guarantees                        | 49,373,906  | 53,742,463  | 49,373,906  | 53,742,463  |  |
| Fund Management                   | -           | -           | 121,807,709 | 116,613,814 |  |
| Others                            | 9,151,874   | 10,703,915  | 18,255,373  | 14,981,240  |  |
| Total                             | 226,603,279 | 197,198,292 | 404,789,452 | 351,032,094 |  |

### 7. NET TRADING INCOME

|   | BANK G      |            |             | GROUP      |  |
|---|-------------|------------|-------------|------------|--|
| Year ended 31 December                          | 2015        | 2014       | 2015        | 2014       |  |
|   | Rs.         | Rs.        | Rs.         | Rs.        |  |
|   |             |            |             |            |  |
| Capital gain from government dealing securities | 12,470,959  | 15,568,503 | 12,470,959  | 15,568,503 |  |
| Income from dealing securities                  | (765,170)   | 19,045,831 | (765,170)   | 19,045,831 |  |
| Capital gain from investment in units           | 266,335,079 | 61,439,464 | 266,335,079 | 61,439,465 |  |
| Total   | 278,040,868 | 96,053,799 | 278,040,868 | 96,053,799 |  |

### 8. OTHER OPERATING INCOME (NET)

|   | BANK        |             | GROUP       |             |
|---|-------------|-------------|-------------|-------------|
| Year ended 31 December  | 2015        | 2014        | 2015        | 2014        |
|   | Rs.         | Rs.         | Rs.         | Rs.         |
|   |             |             |             |             |
| Dividend income   | 13,979,257  | 9,393,765   | 648,453     | 1,162,923   |
| Gain/(loss) on sale of available for sale financial investments | 6,608,417   | -           | 12,633,112  | 18,520,668  |
| Gain/(loss) on sale of property, plant and equipment            | (3,107,013) | (6,611,013) | (1,681,319) | (6,611,013) |
| Foreign exchange gain   | 153,665,166 | 88,848,705  | 153,665,166 | 88,848,705  |
| Others  | 187,984,725 | 189,472,936 | 209,128,217 | 282,670,009 |
| Total   | 359,130,552 | 281,104,393 | 374,393,629 | 384,591,292 |

### 9. CREDIT LOSS EXPENSE

|                                    | BANK         |             |              | GROUP        |  |
|------------------------------------|--------------|-------------|--------------|--------------|--|
| Year ended 31 December             | 2015         | 2014        | 2015         | 2014         |  |
|                                    | Rs.          | Rs.         | Rs.          | Rs.          |  |
|                                    |              |             |              |              |  |
| Loans and Receivables to customers |              |             |              |              |  |
| Overdrafts                         | 84,751,816   | 61,738,268  | 84,751,816   | 61,738,268   |  |
| Trade finance                      | (21,277,392) | 32,384,648  | (21,277,392) | 32,384,648   |  |
| Pawning                            | 12,554,648   | 348,303,363 | 12,554,648   | 348,303,363  |  |
| Staff loans                        | (514,507)    | 730,880     | (514,507)    | 730,880      |  |
| Term loans                         | 72,912,320   | 62,902,666  | 67,456,552   | (24,282,357) |  |
| Lease/HP                           | 7,378,913    | 32,635,562  | 85,747,298   | 162,508,701  |  |
| Others                             | 20,923,501   | 2,469,405   | 31,415,993   | (54,855,533) |  |
| Total                              | 176,729,299  | 541,164,792 | 260,134,408  | 526,527,971  |  |

### 10. STAFF COSTS

|   | BANK        |             |               | GROUP       |
|---|-------------|-------------|---------------|-------------|
| Year ended 31 December                      | 2015        | 2014        | 2015          | 2014        |
|   | Rs.         | Rs.         | Rs.           | Rs.         |
| Salary and bonus                            | 670,052,879 | 449,389,098 | 802,358,714   | 550,710,814 |
| Contributions to defined contribution plans | 86,722,345  | 60,924,296  | 104,494,976   | 74,945,350  |
| Contributions to defined benefit plans      | 17,269,053  | 13,444,709  | 21,125,310    | 16,024,176  |
| Social Security cost                        | 25,158,169  | 18,154,233  | 35,675,705    | 24,420,218  |
| Share based expenses                        | 1,029,683   | -           | 1,029,683     | -           |
| Others                                      | 192,963,298 | 118,213,312 | 194,809,484   | 118,580,576 |
| Total                                       | 993,195,427 | 660,125,648 | 1,159,493,872 | 784,681,134 |

Contributions to Retirement benefit obligation have been made based on the actuarial valuation carried out as at 31 December 2015. Please refer note 34.1 for detailed disclosure and assumptions on the Retirement benefit obligation.

### NOTES TO THE FINANCIAL STATEMENTS

### OTHER EXPENSES

### NOTES TO THE FINANCIAL STATEMENTS

|  | BANK          |             |               | GROUP       |  |
|--|---------------|-------------|---------------|-------------|--|
| Year ended 31 December                           | 2015          | 2014        | 2015          | 2014        |  |
|  | Rs.           | Rs.         | Rs.           | Rs.         |  |
|  |               |             |               |             |  |
| Directors' emoluments                            | 7,309,522     | 9,999,998   | 14,885,237    | 17,091,903  |  |
| Auditors' remunerations                          | 3,980,000     | 3,260,000   | 6,373,298     | 5,719,124   |  |
| Non-audit fees to auditors                       | 1,992,689     | 1,902,353   | 1,992,689     | 1,989,247   |  |
| Professional and legal expenses                  | 35,383,742    | 16,342,084  | 49,724,602    | 31,587,843  |  |
| Advertising and Marketing expenses               | 169,254,770   | 53,658,928  | 221,624,861   | 96,667,721  |  |
| Office administration and establishment expenses | 699,543,296   | 574,417,712 | 840,413,273   | 699,040,689 |  |
| Others   | 86,785,167    | 49,039,673  | 88,268,890    | 53,318,355  |  |
| Total  | 1,004,249,186 | 708,618,748 | 1,223,282,850 | 905,414,882 |  |

Directors' emoluments include fees paid to non-executive directors. Remuneration paid to executive directors are included under salary and bonus in note 10.

### 12. TAXATION

The components of income tax expense for the years ended 31 December 2015 and 2014 are;

|  |            | BANK      |              | GROUP      |  |  |
|--|------------|-----------|--------------|------------|--|--|
| Year ended 31 December                           | 2015       | 2014      | 2015         | 2014       |  |  |
|  | Rs.        | Rs.       | Rs.          | Rs.        |  |  |
|  |            |           |              |            |  |  |
| Current tax expense                              | -          | -         | 17,348,502   | 73,762,222 |  |  |
| (Over)/under provision in respect of prior years | -          | -         | (23,734,567) | 4,781,618  |  |  |
| Deferred tax expense                             | 13,295,975 | 3,714,869 | 43,823,311   | 3,791,004  |  |  |
| Total  | 13,295,975 | 3,714,869 | 37,437,246   | 82,334,844 |  |  |

### 12.1 Reconciliation of Accounting Profit to taxation

A reconciliation between the taxable income and the accounting profit multiplied by income tax rate for the years ended 31 December 2015 and 2014 is given below;

|   |                 |               | GROUP           |               |  |
|---|-----------------|---------------|-----------------|---------------|--|
| Year ended 31 December                              | 2015            | 2014          | 2015            | 2014          |  |
|   | Rs.             | Rs.           | Rs.             | Rs.           |  |
|   |                 |               |                 |               |  |
| Profit Before Tax                                   | 205,993,959     | 60,803,016    | 292,180,010     | 160,531,509   |  |
| Add: Disallowable Expenses                          | 542,545,691     | 556,896,401   | 643,900,780     | 901,215,842   |  |
| Less: Tax Deductible Expenses                       | (1,046,412,234) | (550,669,152) | (1,095,288,071) | (589,033,807) |  |
| Tax Exempt Income                                   | (114,194,999)   | (89,653,984)  | (114,194,999)   | (89,653,984)  |  |
| Adjusted profit/ (loss) for tax purposes            | (412,067,582)   | (22,623,718)  | (273,402,279)   | 383,059,561   |  |
| Tax Losses claimed                                  | -               | -             | -               | (101,488,477) |  |
| Taxable Income                                      | -               | -             | -               | 281,571,084   |  |
|   |                 |               |                 |               |  |
| Income Tax on Current Year Profit @28%              | -               | -             | 13,493,993      | 68,344,698    |  |
| Income Tax on Current Year Profit @10% (NAMAL)      | -               | -             | 3,854,509       | 5,417,524     |  |
| (Over)/ under provision in respect of previous year | -               | -             | (23,734,567)    | 4,781,618     |  |
| Deferred Tax charge/(credit) (Note No 28.1)         | 13,295,975      | 3,714,869     | 43,823,311      | 3,791,004     |  |
|   |                 |               |                 |               |  |
| Taxation for the year                               | 13,295,975      | 3,714,869     | 37,437,246      | 82,334,844    |  |
| Effective Tax Rate (%)                              | 6%              | 6%            | 13%             | 51%           |  |

### 12.1.1 Applicable rates of tax

|   | 2015 | 2014 |
|---|------|------|
|   | Rs.  | Rs.  |
|   |      |      |
| Income tax on Union Bank of Colombo PLC                 | 28%  | 28%  |
| Income tax on UB Finance Company Limited                | 28%  | 28%  |
| Income tax on National Asset Management Limited (NAMAL) |      |      |
| - Profits from Unit trust business                      | 10%  | 10%  |
| - Others  | 28%  | 28%  |
| Income tax on Serandib Capital (Pvt) Ltd                | 28%  | 28%  |

### 12.2 The deferred tax (credit)/charge in the statement of profit or loss comprise of the following.

The following table shows deferred tax expense recorded in the statement of profit or loss due to changes in the deferred tax asset and liabilities

|   |              | BANK         |              | GROUP        |  |  |
|---|--------------|--------------|--------------|--------------|--|--|
| Year ended 31 December                  | 2015 2014    |              | 2015         | 2014         |  |  |
|   | Rs.          | Rs.          | Rs.          | Rs.          |  |  |
|   |              |              |              |              |  |  |
| Deferred tax assets                     | (74,696,117) | (51,545,881) | (44,131,444) | (51,583,516) |  |  |
| Deferred tax liabilities                | 87,992,092   | 55,260,750   | 87,954,755   | 55,374,520   |  |  |
| Deferred tax charge to income statement | 13,295,975   | 3,714,869    | 43,823,311   | 3,791,004    |  |  |

### 13. EARNINGS PER SHARE

### 13.1 Earnings per share - Basic

The basic earnings per share have been calculated by dividing the profits attributable to ordinary shareholders by the weighted average number of ordinary shares outstanding during the year as required by the LKAS 33 (Earnings per Share).

|  | GRO           |             |  |
|--|---------------|-------------|--|
| Year ended 31 December   | 2015<br>Rs.   | 2014<br>Rs. |  |
| Amount used as the numerator                                   |               |             |  |
| Net profit attributable to ordinary shareholders (Rs.)         | 222,770,454   | 31,063,069  |  |
| Amount used as the denominator                                 |               |             |  |
| Weighted average number of ordinary shares (Refer Note 13.1.1) | 1,091,406,249 | 540,380,650 |  |
| Basic earnings per ordinary share (Rs.)                        | 0.20          | 0.06        |  |

### 13.1.1 Weighted Average Number of Ordinary shares for Basic EPS

|   |               | 2015          | 2014          |             |  |
|---|---------------|---------------|---------------|-------------|--|
|   |               | Weighted      |               | Weighted    |  |
|   | Outstanding   | Average       | Outstanding   | Average     |  |
|   | Rs.           | Rs.           | Rs.           | Rs.         |  |
|   |               |               |               |             |  |
| Number of shares held as at 1 January   | 1,091,406,249 | 1,091,406,249 | 349,250,000   | 349,250,000 |  |
| Add: Number of shares issued            | -             | -             | 742,156,249   | 191,130,650 |  |
| Number of shares held as at 31 December | 1,091,406,249 | 1,091,406,249 | 1,091,406,249 | 540,380,650 |  |

### 13.2 Earnings per share - Diluted

Diluted Earnings per Share (Diluted EPS) as at the reporting date was calculated by dividing the profit attributable to equity holders of the Bank by the weighted average number of ordinary shares outstanding during the year, after adjusting for the effects of all potentially dilutive weighted average number of ordinary shares that would be issued on the conversion of all the dilutive warrants and ESOPs into ordinary shares.

| Year ended 31 December   | 2015<br>Rs.   | 2014<br>Rs. |
|--|---------------|-------------|
| Amount used as the numerator                                   |               |             |
| Net profit attributable to ordinary shareholders (Rs.)         | 222,770,454   | 31,063,069  |
| Amount used as the denominator                                 |               |             |
| Weighted average number of ordinary shares (Refer Note 13.2.1) | 1,151,431,340 | 554,549,344 |
| Diluted earnings per ordinary share (Rs.)                      | 0.19          | 0.06        |

### NOTES TO THE FINANCIAL STATEMENTS

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### NOTES TO THE 13.2.1 Weighted Average Number of Ordinary shares for Diluted EPS

|   | 2015<br>Rs.   | 2014<br>Rs.  |
|---|---------------|--------------|
|   |               |              |
| Number of ordinary shares used as denominator for Basic EPS (Refer Note 13.1.1)           | 1,091,406,249 | 540,380,650  |
| Effect of dilution :  |               |              |
| Add: Weighted average number of potential ordinary shares outstanding under warrant       | 218,281,250   | 56,214,897   |
| Add: Weighted average number of potential ordinary shares outstanding under ESOP          | 14,383,879    | -            |
| Less: Weighted average number of potential ordinary shares that would have been issued at |               |              |
| average market price  | (172,640,038) | (42,046,203) |
| Number of shares held as at 31 December   | 1,151,431,340 | 554,549,344  |

### 14. DIVIDEND PAID AND PROPOSED

| Year ended 31 December                  | 2015<br>Rs. | 2014<br>Rs. |
|---|-------------|-------------|
| Final dividend paid during the year     |             |             |
| Dividend on ordinary shares at Rs. 0.25 | -           | 87,312,500  |
| Final dividend proposed for the year    |             |             |
| Dividend on ordinary shares at Rs. 0.04 | 43,656,250  | -           |

### 15. CASH AND BALANCES WITH BANKS

|  |               | BANK          |               | GROUP         |  |  |
|--|---------------|---------------|---------------|---------------|--|--|
| As at 31 December  | 2015          | 2014          | 2015          | 2014          |  |  |
|  | Rs.           | Rs.           | Rs.           | Rs.           |  |  |
|  |               |               |               |               |  |  |
| Cash in hand and at Banks                                      | 1,504,512,361 | 1,459,466,640 | 1,708,684,566 | 1,740,232,286 |  |  |
| Statutory balances with Central Bank of Sri Lanka (Refer 15.1) | 1,306,812,184 | 949,105,170   | 1,306,812,184 | 949,105,170   |  |  |
| Total  | 2,811,324,545 | 2,408,571,810 | 3,015,496,750 | 2,689,337,456 |  |  |

15.1 Statutory balances with Central bank include the cash balance that is required as per the provisions of section 93 of the Monetary Law act. The minimum cash reserve requirement was 6% of the rupee deposit liabilities as at 31 December 2015 (6% as at 31 December 2014). This reserve requirement is not applicable for the foreign currency deposit liabilities of the Domestic Banking Unit and the deposit liabilities of the Foreign Currency Banking Unit.

### 16. **REVERSE REPURCHASED AGREEMENTS**

|                        |               | BANK           |               | GROUP          |  |  |
|------------------------|---------------|----------------|---------------|----------------|--|--|
| As at 31 December      | 2015          | 2014           | 2015          | 2014           |  |  |
|                        | Rs.           |                | Rs.           | Rs.            |  |  |
|                        |               |                |               |                |  |  |
| Due to banks           | 450,685,714   | 10,543,106,240 | 556,727,467   | 10,642,158,185 |  |  |
| Due to other customers | 1,062,739,607 | -              | 1,062,739,607 | -              |  |  |
| Total                  | 1,513,425,321 | 10,543,106,240 | 1,619,467,074 | 10,642,158,185 |  |  |



### 17. DERIVATIVE FINANCIAL INSTRUMENTS

The table below shows the fair values of derivative financial instruments recorded as assets or liabilities together with their notional amounts. The notional amount, recorded gross is the amount of a derivative's underlying asset, reference rate is the basis upon which changes in the fair value of derivatives are measured. The notional amounts indicate the volume of transactions outstanding at the year end are indicative of neither the market risk nor the credit risk.

NOTES TO THE FINANCIAL STATEMENTS

| BANK & GROUP                       |               | 2015               |                           |               | 2014               |                           |
|------------------------------------|---------------|--------------------|---------------------------|---------------|--------------------|---------------------------|
| As at 31 December                  | Assets<br>Rs. | Liabilities<br>Rs. | Notional<br>Amount<br>Rs. | Assets<br>Rs. | Liabilities<br>Rs. | Notional<br>Amount<br>Rs. |
| Forward foreign exchange contracts | 10,621,429    | - 5                | ,930,976,737              | 4,150,249     | - 1,               | 479,992,857               |
| Total                              | 10,621,429    | - 5                | ,930,976,737              | 4,150,249     | - 1,               | 479,992,857               |

### 18. FINANCIAL ASSETS - HELD FOR TRADING

|                                       |               |               | GROUP         |               |
|---------------------------------------|---------------|---------------|---------------|---------------|
| As at 31 December                     | 2015          | 2014          | 2015          | 2014          |
|                                       | Rs. Rs.       |               | Rs.           | Rs.           |
|                                       |               |               |               |               |
| Sri Lanka Government Securities       | 478,816,674   | 682,353,699   | 478,816,674   | 682,353,699   |
| Equity securities                     | -             | 33,462,120    | -             | 33,462,120    |
| Investment in Units (Refer Note 18.1) | 7,984,990,735 | 1,868,655,656 | 7,984,990,735 | 1,868,655,656 |
| Total                                 | 8,463,807,409 | 2,584,471,476 | 8,463,807,409 | 2,584,471,476 |

### 18.1 Investment in Units

| 2015                  |                |               |                        |                | 2014          |                        |  |
|-----------------------|----------------|---------------|------------------------|----------------|---------------|------------------------|--|
| As at 31 December     | No of<br>units | Cost<br>Rs.   | Market<br>Value<br>Rs. | No of<br>units | Cost<br>Rs.   | Market<br>Value<br>Rs. |  |
| NAMAL Gilt Edge Fund  | 157,111,457    | 1,600,000,000 | 1,685,240,328          | 109,528,236    | 1,100,000,000 | 1,111,109,191          |  |
| NAMAL High Yield Fund | 208,482,210    | 2,900,000,000 | 3,058,142,133          | 55,095,491     | 750,000,000   | 757,546,465            |  |
| NDB Wealth Management | 228,473,720    | 3,200,457,232 | 3,241,608,274          | -              | -             | -                      |  |
| Total                 |                | 7,700,457,232 | 7,984,990,735          |                | 1,850,000,000 | 1,868,655,656          |  |

### 19. LOANS AND RECEIVABLES TO BANKS

| GROUP                     |            | 2015       | 20         | )14        |
|---------------------------|------------|------------|------------|------------|
| As at 31 December         | No. of     | Carrying   | No. of     | Carrying   |
|                           | Debentures | Value      | Debentures | Value      |
|                           |            | Rs.        |            | Rs.        |
|                           |            |            |            |            |
| Investments in Debentures |            |            |            |            |
| Nations Trust Bank        | 50,200     | 5,675,342  | 50,200     | 5,675,342  |
| National Development Bank | 100,000    | 10,328,982 | 100,000    | 10,328,982 |
| Total                     |            | 16,004,324 |            | 16,004,324 |

### NOTES TO THE 20.

FINANCIAL STATEMENTS

### LOANS AND RECEIVABLES TO OTHER CUSTOMERS

|   | BANK           |                |                | GROUP          |  |
|---|----------------|----------------|----------------|----------------|--|
| As at 31 December                               | 2015           | 2014           | 2015           | 2014           |  |
|   | Rs.            | Rs.            | Rs.            | Rs.            |  |
|   |                |                |                |                |  |
| Gross loans and receivables (Refer Note 20.1)   | 40,663,715,473 | 26,558,875,250 | 46,420,781,086 | 30,648,645,894 |  |
| (Less): Individual impairment (Refer Note 20.4) | (204,579,130)  | (126,310,263)  | (430,907,831)  | (761,677,943)  |  |
| Collective impairment (Refer Note 20.4)         | (363,804,391)  | (487,995,076)  | (539,559,634)  | (669,110,709)  |  |
| Net loans and receivables                       | 40,095,331,952 | 25,944,569,911 | 45,450,313,621 | 29,217,857,242 |  |

### 20.1 Loans and Receivables to other customers - by product

| Overdrafts                  | 7,804,094,111  | 7,489,640,925  | 7,776,506,004  | 7,489,640,925  |
|-----------------------------|----------------|----------------|----------------|----------------|
| Trade finance               | 9,163,730,137  | 5,803,521,408  | 9,163,730,137  | 5,803,521,408  |
| Pawning                     | 397,986,793    | 1,354,727,610  | 397,986,793    | 1,363,721,203  |
| Staff loans                 | 520,018,800    | 321,697,968    | 521,184,963    | 324,705,851    |
| Term loans                  | 21,209,688,983 | 10,276,601,512 | 22,232,999,617 | 11,393,743,744 |
| Lease and Hire Purchase     | 1,164,132,321  | 954,207,202    | 4,591,949,789  | 2,883,752,584  |
| Factoring                   | 404,064,328    | 358,478,625    | 1,523,937,920  | 978,605,735    |
| Others                      | -              | -              | 212,485,863    | 410,954,444    |
| Gross Loans and Receivables | 40,663,715,473 | 26,558,875,250 | 46,420,781,086 | 30,648,645,894 |

### 20.2 Loans and Receivables to other customers - by currency

| Sri Lanka Rupee             | 34,980,305,957 | 22,894,175,861 | 40,737,371,570 | 26,983,946,504 |
|-----------------------------|----------------|----------------|----------------|----------------|
| United States Dollar        | 5,556,820,808  | 3,489,287,835  | 5,556,820,808  | 3,489,287,835  |
| Euro                        | 119,090,532    | 166,517,611    | 119,090,532    | 166,517,611    |
| Others                      | 7,498,176      | 8,893,943      | 7,498,176      | 8,893,944      |
| Gross Loans and Receivables | 40,663,715,473 | 26,558,875,250 | 46,420,781,086 | 30,648,645,894 |

### 20.3 Loans and Receivables to other customers - by industry

| Agriculture and fishing           | 4,827,820,094  | 3,470,842,147  | 4,827,820,094  | 3,470,842,147  |
|-----------------------------------|----------------|----------------|----------------|----------------|
| Manufacturing                     | 9,352,813,851  | 5,103,821,110  | 9,352,813,851  | 5,103,821,110  |
| Tourism                           | 983,108,403    | 708,969,280    | 983,108,403    | 708,969,280    |
| Transport                         | 49,212,623     | 35,507,984     | 3,477,030,092  | 1,965,053,367  |
| Construction                      | 1,750,224,623  | 2,056,567,899  | 3,286,562,391  | 3,267,460,132  |
| Traders                           | 10,324,950,463 | 7,884,362,149  | 11,444,824,054 | 8,504,489,257  |
| New economy                       | 245,422,936    | 198,508,412    | 245,422,936    | 198,508,412    |
| Financial and Business Services   | 6,798,343,868  | 2,001,267,902  | 6,258,819,781  | 1,907,517,902  |
| Infrastructure                    | 51,805,206     | 58,683,558     | 51,805,206     | 58,683,558     |
| Other Services                    | 2,595,938,357  | 1,326,115,862  | 2,808,499,229  | 1,740,078,189  |
| Other Customers Including Pawning | 3,684,075,049  | 3,714,228,947  | 3,684,075,049  | 3,723,222,540  |
| Gross Loans and Receivables       | 40,663,715,473 | 26,558,875,250 | 46,420,781,086 | 30,648,645,894 |

### 20.4 Movements in Individual and Collective Impairment during the Year

|     | Individual impairment                 |               |               |               |               |
|-----|---------------------------------------|---------------|---------------|---------------|---------------|
|     | Opening balance as at 1 January       | 126,310,263   | 165,628,397   | 761,677,943   | 1,043,342,376 |
|     | Charge to statement of profit or loss | 78,268,867    | 92,803,882    | 167,034,366   | 188,472,390   |
|     | Net write-off during the year         | -             | (132,122,016) | (497,804,478) | (470,136,823) |
|     | Closing balance as at 31 December     | 204,579,130   | 126,310,263   | 430,907,831   | 761,677,943   |
|     | Collective impairment                 |               |               |               |               |
|     | Opening balance as at 1 January       | 487,995,076   | 366,871,791   | 669,110,709   | 667,058,440   |
|     | Charge to statement of profit or loss | 98,460,432    | 372,579,620   | 93,100,042    | 253,508,604   |
|     | Net write-off during the year         | (222,651,117) | (251,456,335) | (222,651,117) | (251,456,335) |
| 400 | Closing balance as at 31 December     | 363,804,391   | 487,995,076   | 539,559,634   | 669,110,709   |
| 166 | Total impairment                      | 568,383,521   | 614,305,339   | 970,467,465   | 1,430,788,652 |

### 20.5 Movements in provision for Impairment Losses - Productwise

|  | Lease & Hire<br>Purchases<br>Rs. | Loans &<br>Receivables<br>Rs. | Pawning<br>Rs. | Total<br>Rs.  |
|--|----------------------------------|-------------------------------|----------------|---------------|
| BANK                                   |                                  |                               |                |               |
| Opening balance as at 1 January 2015   | 52,784,601                       | 301,046,614                   | 260,474,124    | 614,305,339   |
| Charge to statement of profit or loss  | 7,378,913                        | 156,795,737                   | 12,554,649     | 176,729,299   |
| Net write-off during the year          | -                                | (119,273)                     | (222,531,844)  | (222,651,117) |
| Closing balance as at 31 December 2015 | 60,163,514                       | 457,723,078                   | 50,496,929     | 568,383,521   |
| GROUP                                  |                                  |                               |                |               |
| Opening balance as at 1 January 2015   | 259,314,505                      | 900,954,719                   | 270,519,428    | 1,430,788,652 |
| Charge to statement of profit or loss  | 85,747,298                       | 161,832,461                   | 12,554,649     | 260,134,408   |
| Net write-off during the year          | (188,367,843)                    | (299,510,604)                 | (232,577,148)  | (720,455,595) |
| Closing balance as at 31 December 2015 | 156,693,960                      | 763,276,576                   | 50,496,929     | 970,467,465   |

### 20.6 Lease Rentals Receivables

|   | BANK GROUP    |               |                 | GROUP         |
|---|---------------|---------------|-----------------|---------------|
| As at 31 December                                 | 2015          | 2014          | 2015            | 2014          |
|   | Rs.           | Rs.           | Rs.             | Rs.           |
|   |               |               |                 |               |
| Total lease rentals receivable                    | 1,222,504,102 | 816,979,185   | 5,416,898,606   | 2,715,298,178 |
| Unearned lease income                             | (200,454,723) | (128,893,618) | (1,344,280,070) | (712,122,650) |
| Gross lease receivable                            | 1,022,049,379 | 688,085,567   | 4,072,618,536   | 2,003,175,528 |
| Impairment Allowance for lease receivable         | (45,505,573)  | (39,312,625)  | (120,801,324)   | (211,319,192) |
| Net lease receivables                             | 976,543,806   | 648,772,942   | 3,951,817,212   | 1,791,856,336 |
|   |               |               |                 |               |
| Gross lease receivable within one year            | 395,789,249   | 344,933,790   | 1,286,153,722   | 878,986,923   |
| Gross lease receivable after one year             | 626,260,130   | 343,151,776   | 2,786,464,815   | 1,124,188,605 |
| Total   | 1,022,049,379 | 688,085,566   | 4,072,618,537   | 2,003,175,528 |
|   |               |               |                 |               |
| Gross Lease Receivable within one year            |               |               |                 |               |
| Total lease receivable within one year            | 503,584,608   | 422,362,275   | 1,871,172,733   | 1,205,076,274 |
| Unearned lease income                             | (107,795,359) | (77,428,485)  | (585,019,012)   | (326,089,351) |
| Gross lease receivables                           | 395,789,249   | 344,933,790   | 1,286,153,721   | 878,986,923   |
| Impairment Allowance for lease receivable         | (39,114,360)  | (29,937,622)  | (62,652,311)    | (194,529,153) |
| Net lease receivables                             | 356,674,889   | 314,996,168   | 1,223,501,410   | 684,457,770   |
|   |               |               |                 |               |
| Gross Lease Receivable after one year             |               |               |                 |               |
| •   | 710 010 404   | 004.010.000   | 0 5 45 705 070  | 1 510 001 004 |
| Total lease receivable after one year             | 718,919,494   | 394,616,909   | 3,545,725,873   | 1,510,221,904 |
| Unearned lease income                             | (92,659,364)  | (51,465,133)  | (759,261,058)   | (386,033,299) |
| Gross lease receivables                           | 626,260,130   | 343,151,776   | 2,786,464,815   | 1,124,188,605 |
| Impairment Allowance for lease receivable         | (6,391,213)   | (9,375,003)   | (58,149,013)    | (16,790,039)  |
| Net lease receivables                             | 619,868,917   | 333,776,773   | 2,728,315,802   | 1,107,398,566 |
| 20,7 Hire Purchase Receivables                    |               |               |                 |               |
| Total hire purchase receivable                    | 169,829,782   | 329,306,425   | 652,018,782     | 1,187,928,119 |
| Unearned hire purchase income                     | (27,746,840)  | (63,184,790)  | (132,687,530)   | (307,351,063) |
| Gross hire purchase receivable                    | 142,082,942   | 266,121,634   | 519,331,252     | 880,577,056   |
| Impairment Allowance for hire purchase receivable | (14,657,940)  | (13,471,976)  | (35,892,635)    | (47,995,312)  |
| Net hire purchase receivables                     | 127,425,002   | 252,649,659   | 483,438,617     | 832,581,744   |
|   | ,             | ,0 .0,000     | 100,100,011     |               |
| Gross hire purchase receivable within one year    | 78,939,763    | 101,408,533   | 263,068,403     | 329,860,274   |
| Gross hire purchase receivable after one year     | 63,143,179    | 164,713,101   | 256,262,849     | 550,716,782   |
| Total   | 142,082,942   | 266,121,634   | 519,331,252     | 880,577,056   |

### NOTES TO THE FINANCIAL STATEMENTS

### NOTES TO THE 20.7 Hire Purchase Receivables (contd.)

|   |              | BANK         |              | GROUP        |  |
|---|--------------|--------------|--------------|--------------|--|
| As at 31 December                                 | 2015         | 2014         | 2015         | 2014         |  |
|   | Rs.          | Rs.          | Rs.          | Rs.          |  |
| Gross hire purchase Receivable within one year    |              |              |              |              |  |
| Total hire purchase receivable within one year    | 98,925,512   | 135,296,430  | 350,724,398  | 495,323,086  |  |
| Unearned hire purchase income                     | (19,985,749) | (33,887,897) | (87,655,995) | (165,462,811 |  |
| Gross hire purchase receivable                    | 78,939,763   | 101,408,533  | 263,068,403  | 329,860,274  |  |
| Impairment Allowance for hire purchase receivable | (12,908,607) | (8,042,245)  | (23,272,910) | (39,896,003  |  |
| Net hire purchase receivables                     | 66,031,156   | 93,366,288   | 239,795,493  | 289,964,271  |  |
| Gross hire purchase Receivable after one year     |              |              |              |              |  |
| Total hire purchase receivable after one year     | 70,904,270   | 193,927,463  | 301,294,384  | 692,522,502  |  |
| Unearned hire purchase income                     | (7,761,091)  | (29,214,361) | (45,031,535) | (141,805,720 |  |
| Gross hire purchase receivable                    | 63,143,179   | 164,713,101  | 256,262,849  | 550,716,782  |  |
| Impairment Allowance for hire purchase receivable | (1,749,333)  | (5,429,731)  | (12,619,725) | (8,099,309   |  |
| Net hire purchase receivables                     | 61,393,846   | 159,283,371  | 243,643,124  | 542,617,473  |  |

### 21. OTHER LOANS AND RECEIVABLES

|  | BANK          |               |               | GROUP         |
|--|---------------|---------------|---------------|---------------|
| As at 31 December                                    | 2015          | 2014          | 2015          | 2014          |
|  | Rs.           | Rs.           | Rs.           | Rs.           |
|  |               |               |               |               |
| Investment in Deep Discounted Bond (Refer Note 21.1) | 2,569,046,289 | 2,470,115,184 | -             | -             |
| Fixed Deposits                                       | -             | -             | 1,780,685,198 | 1,630,814,880 |
| Sri Lanka Development Bond                           | 1,318,605,243 | -             | 1,318,605,243 | -             |
| Investment in Debentures (Refer Note 21.2)           | 1,445,719,642 | -             | 1,463,805,440 | 18,319,011    |
| Lease backed trust certificates (Refer Note 21.3)    | 388,177,884   | -             | 388,177,884   | -             |
| Total  | 5,721,549,058 | 2,470,115,184 | 4,951,273,765 | 1,649,133,891 |

### 21.1 Investment in Deep Discounted Bond

The Bank purchased a Deep Discounted Bond guaranteed by a Commercial Bank from Serandib Capital (Pvt) Ltd on 1 August 2003. The purchase cost was Rs.1,578Mn settled by transferring part of the Bank's portfolio at its book value of Rs. 978Mn and balance in cash. The face value of the Bond amounts to Rs.3,458Mn and will mature on 1 August 2023. The Bank intends to hold this bond till its maturity and is recorded at cost plus a proportion of the discount over the period to maturity based on its implicit rate of return of 4%.

### 21.2 Investment in Debentures

| BANK                             | 2015       |               |  |
|----------------------------------|------------|---------------|--|
| As at 31 December                | No. of     | Carrying      |  |
|                                  | Debentures | Value         |  |
|                                  | Rs.        | Rs.           |  |
|                                  |            |               |  |
| Commercial Leasing & Finance PLC | 5,000,000  | 521,904,110   |  |
| DFCC Bank PLC                    | 5,163,300  | 542,719,414   |  |
| Pan Asia Banking Corporation PLC | 3,715,280  | 381,096,118   |  |
| Total                            |            | 1,445,719,642 |  |

### 21.2 Investment in Debentures (contd.)

| GROUP                                |            | 2015          | 2(         | 014        |
|--------------------------------------|------------|---------------|------------|------------|
| As at 31 December                    | No. of     | Carrying      | No. of     | Carrying   |
|                                      | Debentures | Value         | Debentures | Value      |
|                                      | Rs.        | Rs.           | Rs.        | Rs.        |
|                                      | 5 000 000  | 501 004 110   |            |            |
| Commercial Leasing & Finance PLC     | 5,000,000  | 521,904,110   | -          | -          |
| DFCC Bank PLC                        | 5,163,300  | 542,719,414   | -          | -          |
| Pan Asia Banking Corporation PLC     | 3,715,280  | 381,096,118   | -          | -          |
| Ceylinco Sec. & Fin. Services Co Ltd | 2,000      | 200,000       | 2,000      | 200,000    |
| Ceylinco Institute of Mgt Ltd        | 2,000      | 200,000       | 2,000      | 200,000    |
| Seylan Merchant Leasing Ltd          | 300        | 30,000        | 300        | 30,000     |
| Senkadagala Finance PLC              | 180,000    | 18,085,798    | 180,000    | 18,089,011 |
|                                      |            | 1,464,235,440 |            | 18,519,011 |
| (Less): Impairment charges           |            | (430,000)     |            | (200,000)  |
| Total                                |            | 1,463,805,440 |            | 18,319,011 |

### 21.3 Lease backed trust certificates

|                             |             | BANK |             | GROUP |
|-----------------------------|-------------|------|-------------|-------|
| As at 31 December           | 2015        | 2014 | 2015        | 2014  |
|                             | Rs.         | Rs.  | Rs.         | Rs.   |
|                             |             |      |             |       |
| Senkadagala Finance Co. PLC | 388,177,884 | -    | 388,177,884 | -     |
| Total                       | 388,177,884 | -    | 388,177,884 | -     |

### 22. FINANCIAL INVESTMENTS-AVAILABLE FOR SALE

|  |               | BANK          |               | GROUP         |
|--|---------------|---------------|---------------|---------------|
| As at 31 December                                    | 2015          | 2014          | 2015          | 2014          |
|  | Rs.           | Rs.           | Rs.           | Rs.           |
|  |               |               |               |               |
| Equity securities                                    |               |               |               |               |
| Un-quoted  | 1,530,000     | 1,530,000     | 17,624,900    | 16,034,900    |
| Quoted (Refer Note 22.1)                             | -             | -             | 32,201,577    | 10,344,968    |
| Investment in Unit Trusts (Refer Note 22.2)          | -             | -             | 124,688,297   | 117,661,594   |
| Sri Lanka Government Securities - Available for sale | 8,354,600,222 | 1,646,155,722 | 8,364,044,281 | 1,656,708,744 |
| Net Available for sale Investments                   | 8,356,130,222 | 1,647,685,722 | 8,538,559,055 | 1,800,750,206 |

### 22.1 Equity securities-Quoted Investments

|                          |             | GROUP       |
|--------------------------|-------------|-------------|
| As at 31 December        | 2015        | 2014        |
|                          | Rs.         | Rs.         |
|                          |             |             |
| Cost                     | 35,256,908  | 12,029,123  |
| Less: Impairment Charges | (3,055,331) | (1,684,155) |
| Total                    | 32,201,577  | 10,344,968  |

### 22.2 Investment in Units

| GROUP                        |                | 2015        |                        |                | 2014        |                        |
|------------------------------|----------------|-------------|------------------------|----------------|-------------|------------------------|
| As at 31 December            | No of<br>units | Cost<br>Rs. | Market<br>Value<br>Rs. | No of<br>units | Cost<br>Rs. | Market<br>Value<br>Rs. |
| Eagle Growth and Income Fund |                |             |                        |                |             |                        |
| (Former Pyramid Unit Trust)  | 8,928          | 75,000      | 317,299                | 7,500          | 75,000      | 75,000                 |
| Cey Bank Unit Trust          | 11,323         | 100,000     | 336,388                | 9,569          | 100,000     | 100,000                |
| Investrust Money Market Fund | 1,903,529      | 20,000,000  | 20,758,122             | -              | -           |                        |
| NAMAL Money Market Fund      | 67,422         | 694,940     | 708,695                | 67,422         | 694,940     | 710,327                |
| NAMAL High Yield Fund        | 6,992,337      | 93,111,468  | 102,567,793            | 8,493,005      | 106,107,422 | 116,776,267            |
| Total                        |                | 113,981,408 | 124,688,297            |                | 106,977,362 | 117,661,594            |

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NOTES TO THE FINANCIAL STATEMENTS

### INVESTMENT IN SUBSIDIARIES

NOTES TO THE FINANCIAL STATEMENTS As a

|                                |                            | 2015        |                            | 2014        |
|--------------------------------|----------------------------|-------------|----------------------------|-------------|
| As at 31 December              | Percentage<br>Holding<br>% | Cost<br>Rs. | Percentage<br>Holding<br>% | Cost<br>Rs. |
| National Asset Management Ltd. | 51.00                      | 331,500,000 | 51.00                      | 331,500,000 |
| UB Finance Company Ltd.        | 66.17                      | 560,864,489 | 66.17                      | 560,864,489 |
| Total                          |                            | 892,364,489 |                            | 892,364,489 |

23.1. Summarised financial information of subsidiaries

|                                     |               | 2015        |               | 2014        |
|-------------------------------------|---------------|-------------|---------------|-------------|
|                                     | UB Finance    | National    | UB Finance    | National    |
|                                     | Company       | Asset       | Company       | Asset       |
|                                     | Limited       | Management  | Limited       | Management  |
|                                     |               | Limited     |               | Limited     |
|                                     | Rs.           | Rs.         | Rs.           | Rs.         |
|                                     |               |             |               |             |
| For the year ended 31 December      |               |             |               |             |
| Net operating income                | 454,165,654   | 131,637,451 | 405,587,870   | 140,066,380 |
| Less: Operating expenses            | 409,729,254   | 89,572,112  | 260,038,824   | 83,609,276  |
| Profit before taxes                 | 44,436,400    | 42,065,339  | 145,549,046   | 56,457,104  |
| Less: Tax expense (including VAT on |               |             |               |             |
| financial services and NBT)         | 8,019,633     | 1,958,161   | 79,067,651    | 6,165,389   |
| Profit after tax                    | 36,416,767    | 40,107,178  | 66,481,395    | 50,291,715  |
| Total comprehensive income          | 35,256,183    | 40,068,475  | 67,515,574    | 52,653,098  |
|                                     |               |             |               |             |
| As at 31 December                   |               |             |               |             |
| Loans and receivables from other    |               |             |               |             |
| customers                           | 5,894,505,757 | 1,091,153   | 3,367,037,331 | -           |
| Property, Plant and equipment and   |               |             |               |             |
| intangible assets                   | 127,001,109   | 18,212,011  | 110,446,580   | 23,713,697  |
| Other assets                        | 87,730,961    | 26,112,283  | 60,817,133    | 35,699,730  |
| Total assets                        | 7,144,973,542 | 241,051,624 | 4,489,278,604 | 247,244,461 |
|                                     |               |             |               |             |
| Due to other customers              | 4,122,167,401 | -           | 2,661,670,855 | -           |
| Other borrowed funds                | 1,821,700,002 | -           | 938,835,339   | -           |
| Other liabilities                   | 340,138,718   | 14,047,736  | 232,966,097   | 10,621,171  |
| Total liabilities                   | 6,495,076,679 | 17,836,487  | 3,874,637,924 | 34,097,805  |
| Total Equity                        | 649,896,862   | 223,215,137 | 614,640,678   | 213,146,660 |

### 23.2 Proportion of equity interest held by non-controlling interest

| As at 31 December              | Country of incorporation<br>and operation | 2015  | 2014  |
|--------------------------------|---|-------|-------|
| National Asset Management Ltd. | Sri Lanka                                 | 33.8% | 33.8% |
| UB Finance Company Ltd.        | Sri Lanka                                 | 49.0% | 49.0% |

### NOTES TO THE FINANCIAL STATEMENTS

### 24. FINANCIAL INVESTMENTS - HELD TO MATURITY

|                                 |             | BANK        |             | GROUP       |
|---------------------------------|-------------|-------------|-------------|-------------|
| As at 31 December               | 2015        | 2014        | 2015        | 2014        |
|                                 | Rs.         | Rs.         | Rs.         | Rs.         |
|                                 |             |             |             |             |
| Senior Debentures               | 110,085,108 | 110,085,108 | 110,085,108 | 110,085,108 |
| Sri Lanka Government Securities | 30,443,719  | 29,942,307  | 30,443,719  | 29,942,307  |
| Total                           | 140,528,827 | 140,027,415 | 140,528,827 | 140,027,415 |

### 25. INVESTMENT IN REAL ESTATE

|                         |               | Group         |
|-------------------------|---------------|---------------|
| As at 31 December       | 2015          | 2014          |
|                         | Rs.           | Rs.           |
|                         |               |               |
| Land                    | 158,400,034   | 240,424,951   |
| Housing Projects        | 13,550,639    | 13,550,639    |
| Other Projects          | 412,386,150   | 412,386,150   |
| Less: Impairment Charge | (371,062,513) | (407,475,022) |
| Total                   | 213,274,310   | 258,886,718   |

### 26. GOODWILL AND INTANGIBLE ASSETS

| BANK                              |                             | 2015<br>Software            | :             | 2014                        |
|-----------------------------------|-----------------------------|-----------------------------|---------------|-----------------------------|
|                                   | Computer<br>Software<br>Rs. | under<br>development<br>Rs. | Total<br>Rs.  | Computer<br>Software<br>Rs. |
| Cost                              |                             |                             |               |                             |
| Opening balance as at 1 January   | 1,035,241,270               | -                           | 1,035,241,270 | 62,571,709                  |
| Additions                         | 132,232,253                 | 144,521,861                 | 276,754,114   | 695,736,775                 |
| Transfers                         | -                           | -                           | -             | 276,932,786                 |
| Closing balance as at 31 December | 1,167,473,523               | 144,521,861                 | 1,311,995,384 | 1,035,241,270               |
| (Less): Amortisation              |                             |                             |               |                             |
| Opening balance as at 1 January   | 83,491,582                  | -                           | 83,491,582    | 8,620,609                   |
| Charge for the year               | 110,304,044                 | -                           | 110,304,044   | 74,870,973                  |
| Transfers                         | -                           | -                           | -             | 1,142,008                   |
| Closing balance as at 31 December | 193,795,626                 | -                           | 193,795,626   | 83,491,582                  |
| Net book value as at 31 December  | 973,677,897                 | 144,521,861                 | 1,118,199,758 | 951,749,690                 |

| GROUP                            |             |                           |                           |               |            |            |             | Asset               |             | Licenses       |                             |               |
|----------------------------------|-------------|---------------------------|---------------------------|---------------|------------|------------|-------------|---------------------|-------------|----------------|-----------------------------|---------------|
|                                  |             |                           | O                         | Computer      |            | Brand      | Mana        | Management and      | and         | and related    |                             |               |
|                                  | U           | Goodwill                  | 0,                        | Software      |            | Value      | Advisc      | Advisory intangible | Infra       | Infrastructure |                             | Total         |
|                                  | 2015        | 2014                      | 2015                      | 2014          | 2015       | 2014       | 2015        | 2014                | 2015        | 2014           | 2015                        | 2014          |
|                                  | Rs.         | Rs.                       | Rs.                       | Rs.           | Rs.        | Rs.        | Rs.         | Rs.                 | Rs.         | Rs.            | Rs.                         | Rs.           |
| Cost                             |             |                           |                           |               |            |            |             |                     |             |                |                             |               |
| Opening balance                  | 113,031,112 | 113,031,112 1,071,469,978 | 1,071,469,978             | 97,142,473    | 10,168,890 | 10,168,890 | 118,947,300 | 118,947,300         | 136,000,582 | 136,000,582    | 136,000,582 1,449,617,862   | 475,290,357   |
| Additions                        | 1           | 1                         | 278,097,902               | 698,644,719   | 1          |            | I           | 1                   | 1           | 1              | 278,097,902                 | 698,644,719   |
| Disposals                        | T           |                           | 1                         | •             | I          | 1          | I           | 1                   | I           | 1              | 1                           |               |
| Transfers                        | 1           |                           | 1                         | 275,682,786   | I          |            | I           |                     | I           | 1              | I                           | 275,682,786   |
| Closing balance                  | 113,031,112 | 113,031,112               | 113,031,112 1,349,567,880 | 1,071,469,978 | 10,168,890 | 10,168,890 | 118,947,300 | 118,947,300         | 136,000,582 | 136,000,582    | 1,727,715,765 1,449,617,863 | 1,449,617,863 |
| (Less): Amortisation             |             |                           |                           |               |            |            |             |                     |             |                |                             |               |
| Opening balance                  | 1           | 1                         | 106,944,470               | 29,068,164    | 1,440,593  | 1,440,593  | 22,467,823  | 22,467,823          | 14,738,152  | 14,738,152     | 145,591,039                 | 67,714,733    |
| Charge for the year              | 1           |                           | 112,341,793               | 76,734,298    | 1          |            | T           |                     | 1           |                | 112,341,793                 | 76,734,298    |
| Disposals                        | 1           |                           | 1                         |               | 1          |            | 1           |                     | 1           |                | 1                           |               |
| Transfers                        | I           | 1                         | I                         | 1,142,008     | 1          | 1          | 1           | 1                   | 1           | I              | I                           | 1,142,008     |
| Closing balance                  | 1           |                           | 219,286,263               | 106,944,471   | 1,440,593  | 1,440,593  | 22,467,823  | 22,467,823          | 14,738,152  | 14,738,152     | 257,932,832                 | 145,591,039   |
| (Less): Impairment charges       |             |                           |                           |               |            |            |             |                     |             |                |                             |               |
| Net book value as at 31 December | 113.031.112 | 113,031,112               | 113.031.112 1.130.281.617 | 964.525.508   | 8.728.297  | 8.728.297  | 96.479.477  | 96.479.477          | 121.262.430 | 121,262,430    | 121,262,430 1,469,782,932   | 1.304.026.823 |

## Impairment testing of intangible assets

# Key assumptions used in value in use calculations

The recoverable amount of the intangible assets have been determined based on the following methods.

Method Used

Intangible Asset

| )   |                                |
|---|--------------------------------|
| (joodwill                                 | Eree Cashflow to Equity (ECEE) |
| Brand Value                               | Free Cashflow to Equity (FCFE) |
| Asset Management and Advisory Intangibles | Free Cashflow to Equity (FCFE) |
| Licensing and other Infrastructure        | Greenfield Method              |

### The rates used by the Bank;

|                      |          |        | Asset                      |                |
|----------------------|----------|--------|----------------------------|----------------|
|                      |          |        | Management                 | License and    |
|                      |          | Brand  |                            | other          |
|                      | Goodwill | Value  | Intangibles infrastructure | infrastructure |
|                      |          |        |                            |                |
| Discount Rate        | 14.65%   | 14.65% | 14.65%                     | 14.65%         |
| Terminal Growth Rate | 2.50%    | 2.50%  | 2.50%                      | 2.50%          |

The calculation of the above are sensitive to discount rates, budgeted income/cashflows, terminal growth rates used to extrapolate cash flows beyond the budgeted period, market rates and market CI ratios.

### NOTES TO THE FINANCIAL STATEMENTS

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GOODWILL AND INTANGIBLE ASSETS (CONTD.)

26.

| Laserold         Computer 4<br>(a)         Finding 8<br>(b)         Montrone 1<br>(b)         Land and<br>b)         Laserold         Computer 8<br>(b)         Fundue 8<br>(b)         Montrone 8<br>(c)         Montrone 8<br>(c)         Montrone8 | ΡΚΟΡΕΚΙ Υ, ΡΓΑΝΙ ΑΝΟ ΕQUIPMENI |                     | B                       | BANK             |                      |               |                       |                         |                          | G                       | GROUP            |                      |                 |
|---|--------------------------------|---------------------|-------------------------|------------------|----------------------|---------------|-----------------------|-------------------------|--------------------------|-------------------------|------------------|----------------------|-----------------|
| H5         H6         H5         H5<  | ~ ~                            | nputer &<br>ipments | Furniture &<br>Fittings | Motor<br>Vehicle | Work-in-<br>progress | Total         | Land and<br>Buildings | Leasehold<br>properties | Computer &<br>Equipments | Furniture &<br>Fittings | Motor<br>Vehicle | Work-in-<br>progress | Total           |
| 260,412,513         60,500,483         11,419,700         154,308,5315         52,383,115         741,100,864         277,765,429         85,606,784         11,419,699         1,<br>14,19,700           60,853,226         34,907,210         390,645,620         390,645,620         32,303,557         16,510,784         31,907,210         -           (612,584)         (7,87,177)         -         (13,283,30)         -         (13,283,30)         (612,584)         (12,411011)         -         -         (19,614,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (19,614,127)         -         (14,127)         -         (19,614,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         -         (14,127)         2         (14,127)<  |                                | Rs.                 | Rs.                     | Rs.              | Rs.                  | Rs.           | Rs.                   | ß                       | ß                        | Rs.                     | Rs.              | ß                    | Rs.             |
| 200,412,513         60,500,483         11,419,700         15,430,65,613         52,3937,115         794,100,864         277,766,429         85,606,784         11,419,699         1,7           0         683,53,226         34,907,117         20,503,603         83,230,357         16,510,784         34,907,210         2           0         (612,584)         (7,827,177)         -         (13,228,37)         -         19,614,127         -         -         19,614,127         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (   |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 200,412,513         60,500,483         11,419,700         1,543,085,397         36,756,813         522,337,115         734,100,864         277,756,429         85,606,784         11,419,689         1,           69,853,226         -         34,907,210         30,645,620         -         91,863,117         217,063,803         (612,584)         (12,418,011)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         (19,614,127)         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         (19,614,127)         -         -         -         (19,614,127) </td <td></td>   |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 69.853.226         34.907.210         390.645,620         91,863,117         217,063,602         83.230,357         16,510,784         34,907,210         24,07,210         24,07,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,007,210         24,001,210         24,001,210         24,001,210         24,011,217         25,012,020,000         26,101,210         24,011,210         26,112,783         21,02,020,01         26,101,210         26,112,783         21,011,411,210         26,112,783         21,012,003         26,1712,783         21,012,013  | Ž6,                            | 195,829             | 200,412,513             | 60,500,483       | 11,419,700           | 1,543,085,397 | 36,755,813            | 522,937,115             | 794,100,864              | 277,756,429             | 85,606,784       | 11,419,699           | 1,728,576,704   |
| (612,584)         (7,827,17)         -         (13,228,370)         -         (2,784,918)         (2,003,633)         (612,584)         (12,418,011)         -         (19,614,127)         -         (11,41,203)         -         (11,41,203)         -         (11,41,203)         -         (11,41,203)         -         (11,41,203)         -         (11,41,203)         -         (11,41,2   | 07,                            | 832,374             | 69,853,226              |                  | 34,907,210           | 390,645,620   | I                     | 91,863,117              | 217,063,602              | 83,230,357              | 16,510,784       | 34,907,210           | 443,575,069     |
| -         (19,614,127)         -         (19,614,127)         -         (19,614,127)         -         (19,614,127)         2 <th2< t<="" td=""><td>Ġ,</td><td>003,693)</td><td>(612,584)</td><td>(7,827,177)</td><td>T</td><td>(13,228,370)</td><td>ı</td><td>(2,784,918)</td><td>(2,003,693)</td><td>(612,584)</td><td>(12,418,011)</td><td>1</td><td>(17,819,204)</td></th2<>  | Ġ,                             | 003,693)            | (612,584)               | (7,827,177)      | T                    | (13,228,370)  | ı                     | (2,784,918)             | (2,003,693)              | (612,584)               | (12,418,011)     | 1                    | (17,819,204)    |
| 269,653,155         52,673,306         26,712,783         1,920,502,647         36,755,813         612,015,314         1,028,774,900         360,374,202         89,699,558         26,712,783         211           89,411,979         12,388,322         -         788,537,163         5,105,360         262,000,198         436,851,066         120,994,331         27,683,058         -         28           0         (612,584)         (4,170,604)         -         28,737         101,41,941         104,866,452         33,703,067         11,417,203         -         22           114,948,800         14,053,768         -         100,6188,474         5,710,6160         -         24,495,201         -         10           114,948,800         14,053,768         -         10,662,893         361,186,677         539,750,889         154,084,815         34,495,201         -         10           154,704,355         38,619,538         26,712,783         113,61677         539,750,889         154,084,815         34,495,201         -         10           154,704,355         38,619,538         26,712,783         138,14,173         30,968,115         250,282,633         154,084,815         34,495,201         -         10           154,704,355         38,619,660   | 19,                            | 614,127             |                         | 1                | (19,614,127)         | ı             | I                     | ı                       | 19,614,127               | ı                       | I                | (19,614,127)         | I               |
| 89,411,979         12,388,322         788,537,163         5,105,360         262,000,198         436,851,066         120,94,331         27,693,058         -         88           26,149,405         5,836,051         -         26,105,305         11,417,203         -         22           26,149,405         5,836,051         -         26,105,305         682,337         101,141,941         104,866,452         33,703,067         11,417,203         -         22           (612,584)         (4,170,604)         -         (8,705,799)         5,7187,698         361,186,677         53,703,067         11,417,203         -         10           114,948,600         14,053,768         -         (8,705,989         154,084,815         34,495,201         -         10           154,704,355         38,619,538         26,712,783         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         10           154,704,355         56,419,536         73,756,433         66,203,399         11,419,700         287,324,443         18           17,966,903         56,419,473         164,32,569         31,495,201         -         10           17,966,903         56,141,94         39,495,201         2   | 001,                           |                     | 269,653,155             | 52,673,306       | 26,712,783           | 1,920,502,647 | 36,755,813            | 612,015,314             | 1,028,774,900            | 360,374,202             | 89,699,558       |                      | 2,154,332,568   |
| 89,411,979         12,388,322         788,537,163         5,105,360         262,000,198         436,851,066         120,994,331         27,633,058         8         8           26,149,405         5,836,051         -         26,856,589         682,337         101,141,941         104,866,452         33,703,067         11,417,203         -         22           26,149,405         5,836,051         -         (8,705,279)         -         (1,956,629)         (612,584)         (4,615,060)         -         20           114,948,800         14,053,768         -         1,066,629)         (612,584)         (4,615,060)         -         1,0           114,948,800         14,053,768         361,186,677         539,750,889         154,084,815         34,495,201         -         1,0           154,704,355         38,619,538         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,299,387         55,204,356         26,712,783         1,0           154,704,356         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,299,387         55,204,356         26,712,783         1,0           179,666,967         26,744,31         1,419,700         218,775,483  |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 89,411,979         12,388,322         -         788,537,163         5,105,360         262,000,198         436,851,066         120,994,331         27,693,058         -         88           26,149,405         5,836,051         -         26,856,589         682,337         101,141,941         104,866,452         33,703,067         11,417,203         -         22           (612,584)         (4,170,604)         -         (8,705,279)         5,787,698         361,186,677         539,750,889         154,084,815         34,495,201         -         1,01           114,948,800         14,053,768         913,814,173         30,968,115         250,828,637         489,024,011         206,289,387         54,495,201         -         1,01           154,704,355         38,619,538         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         1,01           179,666,953         50,435,084         16,435,076         287,324,443         1,419,700         287,324,443         1,85           179,666,953         50,435,084         56,436,071         26,243,357         55,204,356         26,712,783         1,01           179,666,953         11,419,700         218,775,482  |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 26,149,405         5,836,051         -         226,856,589         682,337         101,141,941         104,866,452         33,703,067         11,417,203         -         22           (612,584)         (4,17),604)         -         (8,705,279)         -         (1,955,462)         (1,956,629)         (612,584)         (4,615,060)         -         -         1,0           114,948,800         14,053,768         -         1,066,629)         (612,584)         (4,615,060)         -         1,0           154,704,355         38,619,538         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         1,0           179,666,953         50,435,084         164,327,83         93,615,538         55,204,356         26,712,783         1,0           179,666,953         50,435,084         11,419,700         218,674,943         1,65,165,033         78,706,903         287,324,443         1,8           179,666,987         50,435,084         11,419,700         218,574,944         1,419,700         218,775,443         1,8         26,704,356         287,324,443         1,8           179,666,987         50,435,086         11,419,700         218,775,443         1,8  | 428,                           | 565,446             | 89,411,979              | 12,388,322       | ı                    | 788,537,163   | 5,105,360             | 262,000,198             | 436,851,066              | 120,994,331             | 27,693,058       | 1                    | 852,644,014     |
| (612,584)         (4,170,604)         -         (8,705,279)         -         (1,956,629)         (612,584)         (4,615,060)         -         1,0           114,948,800         14,063,768         -         1,006,688,474         5,787,698         361,186,677         539,750,889         154,084,815         34,495,201         -         1,0           154,704,355         38,619,538         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         1,0           179,666,953         50,435,084         1643,276         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         1,0           179,666,953         50,435,084         11,419,700         218,574,944         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,8           179,666,987         21,419,700         218,574,944         1,643,576,493         1,6         1,6         26,732,4443         1,8           179,666,987         21,443         (226,932,31         485,582,633         673,277,546         251,633,569         11,419,700         287,324,443         1,8         <  | 97,                            | 658,279             | 26,149,405              | 5,836,051        | ı                    | 226,856,589   | 682,337               | 101,141,941             | 104,866,452              | 33,703,067              | 11,417,203       | 1                    | 251,811,000     |
| 114,948,800         14,063,768         - 1,006,688,474         5,787,698         361,186,677         539,750,889         154,084,815         34,495,201         - 1,1           154,704,355         38,619,538         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         1,           179,656,953         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,643,276,998           27,966,963         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,6419,700         2           27,966,993         11,419,700         21,693,277,646         251,633,569         78,706,903         287,324,443         1,673,736,443         1,6419,700         2           (7,211,427)         (12,000,000)         -         (41,833,660)         -         (23,903,937)         -         22,965,549         11,419,700         2           200,412,513         60,500,483         11,419,700         12,525,494         -         (7,348,653)         -         2  | (1,                            | 966,629)            | (612,584)               | (4,170,604)      | I                    | (8,705,279)   | I                     | (1,955,462)             | (1,966,629)              | (612,584)               | (4,615,060)      | I                    | (9,149,734)     |
| 154,704,355         38,619,538         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         1,           179,656,953         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,6           27,966,957         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,6           27,966,957         22,065,399         11,419,700         218,574,846         -         60,279,976         107,965,224         37,375,429         22,065,399         11,419,700         2           (7,211,427)         (12,000,000)         -         (41,833,666)         -         (7,348,632)         (15,165,518)         -         2  | 524,                           |                     | 114,948,800             |                  |                      | 1,006,688,474 | 5,787,698             | 361,186,677             | 539,750,889              | 154,084,815             | 34,495,201       | I                    | - 1,095,305,279 |
| 154,704,355         38,619,538         26,712,783         913,814,173         30,968,115         250,828,637         489,024,011         206,289,387         55,204,356         26,712,783         1,           179,656,953         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,8           27,966,987         22,065,399         11,419,700         218,574,846         -         60,279,976         107,965,224         37,375,429         22,065,399         11,419,700         2           27,966,987         22,066,399         11,419,700         218,574,846         -         60,279,976         107,965,224         37,375,429         22,065,399         11,419,700         2           27,000,0000         -         (7,211,427)         (12,000,000)         -         (7,348,632)         (15,165,518)         -         2         20,000         2         287,324,443)         (7         -         2   |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 179,666,953       50,435,084       287,324,443       1,643,276,998       36,755,813       485,582,633       673,277,546       251,633,569       78,706,903       287,324,443       1,8         27,966,957       50,435,084       287,324,443       1,643,276,998       36,755,813       485,582,633       673,277,546       251,633,569       78,706,903       287,324,443       1,8         27,966,987       22,066,399       11,419,700       218,574,846       -       60,279,976       107,965,224       37,375,429       22,065,399       11,419,700       2         (7,211,427)       (12,000,000)       -       (41,833,669)       -       (23,225,494)       -       (7,348,632)       (15,165,518)       -       -       20,000       22,065,399       11,419,700       2       287,324,443)       (70,149,699,17)       -       20,000       12,868,094       (3,903,937)       -       (287,324,443)       (7,214,423)       (7,214,423)       -       287,324,443)       (7,214,423)       -       287,324,443)       (7,214,423)       -       287,324,443)       (7,214,423)       -       28,903,937)       -       28,903,937)       -       28,7324,443)       (7,244,243)       (7,294,243)       -       28,004,443)       -       28,005,784       11,419,699       11,4  | 477,                           |                     | 154,704,355             | 38,619,538       | 26,712,783           | 913,814,173   | 30,968,115            | 250,828,637             | 489,024,011              | 206,289,387             | 55,204,356       | 26,712,783           | 1,059,027,289   |
| 179,666,953         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,419,700         2           27,966,987         22,065,399         11,419,700         218,574,846         -         60,279,976         107,965,224         37,375,429         22,065,399         11,419,700         2           (7,211,427)         (12,000,000)         -         (41,833,660)         -         (23,225,494)         -         (7,348,632)         (15,165,518)         -         -         20,000         2         287,324,443)         (70,00,000)         -         (287,324,443)         -         200,000         12,868,094         (3,903,937)         -         (287,324,443)         (7,214,43)         -         287,324,443)         -         200,000         -         200,000         -         200,000         -         200,000         -         200,000         -         200,000         -         287,324,443)         (7,214,42)         27,756,429         85,606,784         11,419,699         -         20,000,3037         -         287,324,443)         (7,244,443)         (7,214,42)         29,003,937         -         28,005,784         11,419,699         11,419,699   |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 179,666,953         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,419,700         2           27,966,987         22,065,399         11,419,700         218,574,846         -         60,279,976         107,965,224         37,375,429         22,065,399         11,419,700         2           (7,211,427)         (12,000,000)         -         (41,833,660)         -         (23,225,494)         -         (7,348,632)         (15,165,518)         -         -         20,000         12,419,700         2         287,324,443)         (7,214,443)         (276,932,786)         -         200,000         12,868,094         (3,903,937)         -         (287,324,443)         (7,419,699)         1,         200,000         -         287,324,443)         (7,419,699)         1,         200,412,513         60,500,483         11,419,700         1,543,085,397         36,755,813         522,937,715         794,100,864         277,756,429         85,606,784         11,419,699         1,  |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 179,666,953         50,435,084         287,324,443         1,643,276,998         36,755,813         485,582,633         673,277,546         251,633,569         78,706,903         287,324,443         1,3           27,966,987         22,065,399         11,419,700         218,574,846         -         60,279,976         107,965,224         37,375,429         22,065,399         11,419,700         2           (7,211,427)         (12,000,000)         -         (41,833,669)         -         (23,225,494)         -         (7,348,653)         11,419,700         2           -         -         (7,211,427)         (12,000,000)         -         (41,833,669)         -         (23,225,5494)         -         (7,348,6532)         (15,165,518)         -         -         20,000         12,856,094         (7,393,337)         -         (287,324,443)         (7,244,443)         -         (276,932,714)         16,103,864         -         20,000         12,868,094         (3,903,337)         -         (287,324,443)         (7,24,443)         -         (276,326,324)         -         28,063,994         11,419,700         -         (28,024,433)         -         (28,7324,443)         -         -         (28,1324,443)         (7,7156,429)         85,606,784         11,419,699         11,4  |                                |                     |                         |                  |                      |               |                       |                         |                          |                         |                  |                      |                 |
| 27,966,987         22,065,399         11,419,700         218,574,846         -         60,279,976         107,965,224         37,375,429         22,065,399         11,419,700         2           (7,211,427)         (12,000,000)         -         (41,833,660)         -         (23,225,494)         -         (7,348,632)         (15,165,518)         -         -         20,000         -         (287,324,443)         (276,932,786)         -         200,000         12,868,094         (3,903,937)         -         (287,324,443)         (276,932,786)         -         200,000         12,868,094         (3,903,937)         -         (287,324,443)         (276,932,786)         -         200,000         12,868,094         (3,903,937)         -         (287,324,443)         (7,741,435,76,429)         85,606,784         11,419,699         1,7           200,412,513         60,500,483         11,419,700         1,543,085,397         36,755,813         522,937,115         794,100,864         277,756,429         85,606,784         11,419,699         1,7  | 661,                           | 967,925             | 179,656,953             | 50,435,084       |                      | 1,643,276,998 | 36,755,813            | 485,582,633             | 673,277,546              | 251,633,569             | 78,706,903       | 287,324,443          | 1,813,280,907   |
| (7,211,427)         (12,000,000)         -         (41,833,660)         -         (23,225,494)         -         (7,348,632)         (15,165,518)         -         -         200,000         12,868,094         (3,903,937)         -         (287,324,443)         (7,241,443)         276,932,786)         -         300,000         12,868,094         (3,903,937)         -         (287,324,443)         (7,741,9,724,143)         (7,741,9,724,143)         (7,741,9,724,143)         (7,741,9,724,143)         (7,741,9,724,124)         (7,741,9,724,124)         (7,741,9,724,124)         (7,741,9,724,124)         (7,741,9,724,124)         (7,741,126,124)         (7,742,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,774,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,124)         (7,741,126,126,124)         (7,741,126,126)  | 103,                           | 836,247             | 27,966,987              | 22,065,399       | 11,419,700           | 218,574,846   | 1                     | 60,279,976              | 107,965,224              | 37,375,429              | 22,065,399       | 11,419,700           | 239,105,728     |
| - (287,324,443) (276,932,786) - (287,324,443) (276,932,786) - (287,324,443) (200,412,513 60,500,483 11,419,700 1,543,085,397 36,755,813 522,937,115 794,100,864 277,756,429 85,606,784 11,419,699 1   |                                |                     | (7,211,427)             | (12,000,000)     | ı                    | (41,833,660)  | ı                     | (23,225,494)            | 1                        | (7,348,632)             | (15,165,518)     | 1                    | (45,739,644)    |
| 200,412,513 60,500,483 11,419,700 1,543,085,397 36,755,813 522,937,115 794,100,864 277,756,429 85,606,784 11,419,699  | 10,                            | 391,657             | 1                       | 1                | (287,324,443)        | (276,932,786) | 1                     | 300,000                 | 12,858,094               | (3,903,937)             | 1                | (287,324,443)        | (278,070,286)   |
|   | 776,                           | 195,829             | 200,412,513             |                  | 11,419,700           | 1,543,085,397 | 36,755,813            | 522,937,115             | 794,100,864              | 277,756,429             | 85,606,784       | 11,419,699           | 1,728,576,704   |

| depreciation               |              |                               |  |                         |            |  |            |                |             |   |              |            |
|----------------------------|--------------|-------------------------------|--|-------------------------|------------|--|------------|----------------|-------------|---|--------------|------------|
| Opening balance            | 178,320,558  | 178,320,558 350,072,198       | 76,12  | 9,063 13,667,258        | 1          | 618,189,076  | 4,421,472  | 180,158,392    | 354,737,831 | 618,189,076 4,421,472 180,158,392 354,737,831 100,156,804 26,691,031                | 26,691,031   |            |
| Charge for the year        | 90,583,886   | 78,493,248                    | 90,583,886 78,493,248 20,494,343   | 6,322,160               | I          | 195,893,637  | 683,889    | 93,116,864     | 81,712,434  | 683,889         93,116,864         81,712,434         29,827,835         11,753,840 | 11,753,840   | ı          |
| Disposals                  | (10,733,028) |                               | (7,211,427)  | (7,211,427) (7,601,096) | 1          | (25,545,550)   |            | - (11,449,342) |             | - (7,279,315) (10,751,813)  | (10,751,813) |            |
| Adjustments                |              | 1                             | 1  | 1                       | 1          |  | 1          | 174,285        |             | 400,801 (1,710,993)   | I            |            |
| Closing balance            | 258,171,416  | 258,171,416 428,565,446 89,41 | 89,411,979   | 1,979 12,388,322        | I          | - 788,537,163 5,105,361 262,000,198 436,851,066 120,994,331 27,693,058 | 5,105,361  | 262,000,198    | 436,851,066 | 120,994,331   | 27,693,058   | 1          |
| (Less): Impairment charges | - set        |                               | 1  | 1                       | 1          | 1  |            | 1              | 1           | I   |              |            |
| Net book value as at       |              |                               |  |                         |            |  |            |                |             |   |              |            |
| 31 December                | 236,385,456  | 347,630,383                   | 236,385,456 347,630,383 111,000,534 48,112,160 11,419,700 754,548,233 31,650,452 260,936,917 357,249,798 156,762,098 57,913,726 11,419,790 | 48,112,160              | 11,419,700 | 754,548,233  | 31,650,452 | 260,936,917    | 357,249,798 | 156,762,098   | 57,913,726   | 11,419,790 |

666,165,530 217,094,861

(29,480,471) (1,135,906) 852,644,014

i

875,932,693



### NOTES TO THE 28. FINANCIAL 28.1 Deferred Tax Liabilities STATEMENTS

### DEFERRED TAXATION

|  |               | BANK          |               | GROUP         |
|--|---------------|---------------|---------------|---------------|
| As at 31 December  | 2015          | 2014          | 2015          | 2014          |
|  | Rs.           | Rs.           | Rs.           | Rs.           |
|  |               |               |               |               |
| Balance as at beginning of the year                                  | (25,284,386)  | (23,963,712)  | (25,914,794)  | (24,517,986)  |
| Deferred Tax charged/(reversed) to the Statement of Profit or Loss   | (13,295,975)  | (3,714,869)   | (13,173,179)  | (3,791,004)   |
| Deferred Tax charged/(reversed) to the Statement of Other            |               |               |               |               |
| Comprehensive Income   | 8,491,760     | 2,394,195     | 8,534,445     | 2,394,195     |
| Balance as at the year end   | (30,088,601)  | (25,284,386)  | (30,553,529)  | (25,914,794)  |
| Deferred Tax Assets - Statement of Profit or Loss                    |               |               |               |               |
| Carry Forward Losses   | 215,300,371   | 79,382,825    | 215,300,371   | 79,382,825    |
| Retirement Benefit Obligation - Statement of Profit or Loss          | 16,504,429    | 13,639,969    | 16,805,735    | 13,855,817    |
| Unclaimed impairment   | 16,477,291    | 80,851,491    | 16,477,291    | 80,851,491    |
| Share based payments - ESOP  | 288,311       |               | 288,311       |               |
|  | 248,570,402   | 173,874,285   | 248,871,708   | 174,090,132   |
|  | 240,010,402   | 110,014,200   | 240,011,100   | 114,000,102   |
| Deferred Tax Assets - Other Comprehensive Income                     |               |               |               |               |
| Actuarial gains/ (losses) on defined benefit plan liability          | 3,550,438     | 2,117,235     | 3,593,123     | 2,117,235     |
| Gains / (losses) on re-measuring available for sale financial assets | 7,058,557     | -             | 7,058,557     | -             |
|  | 10,608,995    | 2,117,235     | 10,651,680    | 2,117,235     |
| Deferred Tax liability   |               |               |               |               |
| Accelerated Depreciation allowance for tax purposes                  |               |               |               |               |
| (Property, Plant and Equipment)                                      | (226,934,849) | (157,618,406) | (227,743,767) | (158,464,662) |
| Accelerated Depreciation allowance for tax purposes                  | (220,934,049) | (137,010,400) | (221,143,101) | (130,404,002) |
| (Lease Rental Receivable)  | (62,333,149)  | (43,657,499)  | (62,333,150)  | (43,657,499)  |
|  | (289,267,997) | (201,275,906) | (290,076,916) | (202,122,161) |
|  | (200,201,001) | (201,210,000) | (200,010,010) | (202,122,101) |
| Total  | (30,088,601)  | (25,284,386)  | (30,553,529)  | (25,914,794)  |
|  |               |               |               |               |
| 28.2 Deferred Tax Assets   |               |               |               |               |
| Balance as at beginning of the year                                  | -             | -             | 515,837,835   | 520,773,803   |
| Deferred Tax charged to the Income Statement                         | -             | -             | (30,735,502)  | (4,935,968)   |
| Balance as at the year end   | -             | -             | 485,102,333   | 515,837,835   |
| Deferred Tex Accests   |               |               |               |               |
| Deferred Tax Assets  |               |               | 105 100 200   | 515 007 00F   |
| Carry Forward Losses<br>Total  | -             | -             | 485,102,333   | 515,837,835   |
| IUtai  | -             | -             | 485,102,333   | 515,837,835   |

### OTHER ASSETS 29.

|                                     |             | BANK        |             | GROUP       |
|-------------------------------------|-------------|-------------|-------------|-------------|
| As at 31 December                   | 2015        | 2014        | 2015        | 2014        |
|                                     | Rs.         | Rs.         | Rs.         | Rs.         |
|                                     | 54 000 000  | 00.470.000  | 50 000 000  |             |
| Advances                            | 51,632,200  | 66,470,692  | 53,923,828  | 68,829,296  |
| Prepayments                         | 206,396,145 | 163,523,303 | 254,407,082 | 190,402,602 |
| Refundable Deposits                 | 28,468,184  | 15,825,994  | 28,693,303  | 15,825,994  |
| Prepaid staff cost                  | 139,415,795 | 134,773,275 | 139,606,250 | 135,022,684 |
| Prepaid Lease Rental                | 1,156,098   | 2,400,191   | 1,156,098   | 2,400,191   |
| Other debtors                       | 20,570,373  | 636,227     | 46,442,752  | 12,985,785  |
| Others                              | 33,830,520  | 46,688,635  | 71,568,762  | 98,451,385  |
| (Less) : Provision for other assets | (5,560,105) | -           | (5,560,105) | -           |
| Total                               | 475,909,210 | 430,318,315 | 590,237,970 | 523,917,935 |

### 30. DUE TO BANKS

| 30.     | DUE TO BANKS |               |               |               |               | NOTES TO THE |
|---------|--------------|---------------|---------------|---------------|---------------|--------------|
|         |              |               | BANK          |               | GROUP         | FINANCIAL    |
| As at 3 | 1 December   | 2015          | 2014          | 2015          | 2014          | STATEMENTS   |
|         |              | Rs.           | Rs.           | Rs.           | Rs.           |              |
|         |              |               |               |               |               |              |
| Borrow  | ings         | 6,945,214,060 | 2,090,553,444 | 7,156,353,227 | 2,090,553,444 |              |
| Deposit | TS           | 34,618        | 34,282        | 34,618        | 55,278,537    |              |
| Total   |              | 6,945,248,678 | 2,090,587,725 | 7,156,387,845 | 2,145,831,980 |              |

### REPURCHASED AGREEMENTS 31.

|                        |               | BANK          |               | GROUP         |
|------------------------|---------------|---------------|---------------|---------------|
| As at 31 December      | 2015          | 2014          | 2015          | 2014          |
|                        | Rs.           | Rs.           | Rs.           | Rs.           |
| Due te Deplie          |               |               |               |               |
| Due to Banks           |               |               |               |               |
| Treasury Products      | 5,477,564,590 | -             | 5,477,564,590 | -             |
|                        |               |               |               |               |
| Due to other customers |               |               |               |               |
| Treasury Products      | 2,537,945,792 | 1,116,489,292 | 2,289,927,447 | 1,095,693,980 |
| Debentures             | 227,041,027   | -             | 227,041,027   |               |
| Total                  | 8,242,551,409 | 1,116,489,292 | 7,994,533,064 | 1,095,693,980 |

### DUE TO OTHER CUSTOMERS 32.

|   |                | BANK           |                | GROUP          |
|---|----------------|----------------|----------------|----------------|
| As at 31 December                         | 2015           | 2014           | 2015           | 2014           |
|   | Rs.            | Rs.            | Rs.            | Rs.            |
|   | 07.050.500.407 | 07 000 001 040 | 44 000 000 000 | 00 000 050 010 |
| At amortised cost                         | 37,652,508,137 |                |                | 30,323,850,013 |
| Total                                     | 37,652,508,137 | 27,808,891,340 | 41,623,920,639 | 30,323,850,013 |
| 32.1 Due to other Customers - by product  |                |                |                |                |
| Demand deposits (current accounts)        | 2,933,981,979  | 2,206,541,297  | 2,930,651,037  | 2,202,984,016  |
| Savings deposits                          | 6,104,594,169  | 4,707,268,726  | 6,100,051,144  | 4,702,631,547  |
| Fixed deposits                            | 26,166,793,866 | 18,141,269,705 | 30,146,080,335 | 20,664,422,837 |
| Certificate of deposits                   | 2,447,138,123  | 2,753,811,612  | 2,447,138,123  | 2,753,811,613  |
| Total                                     | 37,652,508,137 | 27,808,891,340 | 41,623,920,639 | 30,323,850,013 |
| 32.2 Due to other Customers - by currency |                |                |                |                |
| Sri Lanka Rupee                           | 34,886,008,829 | 25,701,490,288 | 38,857,421,331 | 28,216,448,960 |
| United States Dollar                      | 2,265,928,816  | 1,620,195,096  | 2,265,928,816  | 1,620,195,096  |
| Great Britain Pounds                      | 222,075,512    | 254,794,540    | 222,075,512    | 254,794,540    |
| Euro                                      | 132,001,689    | 114,085,363    | 132,001,689    | 114,085,363    |
| Australian Dollar                         | 145,572,987    | 117,547,299    | 145,572,987    | 117,547,299    |
| Others                                    | 920,304        | 778,754        | 920,304        | 778,755        |
| Total                                     | 37,652,508,137 | 27,808,891,340 | 41,623,920,639 | 30,323,850,013 |

### OTHER BORROWED FUNDS 33.

|  |               | GROUP       |
|--|---------------|-------------|
| As at 31 December                      | 2015          | 2014        |
|  | Rs            | Rs.         |
|  |               |             |
| Borrowings from Financial Institutions | 1,281,084,761 | 845,085,339 |
| Total                                  | 1,281,084,761 | 845,085,339 |

### OTHER LIABILITIES

NOTES TO THE 34. FINANCIAL STATEMENTS As a

|   |               | BANK          |               | GROUP         |
|---|---------------|---------------|---------------|---------------|
| As at 31 December                               | 2015          | 2014          | 2015          | 2014          |
|   | Rs.           | Rs.           | Rs.           | Rs.           |
|   |               |               |               |               |
| Accrued Expenses                                | 29,500,484    | 29,866,662    | 49,698,260    | 34,659,832    |
| Payable on Usance Bills                         | 380,864,216   | 370,716,406   | 380,864,216   | 370,716,406   |
| Retirement Benefit Obligation (Refer Note 34.1) | 71,624,524    | 56,275,728    | 88,370,476    | 70,273,832    |
| Other Creditors                                 | 573,328,858   | 484,961,321   | 836,554,003   | 484,961,321   |
| Other Payables                                  | 157,597,585   | 261,764,198   | 211,591,795   | 482,909,218   |
| Total   | 1,212,915,667 | 1,203,584,315 | 1,567,078,750 | 1,443,520,609 |

### 34.1 Retirement Benefit Obligation

### a. Movement in Defined benefit obligation

| Defined benefit obligation as at 1 January   | 56,275,728  | 41,867,683  | 70,273,832  | 54,678,047  |
|--|-------------|-------------|-------------|-------------|
| Expense on defined benefit plan              | 17,269,053  | 13,444,709  | 21,125,310  | 16,024,176  |
| Payments made during the year                | (7,038,842) | (7,587,362) | (8,435,635) | (8,590,809) |
| (Gains)/Losses due to assumption change      | 5,118,585   | 8,550,698   | 5,406,969   | 8,162,418   |
| Defined benefit obligation as at 31 December | 71,624,524  | 56,275,728  | 88,370,476  | 70,273,832  |

### b. Net benefit expense

| (recognised under the personnel expense) |            |            |            |            |
|--|------------|------------|------------|------------|
| Current Service cost                     | 12,063,549 | 8,839,264  | 15,257,408 | 11,012,113 |
| Interest cost on benefit obligation      | 5,205,504  | 4,605,445  | 5,867,902  | 5,012,063  |
| Expense on defined benefit plan          | 17,269,053 | 13,444,709 | 21,125,310 | 16,024,176 |
|  |            |            |            |            |

### c. The principal assumptions used in determining defined benefit obligation are shown below;

| BANK & GROUP                 |                 |                 |
|------------------------------|-----------------|-----------------|
|                              | 2015            | 2014            |
|                              |                 |                 |
| Discount rate                | 10.50%          | 9.25%           |
| Future salary increment rate | 9.00%           | 8.25%           |
| Retirement age               | 55 Years        | 55 Years        |
| Maturity Profile             | 12.5 Years      | 12.6 Years      |
| Mortality                    | GA 1983         | GA 1983         |
|                              | Mortality Table | Mortality Table |

d. Messers Piyal S. Goonathileke and Associates, a firm of professional actuaries has carried out an independent actuarial valuation of the defined benefit plan.

e. The following table demonstrates the sensitivity to a reasonably possible change in the key assumptions employed with all other variables held constant in the employment benefit liability measurement.

| Increase/(Decrease)<br>in discount rate | Increase/ (Decrease)<br>in salary increment rate | 2015<br>Sensitivity effect on<br>Employment Benefit Obligation<br>Increase/(Decrease)<br>in the Liability |             | 201<br>Sensitivity<br>Employment Be<br>Increase/(l<br>in the L | effect on<br>nefit Obligation<br>Decrease)<br>.iability |
|---|--|---|-------------|--|---|
|   |  | BANK  | GROUP       | BANK   | GROUP   |
| %                                       | %  | Rs.   | Rs.         | Rs.  | Rs.   |
| 1%                                      |  | (7,082,267)   | (7,719,996) | (5,335,043)  | (5,820,743)   |
| (-1%)                                   |  | 8,313,531   | 9,061,538   | 6,302,324  | 6,871,284   |
|   | 1%   | 8,116,637   | 8,849,727   | 6,130,310  | 6,683,525   |
|   | (-1%)  | (7,043,326)   | (7,680,136) | (5,291,342)  | (5,773,274)   |

### 35. STATED CAPITAL

| 35.1. Ordinary Shares     |                |                |
|---------------------------|----------------|----------------|
| BANK & GROUP              |                |                |
| As at 31 December         | 2015           | 2014           |
|                           | Rs.            | Rs.            |
|                           |                |                |
| Balance as at 1 January   | 16,334,781,723 | 4,979,791,113  |
| Issue of ordinary shares  | -              | 11,354,990,610 |
| Balance as at 31 December | 16,334,781,723 | 16,334,781,723 |

During the financial year ended 31 December 2014, the stated capital was increased by Rs.11,354,990,610 by the issue of 742,156,249 ordinary shares of each Rs. 15.30.

### Reconciliation of number of shares

| BANK & GROUP<br>As at 31 December                                  | 2015<br>Rs.   | 2014<br>Rs.   |
|--|---------------|---------------|
| Balance as at 1 January<br>Number of shares issued during the year | 1,091,406,249 | 349,250,000   |
| Balance as at 31 December  | 1,091,406,249 | 1,091,406,249 |

### 35.2. Share Warrants

|                           |            | BANK       |            | GROUP      |  |
|---------------------------|------------|------------|------------|------------|--|
| As at 31 December         | 2015       | 2014       | 2015       | 2014       |  |
|                           | Rs.        | Rs.        | Rs.        | Rs.        |  |
|                           |            |            |            |            |  |
| Balance as at 1 January   | 65,484,375 | -          | 65,484,375 | -          |  |
| Issue of warrants         | -          | 65,484,375 | -          | 65,484,375 |  |
| Balance as at 31 December | 65,484,375 | 65,484,375 | 65,484,375 | 65,484,375 |  |

During the financial year ended 31 December 2014, the Bank has issued 218,281,250 warrants to be exercised within a period of 6 years at a price of Rs.16 per warrant.

### 35.3. Share Based Payment Transactions - Employee Share Option Plan (Esop)

### Share-Based Payment Transactions

Under the Employee share option plan (ESOP), share options of the Bank are granted to vice president and above with performance base and time base terms. The exercise price of the share options is equal to the market price of the underlying shares on the date of grant. The share options vest if and when the performance conditions and service periods are completed. Share options granted will not vest if the performance condition and service terms are not met.

The fair value of the share options is estimated at the grant date using a black-scholes-option pricing model, taking into account the terms and conditions on which the share options were granted.

The share options can be exercised up to two years after the vesting period and therefore, the contractual term of each option granted is five years. There are no cash settlement alternatives.

On 1 December 2015 the Bank established a Share Option Scheme that entitles employees to purchase shares in the Bank. The recognition and measurement principles in Sri Lanka Accounting Standard (SLFRS 2) "Share Based Payment" have been applied to the grants made in 2015. All equity based share options are to be settled by physical delivery of shares as new share issuance and cash components are settled in cash.

The following tables list the inputs and assumption used for the Option plan for the years ended 31 December 2015 in determining fair value of share option:

| Fair value at measurement date                      | 422,548,931 |
|---|-------------|
| Share price   | 21.60       |
| Exercise price                                      | 21.95       |
| Expected volatility                                 | 26.04%      |
| Option life (expected weighted average life)        | 5 Years     |
| Risk free interest rate (based on government bonds) | 6.92% U     |

Total expense arising from share-based payment transactions for 2015 is Rs. 1,029,683.

NOTES TO THE FINANCIAL STATEMENTS

### **NOTES TO THE** Movements during the year

FINANCIAL The following table illustrates the number and weighted average exercise prices (WAEP) of, and movements in share options during the vear.

|                               | Number of<br>Options | Weighted<br>Average<br>Exercise Price |
|-------------------------------|----------------------|---------------------------------------|
| Outstanding as at 1 Jan 2015  | -                    | -                                     |
| Granted During the Year       | 12,123,698           | 21.60                                 |
| Exercised during the year     | -                    | -                                     |
| Expired during the year       | -                    |                                       |
| Outstanding as at 31 Dec 2015 | 12,123,698           | 21.60                                 |

### 35.4. Statutory Reserve Fund

Five percent of the profit after is transferred to the Reseved Fund as required by Section 20 (1) of the Banking Act No. 30 of 1988. This Reserved Fund will be used only for the purposes of specified in Section 20 (2) of the Banking Act No. 30 of 1988.

### 36. COMPARATIVE INFORMATION

Following reclassification adjustments are made in order to provide more relevant information to the users;

|                                      | As<br>reported<br>in 2014<br>Rs. | BANK<br>Current<br>presentation<br>in 2015<br>Rs. | Change<br>Rs. | As<br>reported<br>in 2014<br>Rs. | GROUP<br>Current<br>presentation<br>in 2015<br>Rs. | Change<br>Rs. |
|--------------------------------------|----------------------------------|---|---------------|----------------------------------|--|---------------|
| As reported previously ;             |                                  |   |               |                                  |  |               |
| Statement of Profit or Loss          |                                  |   |               |                                  |  |               |
| Fee and commission income            | 168,720,430                      | 197,198,292                                       | (28,477,863)  | 322,554,231                      | 351,032,094  | (28,477,863)  |
| Other operating income (net)         | 309,582,256                      | 281,104,393                                       | 28,477,863    | 413,069,155                      | 384,591,292  | 28,477,863    |
| Statement of Cash Flow               |                                  |   |               |                                  |  |               |
| Cash and cash equivalents at         |                                  |   |               |                                  |  |               |
| beginning of the year                | 3,308,142,587                    | 2,632,111,528                                     | (676,031,059) | 3,419,294,881                    | 2,743,263,819                                      | (676,031,062) |
| Cash and cash equivalents at         |                                  |   |               |                                  |  |               |
| end of the year                      | 12,612,344,255                   | 11,932,106,847                                    | 680,237,408   | 13,049,562,261                   | 12,369,115,502                                     | 680,446,759   |
| Investment in other financial assets |                                  |   |               |                                  |  |               |
| held for trading                     | (1,609,761,048)                  | (1,613,967,396)                                   | (4,206,348)   | (1,614,124,372)                  | (1,618,540,066)                                    | (4,415,697)   |

### 37. MEASUREMENT OF FINANCIAL INSTRUMENTS

Financial Statements are measured on an ongoing basis either at fair value or at amortised cost. The summary of significant accounting policies describes how each category of financial instruments is measured and how income and expenses including fair value gains and losses, are recognised. The following table analyses the carrying amounts of the financial instruments by category as defined in Sri Lanka Accounting Standards - LKAS 39 (Financial Instruments: Recognition and Measurement) by heading of the Statement of Financial Position.

### a. BANK - 2015

| As at 31 December                          | Held for<br>Trading<br>Rs. | Held to<br>Maturity<br>Rs. | Amortised<br>cost<br>Rs. | Available-<br>for-sale<br>Rs. | Total<br>Rs.   |
|--|----------------------------|----------------------------|--------------------------|-------------------------------|----------------|
| ASSETS                                     |                            |                            |                          |                               |                |
| Cash and balances with banks               | -                          | -                          | 2,811,324,545            | -                             | 2,811,324,545  |
| Reverse repurchased agreements             | -                          | -                          | 1,513,425,321            | -                             | 1,513,425,321  |
| Placements with banks                      | -                          | -                          | 284,078,387              | -                             | 284,078,387    |
| Derivative financial instruments           | 10,621,429                 | -                          | -                        | -                             | 10,621,429     |
| Financial assets - held for trading        | 8,463,807,409              | -                          | -                        | -                             | 8,463,807,409  |
| Loans and receivables to other customers   | -                          | -                          | 40,095,331,952           | -                             | 40,095,331,952 |
| Other loans and receivables                | -                          | -                          | 5,721,549,058            | -                             | 5,721,549,058  |
| Financial investments - available for sale | -                          | -                          | -                        | 8,356,130,222                 | 8,356,130,222  |
| Financial investments - held to maturity   | -                          | 140,528,827                | -                        | -                             | 140,528,827    |
| Other assets                               | -                          | -                          | 49,038,557               | -                             | 49,038,557     |
| Total financial assets                     | 8,474,428,838              | 140,528,827                | 50,474,747,820           | 8,356,130,222                 | 67,445,835,707 |

## 37. MEASUREMENT OF FINANCIAL INSTRUMENTS (CONTD.)

## a. BANK - 2015 (contd.)

| As at 31 December           | Amortised<br>cost<br>Rs. | Total<br>Rs.   |
|-----------------------------|--------------------------|----------------|
| LIABILITIES                 |                          |                |
| Due to banks                | 6,945,248,678            | 6,945,248,678  |
| Repurchased agreements      | 8,242,551,409            | 8,242,551,409  |
| Due to other customers      | 37,652,508,137           | 37,652,508,137 |
| Other liabilities           | 954,193,075              | 954,193,075    |
| Total financial liabilities | 53,794,501,299           | 53,794,501,299 |

## b. BANK - 2014

| As at 31 December                          | Held for<br>Trading<br>Rs. | Held to<br>Maturity<br>Rs. | Amortised<br>cost<br>Rs. | Available-<br>for-sale<br>Rs. | Total<br>Rs.   |
|--|----------------------------|----------------------------|--------------------------|-------------------------------|----------------|
| ASSETS                                     |                            |                            |                          |                               |                |
| Cash and balances with banks               | -                          | -                          | 2,408,571,810            | -                             | 2,408,571,810  |
| Reverse repurchased agreements             | -                          | -                          | 10,543,106,240           | -                             | 10,543,106,240 |
| Placements with banks                      | -                          | -                          | 73,994,788               | -                             | 73,994,788     |
| Derivative financial instruments           | 4,150,249                  | -                          | -                        | -                             | 4,150,249      |
| Financial assets - held for trading        | 2,584,471,476              | -                          | -                        | -                             | 2,584,471,476  |
| Loans and receivables to other customers   | -                          | -                          | 25,944,569,911           | -                             | 25,944,569,911 |
| Other loans and receivables                | -                          | -                          | 2,470,115,184            | -                             | 2,470,115,184  |
| Financial investments - available for sale | -                          | -                          | -                        | 1,647,685,722                 | 1,647,685,722  |
| Financial investments - held to maturity   | -                          | 140,027,415                | -                        | -                             | 140,027,415    |
| Other assets                               | -                          | -                          | 16,462,221               | -                             | 16,462,221     |
| Total financial assets                     | 2,588,621,725              | 140,027,415                | 41,456,820,153           | 1,647,685,722                 | 45,833,155,016 |

|                   | Amortised |       |
|-------------------|-----------|-------|
| As at 31 December | cost      | Total |
|                   | Rs        | Rs.   |

| LIABILITIES                 |                               |
|-----------------------------|-------------------------------|
| Due to banks                | 2,090,587,725 2,090,587,725   |
| Repurchased agreements      | 1,116,489,292 1,116,489,292   |
| Due to other customers      | 27,808,891,340 27,808,891,340 |
| Other liabilities           | 855,677,726 855,677,726       |
| Total financial liabilities | 31,871,646,084 31,871,646,084 |

## 37.1 MEASUREMENT OF FINANCIAL INSTRUMENTS

## a. GROUP - 2015

|  | Held for      | Held to     | Amortised      | Available-    |                |
|--|---------------|-------------|----------------|---------------|----------------|
| As at 31 December                          | Trading       | Maturity    | Cost           | for-sale      | Total          |
|  | Rs.           | Rs.         | Rs.            | Rs.           | Rs.            |
|  |               |             |                |               |                |
| ASSETS                                     |               |             |                |               |                |
| Cash and balances with banks               | -             | -           | 3,015,496,750  | -             | 3,015,496,750  |
| Reverse repurchased agreements             | -             | -           | 1,619,467,074  | -             | 1,619,467,074  |
| Placements with banks                      | -             | -           | 294,074,296    | -             | 294,074,296    |
| Derivative financial instruments           | 10,621,429    | -           | -              | -             | 10,621,429     |
| Financial assets - held for trading        | 8,463,807,409 | -           | -              | -             | 8,463,807,409  |
| Loans and receivables to banks             | -             | -           | 16,004,324     | -             | 16,004,324     |
| Loans and receivables to other customers   | -             | -           | 45,450,313,621 | -             | 45,450,313,621 |
| Other loans and receivables                | -             | -           | 4,951,273,765  | -             | 4,951,273,765  |
| Financial investments - available for sale | -             | -           | -              | 8,538,559,055 | 8,538,559,055  |
| Financial investments - held to maturity   | -             | 140,528,827 | -              | -             | 140,528,827    |
| Other assets                               | -             | -           | 75,136,055     | -             | 75,136,055     |
| Total financial assets                     | 8,474,428,838 | 140,528,827 | 55,421,765,885 | 8,538,559,055 | 72,575,282,605 |

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## NOTES TO THE FINANCIAL STATEMENTS

## NOTES TO THE 37.1 MEASUREMENT OF FINANCIAL INSTRUMENTS

GROUP - 2015 (contd.)

| As at 31 December           | Amortised<br>cost<br>Rs. | Total<br>Rs.   |
|-----------------------------|--------------------------|----------------|
| LIABILITIES                 |                          |                |
| Due to banks                | 7,156,387,845            | 7,156,387,845  |
| Repurchased agreements      | 7,994,533,064            | 7,994,533,064  |
| Due to other customers      | 41,623,920,639           | 41,623,920,639 |
| Other borrowed funds        | 1,281,084,761            | 1,281,084,761  |
| Other liabilities           | 1,217,418,219            | 1,217,418,219  |
| Total financial liabilities | 59,273,344,528           | 59,273,344,528 |

#### b. GROUP - 2014

| As at 31 December                             | Held for<br>Trading<br>Rs. | Held to<br>Maturity<br>Rs. | Amortised<br>Cost<br>Rs. | Available-<br>for-sale<br>Rs. | Total<br>Rs.   |
|---|----------------------------|----------------------------|--------------------------|-------------------------------|----------------|
| ASSETS  |                            |                            |                          |                               |                |
| Cash and balances with central banks          | -                          | -                          | 2,689,337,456            | -                             | 2,689,337,456  |
| Reverse repurchased agreements                | -                          | -                          | 10,642,158,185           | -                             | 10,642,158,185 |
| Placements with banks                         | -                          | -                          | 186,430,108              | -                             | 186,430,108    |
| Derivative Financial Instruments              | 4,150,249                  | -                          | -                        | -                             | 4,150,249      |
| Financial assets held for trading             | 2,584,471,476              | -                          | -                        | -                             | 2,584,471,476  |
| Loans and receivables to banks                | -                          | -                          | 16,004,324               | -                             | 16,004,324     |
| Loans and receivables to other customers      | -                          | -                          | 29,217,857,242           | -                             | 29,217,857,242 |
| Other loans and receivables                   | -                          | -                          | 1,649,133,891            | -                             | 1,649,133,891  |
| Financial investments -available for sale     | -                          | -                          | -                        | 1,800,750,206                 | 1,800,750,206  |
| Other Financial investments -held to maturity | -                          | 140,027,415                | -                        | -                             | 140,027,415    |
| Other assets                                  | -                          | -                          | 28,811,778               | -                             | 28,811,778     |
| Total financial assets                        | 2,588,621,724              | 140,027,415                | 44,429,732,984           | 1,800,750,206                 | 48,959,132,329 |

|                   | Amortised |       |
|-------------------|-----------|-------|
| As at 31 December | cost      | Total |
|                   | Rs.       | Rs.   |

| LIABILITIES                 |                |                |
|-----------------------------|----------------|----------------|
| Due to banks                | 2,145,831,980  | 2,145,831,980  |
| Repurchased agreements      | 1,095,693,980  | 1,095,693,980  |
| Due to other customers      | 30,323,850,013 | 30,323,850,013 |
| Other borrowed funds        | 845,085,339    | 845,085,339    |
| Other liabilities           | 855,677,726    | 855,677,726    |
| Total financial liabilities | 35,266,139,039 | 35,266,139,039 |

## 38. COMMITMENTS, CONTINGENT LIABILITIES AND LEASING ARRANGEMENTS

In the normal course of business, the Bank entered in to various irrevocable commitments and incurs certain contingent liabilities. These consists of guarantees, letters of credit and other undrawn commitments to lend.

Though these obligations may not be recognised on the Statement of Financial Position, they do contain credit risk and are therefore part of the overall risk of the bank.

No material losses are anticipated as a result of these transactions.



#### 38.1 Commitments and Contingencies

|                                |                | DANK           |                |                |
|--------------------------------|----------------|----------------|----------------|----------------|
|                                |                | BANK           |                | GROUP          |
| As at 31 December              | 2015           | 2014           | 2015           | 2014           |
|                                | Rs.            | Rs.            | Rs.            | Rs.            |
|                                | 707 574 655    |                | 707 574 055    |                |
| Acceptances                    | 707,571,076    | 541,477,751    | 707,571,076    | 541,477,751    |
| Guarantees                     | 3,404,819,723  | 3,561,670,921  | 3,404,819,723  | 3,561,670,921  |
| Letters of credit              | 2,151,474,153  | 695,142,751    | 2,151,474,153  | 695,142,751    |
| Spot Contracts                 | 410,576,804    | 135,036,397    | 410,576,804    | 135,036,397    |
| Forward Contracts              | 5,520,399,933  | 1,479,992,857  | 5,520,399,933  | 1,479,992,857  |
| Cheque pending for realization | 576,309,106    | 357,734,796    | 576,309,106    | 357,734,796    |
| Other contingent items         | 3,484,710,415  | 2,235,512,467  | 3,484,710,415  | 2,235,512,467  |
| Undrawn Ioan commitments       | 19,790,078,037 | 15,182,346,101 | 19,790,078,037 | 15,182,346,101 |
| Total                          | 36,045,939,247 | 24,188,914,041 | 36,045,939,247 | 24,188,914,041 |

#### 38.2 Capital commitments

The commitments for the installation of Risk Management System and the core banking system incidental to the ordinary course of business as at 31 December are as follows;

|  |             | BANK          |             | GROUP         |  |
|--|-------------|---------------|-------------|---------------|--|
| As at 31 December  | 2015        | 2014          | 2015        | 2014          |  |
|  | Rs.         | Rs.           | Rs.         | Rs.           |  |
|  |             |               |             |               |  |
| Approved and Contracted for                              |             |               |             |               |  |
| New branches/ Relocations and Refurbishments of Branches | 15,453,890  | 12,762,606    | 15,453,890  | 12,762,606    |  |
| Capital Commitments for new system implementation        | 30,570,784  | 3,133,780     | 30,570,784  | 3,133,780     |  |
| Others   | -           | 391,250       | -           | 391,250       |  |
| Total  | 46,024,674  | 16,287,636    | 46,024,674  | 16,287,636    |  |
|  |             |               |             |               |  |
| Approved but not Contracted for                          |             |               |             |               |  |
| New branches/ Relocations and Refurbishments of Branches | 141,267,000 | 480,000,000   | 141,267,000 | 480,000,000   |  |
| Capital Commitments for new system implementation        | 66,700,000  | 142,427,330   |             |               |  |
| Others   | 315,574,280 | 382,466,854   | 315,574,280 | 524,894,184   |  |
| Total  | 523,541,280 | 1,004,894,184 | 456,841,280 | 1,004,894,184 |  |
|  |             |               |             |               |  |
| Total Capital Commitments                                | 569,565,954 | 1,021,181,820 | 502,865,954 | 1,021,181,820 |  |

#### 38.3 Lease Arrangements

Operating Lease Commitments - Bank as Lessee

The bank has entered in to operating leases for bank premises. These leases have and average life of 5 years with no renewal option. There are no restrictions placed upon the lessee by entering in to these leases.

Future minimum lease payments under non-cancellable operating leases as at 31 December are, as follows;

|                              |             | BANK        |             | GROUP       |
|------------------------------|-------------|-------------|-------------|-------------|
| As at 31 December            | 2015        | 2014        | 2015        | 2014        |
|                              | Rs.         | Rs.         | Rs.         | Rs.         |
| Within one year              | 86,212,447  | 166,341,229 | 103,589,447 | 173,711,229 |
| After one year to five years | 174,359,189 | 174,104,338 | 283,683,851 | 215,760,963 |
| More than five years         | 966,247     | 14,131,715  | 97,584,195  | 68,414,972  |
| Total                        | 261,537,883 | 354,577,282 | 484,857,493 | 457,887,164 |

## 38.4 Litigations against the Bank

Litigation is a common occurrence in the banking industry due to the nature of the business undertaken. The bank has established and legal protocol for dealing with such legal claims. Once professional advice has been obtained on the certainty of the outcome and the amount of damages reasonable estimated, the Bank makes adjustments to account for any adverse effect which the claims may have on its financial standing. Set out below are unresolved legal claims against the Bank as at the year end for which adjustments to the Financial Statements have not been made due to the uncertainty of it's outcome.

NOTES TO THE FINANCIAL STATEMENTS

## Litigations against the Bank (contd.)

. Court actions have been initiated by third parties in District court, to claim the title of the property which has been mortgaged to the Bank by the present owners who are our customers for several facilities granted. The status of the legal cases are summarised below.

| Legal Status                     | Case No.   |
|----------------------------------|--|
| Order made in favour of the Bank | 129/12/CL  |
| Trial                            | 11745/L, 16858/L, 2053/L, 2321/L, 2346/L,WP/HCCA/AV 1590 (F) |
|                                  | 1992/L, 1993/ L, 23847/P                                     |

#### b. Appeals filed by customers to obtain enjoining orders to stay the auction of property mortgaged.

| Court                 | Case No.  |
|-----------------------|---|
| Commercial High Court | 223/13 M (Civil), 121/2014 MR, 488/2014 MR, 79/2015 DSP |
|                       | 64/2015 MR CHC, 518/2014 MR CHC, 506/2014 MR CHC        |
|                       | 363/2015 MR CHC, 341/2015 MR CHC, 512/2015 MR CHC       |
|                       |   |
| Supreme Court         | 22/2011 SC CHC, 42/2010 SC                              |

c. Court actions have been initiated by customers against recovery of money due to the Bank in District Court, case number Negambo-7406/L and Batticaloa 2632/15 SPL.

## 38.4.1 Litigations against the UB Finance Company Limited

a. Cases filed against the Company over the repossession of vehicles in District court colombo

| Legal Status | Case No     |
|--------------|-------------|
| Trial        | DSP/0222/10 |

**b.** Actions filed against the Company regarding Joint Venture Projects over the construction matters, advance payments, possession of project properties and unpaid bills.

| Court                   | Case No  |
|-------------------------|--|
| Commercial HC - Colombo | HC/Civil/177/10                                      |
| DC - Colombo            | DLM/107/11, DLM/213/14, 4107/11/M, HC(civil)/121/14, |
|                         | DMR/1608/14,DMR/1609/14, DMR/1610/14                 |

c. Cases filed against the Company over the Fixed Deposit matters and Unpaid Deposits.

| Court         | Case No              |  |
|---------------|----------------------|--|
| MC - Colombo  | B/4004/14, B/4005/14 |  |
| DC - Colombo  | DTS/279/08           |  |
| Supreme Court | SCFR/317/09          |  |

d. Actions filed against the Company with respect to mortgaged property, court orders, title of property.

| Court                      | Case No                        |  |
|----------------------------|--------------------------------|--|
| District Courts            | DSP/0266/12, 2121/P,DLM/126/14 |  |
| Commercial High Court      | HCRA/887/13                    |  |
| Civil Appellate High Court | HCLA/97/14                     |  |

## e. Cases Filed against the Company by the employees

| Case No |  |  |
|---------|--|--|
|         |  |  |
|         |  |  |
|         |  |  |
|         |  |  |
|         |  |  |
| _       |  |  |



## 39. ASSET PLEDGE

| Nature of Assets                    | Nature of Liability    | 2015<br>Carrying Amount | 2014<br>Carrying Amoun |  |
|-------------------------------------|------------------------|-------------------------|------------------------|--|
| BANK                                |                        |                         |                        |  |
| Government Treasury Bills and Bonds | Repurchased agreements | 8,015,510,382           | 1,116,489,292          |  |
| Debentures                          | Repurchased agreements | 227,041,027             | -                      |  |
| GROUP                               |                        |                         |                        |  |
| Government Treasury Bills and Bonds | Repurchased agreements | 7,767,492,037           | 1,095,693,980          |  |
| Debentures                          | Repurchased agreements | 227,041,027             | -                      |  |
| Lease receivables                   | Securitisation         | 1,589,823,456           | 845,085,339            |  |

## 40. RELATED PARTY DISCLOSURES

The Bank carries out transactions in the ordinary course of business on an arm's length basis at commercial rates with related parties who are defined as LKAS 24 "Related Party Disclosures".

The pricing applicable to such transactions is based on the assessment of risk and pricing model of the bank and is comparable with what is applied to transactions between the bank and its unrelated customers.

#### 40.1 Parent and Ultimate Controlling Party

The Bank's immediate parent is Culture Financial Holding Limited and the ultimate holding company during the financial year is TPG Asia GenPar VI, L. P. Both companies are registered in the Cayman Islands.

## 40.2 Transactions with Key Management Personnel (KMPs)

Key Management Personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly. Accordingly, Key Management Personnel include the members of the Board of Directors of the entity (including executive and non-executive).

## 40.2.1 Compensation of Key Management Personnel

|   | 2015<br>Rs. | 2014<br>Rs. |
|---|-------------|-------------|
| Short-term benefits                               | 60.965.701  | 20.027.120  |
|   | 69,865,701  | 32,937,180  |
| Post-employment benefits Other Long term benefits | 3,772,725   | 7,099,195   |
| 5   |             | , ,         |
| Total   | 75,138,427  | 43,183,750  |

Current year KMPs include all the directors of the subsidiaries.

In addition to the above, the Bank has also provided non-cash benefits such as vehicles, insurance for Key Management Personnel in line with the approved benefit plan of the Bank.

## 40.3 Transactions, Arrangements and Agreements involving KMPs, their Close Family Members (CFMs)

CFMs of a KMPs are those family members who may be expected to influence by, that KMP in their dealing with the entity. They may include KMPs' domestic partner and children, children of KMPs' domestic partner and dependents of the KMP or the KMPs' domestic partner.

NOTES TO THE FINANCIAL STATEMENTS

## NOTES TO THE 40.3.1 Transactions with Key Management Personnel and their Close Family Members of the bank

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|                        | Closing        | 2015<br>Closing |                | 2014<br>Closing |  |
|------------------------|----------------|-----------------|----------------|-----------------|--|
|                        | Balance<br>Rs. | Maximum<br>Rs.  | Balance<br>Rs. | Maximum<br>Rs.  |  |
| Assets                 |                |                 |                |                 |  |
| Loans and Receivables  | 9,313,494      | 8,290,984       | 5,710,997      | 8,256,812       |  |
| Liabilities            |                |                 |                |                 |  |
| Due to other customers | 14,994,884     | 33,261,774      | 9,341,916      | 12,326,161      |  |

|   | 2015<br>Rs. | 2014<br>Rs. |
|---|-------------|-------------|
| Income Statement - Bank                       |             |             |
| Interest Income                               | 186,164     | 353,923     |
| Interest Expense                              | 796,077     | 817,309     |
| ESOP granted to KMPs                          |             |             |
| Number of options exercised during the year   | -           | -           |
| Number of options remaining as at 31 December | 7,643,819   | -           |

## 40.4 Transactions with other related parties

The following table shows the outstanding balance and the corresponding interest during the year.

## Transaction with Subsidiaries

|                        | 2015                      |                | 2                         | 2014           |  |
|------------------------|---------------------------|----------------|---------------------------|----------------|--|
|                        | Closing<br>Balance<br>Rs. | Maximum<br>Rs. | Closing<br>Balance<br>Rs. | Maximum<br>Rs. |  |
| Assets                 |                           |                |                           |                |  |
| Loans and Receivables  | 540,615,241               | 645,048,621    | 93,750,000                | 157,911,127    |  |
| Other Assets           | 23,373                    | 23,373         | 2,182,796                 | 2,182,796      |  |
| Liabilities            |                           |                |                           |                |  |
| Due to other customers | 9,580,849                 | 171,099,929    | 32,902,219                | 112,240,209    |  |
| Repurchased agreements | 248,018,345               | 350,371,228    | -                         | -              |  |
| Other Payables         | -                         | -              | 1,468,178                 | 1,468,178      |  |

|                         | 2015<br>Rs. | 2014<br>Rs. |
|-------------------------|-------------|-------------|
| Income Statement - Bank |             |             |
| Interest Income         | 27,515,040  | 8,794,627   |
| Interest Expense        | 7,299,697   | 6,229,174   |
| Rent Income             | 5,846,775   | 7,057,099   |
| Dividend Received       | 13,817,257  | 9,205,125   |
| Other Income            | -           | 2,026,749   |

## Terms and conditions of transactions with related parties

The above-mentioned outstanding balances arose from the ordinary course of business. The interest rates charged to and by related parties are at normal commercial rates.

## Transactions with the Bank's Private Provident Fund

The Employees' Private Provident Fund of the Bank is managed by a Committee of Trustees appointed by the members. The Bank has contributed a sum of Rs. 69.4 Mn to the Fund for the year ended 31 December 2015 (2014 - Rs. 49.0 Mn). Fund has invested a sum of Rs. 220 Mn with the bank as at 31 December 2015 (2014 : Rs. 395 Mn).

During the year, bank has incurred sum of Rs 13.5 Mn (2014 : Rs. 31.1 Mn) as interest expense on the investment made by fund.

## Transactions with the Serandib Capital Limited (Special Purpose entity)

Bank has invested Rs. 1,578Mn in a 20 years Deep Discount Bond maturing in 2023 issued by Serandib Capital Limited, a Special Purpose Vehicle in 2003.

|                          | Balance       | Income/              | Balance       | Income/     |
|--------------------------|---------------|----------------------|---------------|-------------|
|                          | as at         | Expense              | as at         | Expense     |
|                          | 31-Dec-15     | during 2015          | 31-Dec-14     | during 2014 |
|                          | Rs.           | Rs.                  | Rs.           | Rs.         |
|                          |               |                      |               |             |
| Serandib Bond            | 2,569,046,289 | 98,931,105           | 2,470,115,184 | 95,004,430  |
|                          |               |                      | , ., ., .     |             |
| Deposits                 | 141,174,050   | 8,147,836            | 134,367,382   | 9,581,576   |
| Deposits<br>Bonus Coupon | 141,174,050   | 8,147,836<br>792,043 | , , ,         | , ,         |



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For the Management purposes, the Bank is organised in to four operating segments based on the services offered to customers. The following table presents income, profit and certain asset and liability information regarding the Group operating segments.

|                                     | ŏ              | Corporate                    | F                | Treasury       |   | SME             | Re             | Retail | Other Gro     | Other Group Companies |                                | Total           |
|-------------------------------------|----------------|------------------------------|------------------|----------------|---|-----------------|----------------|--------|---------------|-----------------------|--------------------------------|-----------------|
|                                     | 2015           | 2014                         | 2015             | 2014           | 2015  | 2014            | 2015           | 2014   | 2015          | 2014                  | 2015                           | 2014            |
| Interest Income                     | 1,179,162,092  | 891,321,341                  | 896,567,285      | 616,741,198    | 1,645,495,076                               | 2,360,578,504   | 307,024,180    |        | 970,256,744   | 614,090,341           | 4,998,505,376                  | 4,482,731,384   |
| Inter-Segment Interest Income       | 1              |                              | 1                |                | 1   | 522,836,477     | 2,235,034,092  |        | 1             | 1                     | 2,235,034,093                  | 522,836,477     |
| Total Interest Income               | 1,179,162,092  | 891,321,341                  | 896,567,285      | 616,741,198    | 1,645,495,076                               | 2,883,414,980   | 2,542,058,272  | •      | 970,256,744   | 614,090,341           | 7,233,539,469                  | 5,005,567,861   |
| Total Interest Expense              | 150,577,580    | 295,837,098                  | 387,150,238      | 83,055,774     | 8,521,942                                   | 1,814,784,967   | 1,602,103,280  | •      | 410,074,707   | 318,515,794           | 2,558,427,747                  | 2,512,193,633   |
| Inter-Segment Interest Expense      | 764,972,374    | 458,661,967                  | 249,451,609      | 64,174,510     | 1,220,610,110                               |                 | •              |        | 1             |                       | 2,235,034,093                  | 522,836,477     |
| Net Interest Income                 | 263,612,139    | 136,822,277                  | 259,965,438      | 469,510,915    | 416,363,024                                 | 1,068,630,013   | 939,954,992    | •      | 560,182,037   | 295,574,546           | 2,440,077,629                  | 1,970,537,751   |
| Total Other Income                  | 97,294,391     | 80,272,308                   | 426,366,366      | 194,001,313    | 265,575,482                                 | 261,800,588     | 8,821,512      | •      | 197,392,451   | 236,982,878           | 995,450,202                    | 773,057,087     |
| Total Net Income                    | 360,906,530    | 217,094,584                  | 686,331,804      | 663,512,228    | 681,938,506                                 | 1,330,430,602   | 948,776,504    | •      | 757,574,488   | 532,557,424           | 3,435,527,831                  | 2,743,594,838   |
| Less :                              |                |                              |                  |                |   |                 |                |        |               |                       |                                |                 |
| Impairment                          | 44,297,116     | 35,661,924                   | 1                | •              | 120,154,161                                 | 505,502,867     | 12,278,021     | •      | 83,405,109    | (14,636,820)          | 260,134,408                    | 526,527,971     |
| Depreciation and Amortisation       | 27,576,011     | 24,956,991                   | 27,576,011       | 24,956,991     | 113,724,178                                 | 220,850,628     | 168,284,434    | •      | 26,992,160    | 23,064,548            | 364,152,793                    | 293,829,158     |
| Other Expenses                      | 316,795,018    | 253,030,708                  | 365,694,237      | 265,157,465    | 491,965,765                                 | 850,556,223     | 803,542,656    | •      | 404,779,047   | 321,351,620           | 2,382,776,722                  | 1,690,096,016   |
| Segmental Results                   | (27,761,615)   | (96,555,038)                 | 293,061,556      | 373,397,771    | (43,905,598)                                | (246,479,117)   | (35,328,607)   | •      | 242,398,172   | 202,778,076           | 428,463,908                    | 233,141,693     |
| Less: VAT and NBT on                |                |                              |                  |                |   |                 |                |        |               |                       |                                |                 |
| Financial Services                  |                |                              |                  |                |   |                 |                |        |               |                       | 136,283,898                    | 72,610,184      |
| Less: Taxation                      |                |                              |                  |                |   |                 |                |        |               |                       | 37,437,246                     | 82,334,844      |
| Profit After Taxation               |                |                              |                  |                |   |                 |                |        |               |                       | 254,742,764                    | 78,196,665      |
|                                     |                |                              |                  |                |   |                 |                |        |               |                       |                                |                 |
| Other Information                   |                |                              |                  |                |   |                 |                |        |               |                       |                                |                 |
| Segment Assets                      | 20,860,914,602 | 9,102,577,518 22,935,432,699 | 22,935,432,699   | 17,394,928,113 | 7,394,928,113 18,498,169,830 19,411,525,268 | 19,411,525,268  | 4,362,800,923  |        | 7,885,846,330 | 4,761,779,928         | 4,761,779,928 74,543,164,384   | 50,670,810,826  |
| Unallocated Assets                  |                |                              |                  |                |   |                 |                |        |               |                       | 1,998,961,666                  | 1,887,559,516   |
| Consolidated Total Assets           |                |                              |                  |                |   |                 |                |        |               |                       | 76,542,126,050 52,558,370,342  | 2,558,370,342   |
|                                     |                |                              |                  |                |   |                 |                |        |               |                       |                                |                 |
| Segment Liabilities                 | 4,686,267,279  | 2,657,070,487                | 15,216,824,152   | 2,947,364,364  | 247,522,964                                 | 25,671,181,412  | 33,470,801,876 |        | 5,527,064,230 | 4,035,256,113         | 59,148,480,501                 | 35,310,872,376  |
| Unallocated Liabilities             |                |                              |                  |                |   |                 |                |        |               |                       | 678,576,547                    | 750,466,168     |
| Consolidated Total Liabilities      |                |                              |                  |                |   |                 |                |        |               | 1                     | 59,827,057,048 36,061,338,544  | 6,061,338,544   |
|                                     |                |                              |                  |                |   |                 |                |        |               |                       |                                |                 |
| Cash flow from operating activities | 656,522,795    |                              | 541,627,173      | (271,459,177)  | 895,705,957                                 | (727,429,730)   | 167,044,608    | 1      | (638,482,866) | (153,591,318)         | 1,622,417,667                  | (1,457,455,087) |
| Cash flow from investing activities | (154,221,008)  |                              | (15,317,402,035) | (437,770,832)  | (210,406,518)                               | (1,173,095,423) | (39,239,746)   |        | (219,409,694) | (252,105,957)         | (252,105,957) (15,940,679,002) | (2,354,792,384) |
| Cash flow from financing activities | 1              | 422,191,162                  | 4,899,216,212    | 11,796,268,794 | 1   | 1,007,015,464   | 1              |        | 613,793,805   | 212,623,735           | 5,513,010,017                  | 13,438,099,154  |

## 42. EVENTS AFTER THE REPORTING PERIOD

No circumstances have arisen since the reporting date which would require adjustments to, or disclosure in the Financial Statements, other than those disclosed below;

- The Board of Directors of the Bank has proposed a final dividend of Rs. 0.04 per ordinary share for the financial year ended 31 December 2015. The dividend is to be approved by the share holders at the Annual General Meeting will be held on 31 March 2016.
- The Statutory Reserve Requirement has increased to 7.5% from 6% in 2015 with effect from 16 January 2016.

## 43. FAIR VALUE OF ASSETS AND LIABILITIES

## Assets and liabilities recorded at fair value

The following is a description of how fair values are determined for financial instruments that are recorded at fair value using valuation techniques. These incorporate the Bank's or the Group's estimate of assumptions that a market participant would make when valuing the instruments.

#### Derivative financial instruments

Derivative products are forward foreign exchange contracts which are valued using a valuation technique with market-observable inputs The most frequently applied valuation techniques include forward pricing models. The model incorporates various inputs including foreign exchange spot and forward premiums.

#### Financial assets - Held for trading

Financial assets held for trading, which primarily consist of Government debt securities, quoted equities and investments in units are measured at fair value.

Government debt securities are valued using yield curves published by the Central Bank of Sri Lanka. For quoted equities and investments in units are valued using market price in active markets as at the reporting date.

#### Financial investments - Available for Sale

"Financial investments - Available for sale, which primarily consist of quoted & un-quoted equities, and investment in units and Government debt securities.

Government debt securities are valued using yield curves published by the Central Bank of Sri Lanka. Investment in Units and quoted equities are valued using market prices in the active markets at the reporting date.

Unquoted equities are valued using valuation techniques or pricing models based on the observable and unobservable data at the reporting date.

#### 43.1 Valuation Model

For all financial instruments where fair values are determined by referring to externally quoted prices or observable pricing inputs to models, independent price determination or validation is obtained. In an inactive market, direct observation of a traded price may not be possible. In these circumstances, the Bank uses alternative market information to validate the financial instrument's fair value, with greater weight given to information that is considered to be more relevant and reliable.

## Fair values are determined according to the following hierarchy:

Level 1 - quoted market price (unadjusted): financial instruments with quoted prices in active markets.

Level 2 – valuation technique using observable inputs: financial instruments with quoted prices for similar instruments in active markets or quoted prices for identical or similar instruments in inactive markets and financial instruments are valued using models where all significant inputs are observable.

Level 3 – valuation technique with significant unobservable inputs: This category includes all instruments valued using valuation techniques where one or more significant inputs are unobservable.





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## NOTES TO THE Assets and Liabilities measured at fair value - fair value hierarchy

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| statements.   |                |             |              |                |
|---|----------------|-------------|--------------|----------------|
| BANK  | Quoted prices  | Significant | Significant  |                |
| As at 31 December 2015                                | in active      | observable  | unobservable |                |
|   | markets        | inputs      | inputs       |                |
|   | (Level 1)      | (Level 2)   | (Level 3)    | Total          |
|   | Rs.            | Rs.         | Rs.          | Rs.            |
|   |                |             |              |                |
| Financial asset measured at fair value                |                |             |              |                |
| Derivative financial instruments                      |                | 10.001.100  |              | 10.001.400     |
| Forward foreign exchange contracts                    | -              | 10,621,429  | -            | 10,621,429     |
| Financial Assets - held for trading                   |                |             |              |                |
| Government debt securities - Treasury bills and bonds | 478,816,674    | -           | -            | 478,816,674    |
| Investment in Units                                   | 7,984,990,735  | -           | -            | 7,984,990,735  |
| Financial Assets - available for sale                 |                |             |              |                |
| Government debt securities - Treasury bills and bonds | 8,354,600,222  |             |              | 8,354,600,222  |
| Total Financial Assets measured at fair value         |                | 10 601 400  | -            |                |
| Total Fillancial Assets measured at fair value        | 16,818,407,631 | 10,621,429  | -            | 16,829,029,060 |
| As at 31 December 2014                                | Level 1        | Level 2     | Level 3      | Total          |
|   | Rs.            | Rs.         | Rs.          | Rs.            |
| Financial asset measured at fair value                |                |             |              |                |
| Derivative financial instruments                      |                |             |              |                |
| Forward foreign exchange contracts                    |                | 4,150,249   | _            | 4,150,249      |
|   |                | 4,100,249   |              | 4,100,249      |
| Financial Assets - held for trading                   |                |             |              |                |
| Government debt securities - Treasury bills and bonds | 682,353,699    | -           | -            | 682,353,699    |
| Quoted equities                                       | 33,462,120     | -           | -            | 33,462,120     |
| Investment in Units                                   | 1,868,655,656  | -           | -            | 1,868,655,656  |
| Financial Assets - available for sale                 |                |             |              |                |
| Government debt securities - Treasury bills and bonds | 1,646,155,722  | -           | -            | 1,646,155,722  |
| Total Financial Assets measured at fair value         | 4,230,627,197  | 4,150,249   | -            | 4,234,777,446  |
| GROUP   | Quoted prices  | Significant | Significant  |                |
| As at 31 December 2015                                | in active      | observable  | unobservable |                |
|   | markets        | inputs      | inputs       |                |
|   | (Level 1)      | (Level 2)   | (Level 3)    | Total          |
|   | Rs.            | Rs.         | Rs.          | Rs.            |
|   |                |             |              |                |
| Financial asset measured at fair value                |                |             |              |                |
| Derivative financial instruments                      |                | 10.001.400  |              | 10.001.400     |
| Forward foreign exchange contracts                    | -              | 10,621,429  | -            | 10,621,429     |
| Financial Assets - held for trading                   |                |             |              |                |
| Government debt securities - Treasury bills and bonds | 478,816,674    | -           | -            | 478,816,674    |
| Investment in Units                                   | 7,984,990,735  | -           | -            | 7,984,990,735  |
| Financial Assets - available for sale                 |                |             |              |                |
| Government debt securities - Treasury bills and bonds | 8,364,044,281  | -           | -            | 8,364,044,281  |
| Equity Securities - Quoted                            | 32,201,577     | -           | -            | 32,201,577     |
| Equity Securities - Unquoted                          | -              | -           | 15,894,000   | 15,894,000     |
| Investment in Units                                   | 124,688,297    | _           |              | 124,688,297    |
| Total Financial Assets measured at fair value         | 16,984,741,564 | 10,621,429  | 15,894,000   | 17,011,256,994 |
|   | 10,001,141,004 | 10,021,720  | 10,004,000   | ,011,200,004   |

| As at 31 December 2014                                | Level 1<br>Rs. | Level 2<br>Rs. | Level 3<br>Rs. | Total<br>Rs.  | NOTES TO THE<br>FINANCIAL |
|---|----------------|----------------|----------------|---------------|---------------------------|
|   |                |                |                |               |                           |
| Financial asset measured at fair value                |                |                |                |               | STATEMENTS                |
| Derivative financial instruments                      |                |                |                |               |                           |
| Forward foreign exchange contracts                    | -              | 4,150,249      | -              | 4,150,249     |                           |
|   |                |                |                |               |                           |
| Financial Assets held for trading                     |                |                |                |               |                           |
| Government debt securities - Treasury bills and bonds | 682,353,699    | -              | -              | 682,353,699   |                           |
| Equity Securities                                     | 33,462,120     | -              | -              | 33,462,120    |                           |
| Investment in Units                                   | 1,868,655,656  | -              | -              | 1,868,655,656 |                           |
|   |                |                |                |               |                           |
| Financial Assets available for sale                   |                |                |                |               |                           |
| Government debt securities - Treasury bills and bonds | 1,656,708,744  | -              | -              | 1,656,708,744 |                           |
| Equity Securities - Quoted                            | 10,344,968     | -              | -              | 10,344,968    |                           |
| Equity Securities - Unquoted                          | -              | -              | 14,304,000     | 14,304,000    |                           |
| Investment in Units                                   | 117,661,594    | -              | -              | 117,661,594   |                           |
| Total Financial Assets measured at fair value         | 4,369,186,781  | 4,150,249      | 14,304,000     | 4,387,641,030 |                           |

There have no transfers between Level 1 and Level 2 during the year.

## Level 3 Fair value measurement

## a. Reconciliation

The following table shows a reconciliation from the beginning balances to the ending balances for fair value measurements in Level 3 of the fair value hierarchy.

## Financial Assets measured at Level 3

|                              | 2015<br>Rs. | 2014<br>Rs. |
|------------------------------|-------------|-------------|
| Balance as at 01 January     | 14,304,000  | 12,314,418  |
| To gain or losses:<br>in OCI | 1,590,000   | 1,989,582   |
| Balance as at 31 December    | 15,894,000  | 14,304,000  |

## b. Unobservable inputs used in measuring fair value

The table below sets out information about significant unobservable inputs used at 31 December 2015 in measuring financial instruments categorised as Level 3 in the fair value hierarchy,

| Type of Instrument               | : | Share Investment                            |
|----------------------------------|---|---|
| Fair values at 31 December 2015" | : | Rs. 15,894,000                              |
| Valuation Technique              | : | Tangible Book Value                         |
| Significant unobservable inputs  | : | Audited Financial Statements of the Company |
|                                  |   |   |

#### Fair value of financial assets and liabilities not carried at fair value

The following describes the methodologies and assumptions used to determine fair values for those financial instruments which are not already recorded at fair value in the financial statements:

## Loans and receivables to other customers

Fair value of loans and receivables is estimated using valuation models, such as discounted cash flow techniques. Input in to the valuation technique includes interest rates, repayment period and current market rates.

## Other Loans and receivables

Other loans and receivable consist of debenture investments, Sri Lanka development bonds, fixed deposits and lease backed certificate which are subsequently measured at amortised cost. Fair value of such other loans and receivables are valued using discounted cash flow techniques. Input in to the valuation technique includes interest rates, repayment period and current market rates.

## Financial Investment - held to maturity

Financial Investments - held to maturity, which primarily consist of Government debt securities and debenture investments which are subsequently measured at amortised cost. Fair value of Government debt securities are valued using yield curves published by the Central Bank of Sri Lanka. Debenture investments is valued using discounted cash flow technique using observable market inputs such as interest rates and remaining maturity period.



## NOTES TO THE Due to other customers - FDs & CDs

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| deposits of similar maturities and terms.  |                |   |   |   |   |
|--|----------------|---|---|---|---|
| As at 21 December  |                |   | air Value   | Totel   | Corraine  |
| As at 31 December  | Level 1        | Level 2   | Level 3   | Total<br>Value  | Carrying<br>Value   |
|  | Rs.            | Rs.   | Rs.   | Rs.   | Rs.   |
|  | 110.           |   | 110.  | 110.  | 10.   |
| BANK - 2015  |                |   |   |   |   |
| Financial assets   |                |   |   |   |   |
| Loans and receivables to other customers   | -              | 40,682,032,992  | -   | 40,682,032,992  | 40,663,715,473  |
| Other loans and receivables  | -              | 5,653,473,836   | -   | 5,653,473,836   | 5,721,549,058   |
| Financial investments - held to maturity   | -              | 140,647,191   | -   | 140,647,191   | 140,528,827   |
| Total  | -              | 46,476,154,019  | -   | 46,476,154,019  | 46,525,793,358  |
| Financial liabilities  |                |   |   |   |   |
| Due to other customers - FDs & CDs   | _              | 28,540,314,680  | _   | 28,540,314,680  | 28 613 931 989  |
| Total  |                | 28,540,314,680  |   | 28,540,314,680  |   |
|  |                |   |   |   |   |
| BANK - 2014  |                |   |   |   |   |
| Financial assets   |                |   |   |   |   |
| Loans and receivables to other customers   | -              | 26,600,632,538  | -   | 26,600,632,538  | , , ,   |
| Other loans and receivables  | -              | 2,470,115,184   | -   | , -, -, -   | , , ,   |
| Financial investments- held to maturity  | 151,493,743    | -   | -   | 151,493,743   | 140,027,415   |
| Total  | 151,493,743    | 29,070,747,722  | -   | 29,222,241,465  | 29,169,017,849  |
| Financial liabilities  |                |   |   |   |   |
| Due to other customers   | -              | 20,974,957,091  | -   | 20,974,957,091  | 20.895.081.317  |
| Total  |                | 20,974,957,091  |   | 20,974,957,091  |   |
|  |                |   |   |   |   |
|  |                |   |   |   |   |
|  |                | F   | air Value   |   |   |
| As at 31 December  |                |   |   | Total   | Carrying  |
| As at 31 December  | Level 1        | Level 2   | Level 3   | Value   | Value   |
| As at 31 December  | Level 1<br>Rs. |   |   |   | , ,   |
|  |                | Level 2   | Level 3   | Value   | Value   |
| GROUP - 2015   |                | Level 2   | Level 3   | Value   | Value   |
| GROUP - 2015<br>Financial assets   |                | Level 2<br>Rs.  | Level 3   | Value<br>Rs.  | Value<br>Rs.  |
| GROUP - 2015   |                | Level 2   | Level 3   | Value<br>Rs.  | Value<br>Rs.<br>46,420,781,086  |
| GROUP - 2015<br>Financial assets<br>Loans and receivables to other customers   |                | Level 2<br>Rs.<br>45,556,681,094  | Level 3   | Value<br>Rs.  | Value<br>Rs.  |
| GROUP - 2015<br>Financial assets<br>Loans and receivables to other customers<br>Other loans and receivables  | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836   | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827  |
| GROUP - 2015<br>Financial assets<br>Loans and receivables to other customers<br>Other loans and receivables<br>Other Financial investments - held to maturity  | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191  | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191   | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827  |
| GROUP - 2015<br>Financial assets<br>Loans and receivables to other customers<br>Other loans and receivables<br>Other Financial investments - held to maturity<br>Total<br>Financial liabilities  | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121  | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285   | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678  |
| GROUP - 2015<br>Financial assets<br>Loans and receivables to other customers<br>Other loans and receivables<br>Other Financial investments - held to maturity<br>Total<br>Financial liabilities<br>Due to other customers - FDs & CDs  | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188  | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188   | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458  |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds  | Rs.<br>        | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109   | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761   |
| GROUP - 2015<br>Financial assets<br>Loans and receivables to other customers<br>Other loans and receivables<br>Other Financial investments - held to maturity<br>Total<br>Financial liabilities<br>Due to other customers - FDs & CDs  | Rs.<br>        | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188  | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188   | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761   |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total  | Rs.<br>        | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109   | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761   |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds  | Rs.<br>        | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109   | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761   |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total         GROUP - 2014   | Rs.<br>        | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297                                     | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761   |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total         GROUP - 2014         Financial assets  | Rs.<br>        | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109   | Level 3<br>Rs.  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761<br>33,874,303,219   |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total         GROUP - 2014         Financial assets         Loans and receivables to other customers   | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297                                     | Level 3<br>Rs.<br>-<br>-  | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489                                  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761<br>33,874,303,219<br>29,217,857,242<br>140,027,415  |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total         GROUP - 2014         Financial assets         Loans and receivables to other customers         Other Financial investments - held to maturity         Total  | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>35,334,886,297                   | Level 3<br>Rs.<br>-<br>-  | Value<br>Rs.<br>45,556,681,094<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489<br>151,493,743                                  | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761<br>33,874,303,219<br>29,217,857,242<br>140,027,415  |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total         GROUP - 2014         Financial assets         Loans and receivables to other customers         Other Financial investments -held to maturity         Total   | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489<br>30,289,174,489 | Level 3<br>Rs.<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-                | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489<br>151,493,743<br>30,440,668,232 | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761<br>33,874,303,219<br>29,217,857,242<br>140,027,415<br>29,357,884,657                                  |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total         GROUP - 2014         Financial assets         Loans and receivables to other customers         Other Financial investments -held to maturity         Total         Enancial liabilities         Due to other customers - FDs & CDs | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489<br>30,289,174,489 | Level 3<br>Rs.<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-                | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489<br>151,493,743<br>30,440,668,232 | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761<br>33,874,303,219<br>29,217,857,242<br>140,027,415<br>29,357,884,657<br>23,418,234,450                |
| GROUP - 2015         Financial assets         Loans and receivables to other customers         Other loans and receivables         Other Financial investments - held to maturity         Total         Financial liabilities         Due to other customers - FDs & CDs         Other borrowed funds         Total         GROUP - 2014         Financial assets         Loans and receivables to other customers         Other Financial investments -held to maturity         Total   | Rs.            | Level 2<br>Rs.<br>45,556,681,094<br>5,653,473,836<br>140,647,191<br>51,350,802,121<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489<br>30,289,174,489 | Level 3<br>Rs.<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>-<br>- | Value<br>Rs.<br>45,556,681,094<br>140,647,191<br>45,697,328,285<br>34,052,591,188<br>1,282,295,109<br>35,334,886,297<br>30,289,174,489<br>151,493,743<br>30,440,668,232 | Value<br>Rs.<br>46,420,781,086<br>4,951,273,765<br>140,528,827<br>51,512,583,678<br>32,593,218,458<br>1,281,084,761<br>33,874,303,219<br>29,217,857,242<br>140,027,415<br>29,357,884,657<br>23,418,234,450<br>845,085,339 |

## Assets for which fair value approximates carrying value

For financial assets and financial liabilities that have short term maturity, it is assumed that carrying amounts approximates their fair value. This assumption is applied following assets and liabilities which are short-term maturity or re-price to current market rates.

NOTES TO THE FINANCIAL STATEMENTS

| Assets                                | Liabilities   |
|---------------------------------------|---|
| > Cash and balances with central bank | > Due to banks  |
| > Reverse repurchased agreements      | > Repurchased agreements                              |
| > Placements with banks               | > Due to other customers - Savings & Current Accounts |
| > Other assets                        | > Other liabilities                                   |

## Reclassification of financial assets

There have been no reclassifications during 2015 and 2014.

## 44. MATURITY ANALYSIS OF ASSETS & LIABILITIES

| Bank                                       |                 | 2015           |                |                | 2014           |                |
|--|-----------------|----------------|----------------|----------------|----------------|----------------|
| As at 31 December                          | Within          | After          |                | Within         | After          |                |
|  | 12              | 12             |                | 12             | 12             |                |
|  | months          | months         | Total          | months         | months         | Total          |
|  | Rs.             | Rs.            | Rs.            | Rs.            | Rs.            | Rs.            |
| Assets                                     |                 |                |                |                |                |                |
| Cash and balances with banks               | 2,811,324,545   | -              | 2,811,324,545  | 2,408,571,810  | -              | 2,408,571,810  |
| Reverse repurchased agreements             | 1,513,425,321   | -              | 1,513,425,321  | 10,543,106,240 | -              | 10,543,106,240 |
| Placements with banks                      | 284,078,387     | -              | 284,078,387    | 73,994,788     | -              | 73,994,788     |
| Derivative financial instruments           | 10,621,429      | -              | 10,621,429     | 4,150,249      | -              | 4,150,249      |
| Financial assets - held for trading        | 8,463,807,409   |                | 8,463,807,409  | 2,584,471,476  | -              | 2,584,471,476  |
| Loans and receivables to other             |                 |                |                |                |                |                |
| customers                                  | 29,669,193,737  | 10,426,138,215 | 40,095,331,952 | 20,707,060,697 | 5,237,509,214  | 25,944,569,911 |
| Other loans and receivables                | 1,764,644,770   | 3,956,904,288  | 5,721,549,058  | -              | 2,470,115,184  | 2,470,115,184  |
| Financial investments - available for sale | 5,298,690,344   | 3,057,439,878  | 8,356,130,222  | 1,646,155,722  | 1,530,000      | 1,647,685,722  |
| Financial investments - held to maturity   | 7,242,443       | 133,286,384    | 140,528,827    | 7,239,725      | 132,787,690    | 140,027,415    |
| Investments in subsidiaries                | -               | 892,364,489    | 892,364,489    | -              | 892,364,489    | 892,364,489    |
| Property, plant and equipment              | -               | 913,814,173    | 913,814,173    | -              | 754,548,233    | 754,548,233    |
| Goodwill and intangible assets             | -               | 1,118,199,758  | 1,118,199,758  | -              | 951,749,690    | 951,749,690    |
| Current tax asset                          | 208,403,675     | -              | 208,403,675    | 149,447,786    | -              | 149,447,786    |
| Other assets                               | 290,690,179     | 185,219,031    | 475,909,210    | 229,706,261    | 200,612,054    | 430,318,315    |
| Total assets                               | 50,322,122,238  | 20,683,366,216 | 71,005,488,455 | 38,353,904,754 | 10,641,216,554 | 48,995,121,308 |
| Liabilities                                |                 |                |                |                |                |                |
| Due to banks                               | 5,884,767,774   | 1,060,480,904  | 6,945,248,678  | 2,029,173,691  | 61,414,034     | 2,090,587,725  |
| Repurchased agreements                     | 8,242,551,409   | -              | 8,242,551,409  | 1,116,489,292  | -              | 1,116,489,292  |
| Due to other customers                     | 37,059,621,710  | 592,886,427    | 37,652,508,137 | 27,101,844,154 | 707,047,186    | 27,808,891,340 |
| Deferred tax liabilities                   | 30,088,601      |                | 30,088,601     | 25,284,386     | -              | 25,284,386     |
| Other liabilities                          | 1,133,150,392   | 79,765,275     | 1,212,915,667  | 1,153,655,928  | 49,928,387     | 1,203,584,315  |
| Total liabilities                          | 52,350,179,886  | 1,733,132,606  | 54,083,312,492 | 31,426,447,451 | 818,389,607    | 32,244,837,058 |
| Maturity Gap                               | (2,028,057,648) | 18,950,233,610 | 16,922,175,962 | 6,927,457,303  | 9,822,826,947  | 16,750,284,250 |
| Cumulative Gap                             | (2,028,057,648) | 16,922,175,962 |                | 6,927,457,303  | 16,750,284,250 |                |

# NOTES TO THE

FINANCIAL STATEMENTS

## 44.1 MATURITY ANALYSIS OF ASSETS & LIABILITIES

| GROUP                                      |                 | 2015           |                |                | 2014           |                |
|--|-----------------|----------------|----------------|----------------|----------------|----------------|
| As at 31 December                          | Within          | After          |                | Within         | After          |                |
|  | 12              | 12             |                | 12             | 12             |                |
|  | months          | months         | Total          | months         | months         | Total          |
|  | Rs.             | Rs.            | Rs.            | Rs.            | Rs.            | Rs.            |
|  |                 |                |                |                |                |                |
| Assets                                     |                 |                |                |                |                |                |
| Cash and balances with banks               | 3,015,496,750   | -              | 3,015,496,750  | 2,689,337,456  | -              | 2,689,337,456  |
| Reverse repurchased agreements             | 1,619,467,074   | -              | 1,619,467,074  | 10,642,158,185 | -              | 10,642,158,185 |
| Placements with banks                      | 294,074,296     | -              | 294,074,296    | 186,430,108    | -              | 186,430,108    |
| Derivative Financial Instruments           | 10,621,429      | -              | 10,621,429     | 4,150,249      | -              | 4,150,249      |
| Financial assets held for trading          | 8,463,807,409   | -              | 8,463,807,409  | 2,584,471,476  | -              | 2,584,471,476  |
| Loans and receivables to Banks             | 16,004,324      | -              | 16,004,324     | -              | 16,004,324     | 16,004,324     |
| Loans and receivables to other customers   | 32,396,813,982  | 13,053,499,639 | 45,450,313,621 | 22,415,378,050 | 6,802,479,192  | 29,217,857,242 |
| Other loans and receivables                | 1,764,644,770   | 3,186,628,995  | 4,951,273,765  | -              | 1,649,133,891  | 1,649,133,891  |
| Financial investments – Available for sale | 5,433,126,831   | 3,105,432,224  | 8,538,559,055  | 1,798,011,123  | 2,739,083      | 1,800,750,206  |
| Financial investments – Held to maturity   | 7,242,443       | 133,286,384    | 140,528,827    | 7,239,725      | 132,787,690    | 140,027,415    |
| Investments in Real Estate                 | 213,274,310     | -              | 213,274,310    | -              | 258,886,718    | 258,886,718    |
| Goodwill and intangible assets             | -               | 1,059,027,289  | 1,059,027,289  | -              | 1,304,026,823  | 1,304,026,823  |
| Property, plant and equipment              | -               | 1,469,782,932  | 1,469,782,932  | -              | 875,932,693    | 875,932,693    |
| Current tax asset                          | 224,554,666     | -              | 224,554,666    | 149,447,786    | -              | 149,447,786    |
| Deferred tax assets                        | -               | 485,102,333    | 485,102,333    | -              | 515,837,835    | 515,837,835    |
| Other assets                               | 318,314,176     | 271,923,794    | 590,237,970    | 261,755,020    | 262,162,915    | 523,917,935    |
| Total assets                               | 53,777,442,460  | 22,764,683,590 | 76,542,126,050 | 40,738,379,178 | 11,819,991,164 | 52,558,370,342 |
|  |                 |                |                |                |                |                |
| Liabilities                                |                 |                |                |                |                |                |
| Due to banks                               | 6,095,906,941   | 1,060,480,904  | 7,156,387,845  | 2,084,417,946  | 61,414,034     | 2,145,831,980  |
| Repurchased agreements                     | 7,994,533,064   | -              | 7,994,533,064  | 1,095,693,980  | -              | 1,095,693,980  |
| Due to other customers                     | 39,574,225,459  | 2,049,695,180  | 41,623,920,639 | 28,703,305,294 | 1,620,544,719  | 30,323,850,013 |
| Other borrowed funds                       | 769,508,864     | 511,575,897    | 1,281,084,761  | 657,301,933    | 187,783,406    | 845,085,339    |
| Current tax liabilities                    | 3,255,215       | 170,243,245    | 173,498,460    | 8,767,604      | 172,674,224    | 181,441,829    |
| Deferred tax liabilities                   | 30,553,529      | -              | 30,553,529     | 25,284,386     | 630,408        | 25,914,794     |
| Other liabilities                          | 1,379,007,434   | 188,071,316    | 1,567,078,750  | 1,381,752,596  | 61,768,013     | 1,443,520,609  |
| Total liabilities                          | 55,846,990,506  | 3,980,066,542  | 59,827,057,048 | 33,956,523,740 | 2,104,814,804  | 36,061,338,544 |
| Maturity Gap                               | (2.069.548.046) | 18.784.617.048 | 16.715.069.002 | 6,781,855,438  | 9,715,176,360  | 16.497.031.798 |
| Cumulative Gap                             | (2,069,548,046) | 16,715.069.002 |                | 6,781,855,438  | 16,497,031,798 | 10,431,001,780 |

## 45. RISK MANAGEMENT

## 45.1 Introduction

Risk is inherent in the bank's activities, but is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls. This process of risk management is critical to the bank's continuing profitability and each individual within the bank is accountable for the risk exposures relating to his or her responsibilities.

Effective capital and risk management is fundamental to the business activities of Union Bank. It is managed in terms of regulatory capital and economic capital. The main risk types defined under Pillar I of Basel II namely Credit, Market and Operational risk are linked to regulatory capital, whilst other risks under Pillar II namely Reputational risk, Strategic risk, Compliance Risk, Interest rate risk in the banking books, credit concentration risk and liquidity risk are linked to internal capital, which both put together is termed as economic capital.

The business risks such as changes in the environment, technology and industry are primarily addressed through the bank's strategic planning process. Industry specific changes are also reviewed and presented on a need basis by the Credit Risk Management Unit and are tabled at the Executive Risk Management Committee.

## Risk management structure

The Board of Directors is responsible for the overall capital and risk management approach and for approving the risk management strategies and principles.



A Board appointed supervisory committee called "Integrated Risk Management Committee (IRMC)" has the responsibility to monitor and oversee the overall risk process within the bank.

The IRMC has the overall responsibility for the development of the risk strategy and implementing principles, frameworks, policies and limits. IRMC is also responsible for managing risks and monitoring risk levels and reports on quarterly basis to the Board.

## NOTES TO THE FINANCIAL STATEMENTS

The Risk Management Department (RMD) is responsible for implementing and maintaining risk related procedures to ensure an independent control process is maintained. The unit works closely with the IRMC to ensure that procedures are compliant with the overall framework.

The RMD is also responsible for monitoring compliance with risk principles, policies and limits across the bank. This unit ensures the complete capture of the risks in risk measurement and reporting systems. Exceptions are reported on daily/ monthly/ quarterly basis, where necessary, to the IRMC or its sub committees, and the relevant actions are taken to address exceptions and any areas of weakness.

Bank Treasury and the Assets and Liabilities Management Committee (ALCO) are responsible for managing the bank's assets and liabilities and the overall financial structure. The Treasury Middle Office, which reports to the Head of Risk Management (independent from treasury) further monitors positions and transactions. The Treasury and ALCO are also primarily responsible for the funding and liquidity risks of the bank.

The bank's policy is that risk management processes throughout the bank are audited annually by the Internal Audit function, which examines both the adequacy of the procedures and the bank's compliance with the procedures. Internal Audit discusses the results of all assessments with management, and reports its findings and recommendations to the Board Audit Committee.

## Risk measurement and reporting systems

Monitoring and controlling risks is primarily performed based on limits established by the bank. These limits reflect the business strategy and market environment of the bank as well as the level of risk that the bank is willing to accept, with additional emphasis on selected industries. In addition, the bank's policy is to measure and monitor the overall risk bearing capacity in relation to the aggregate risk exposure across all risk types and activities.

Information compiled from all the businesses is examined and processed in order to analyse, control and identify risks on a timely basis. This information is presented and explained to the Board of Directors and Risk Committees. These reports include aggregate credit exposures, credit concentration, operational risk, market risk, liquidity ratios and stress tests. On a quarterly basis, detailed reporting of industry, customer and geographic risks takes place. Senior management assesses the appropriateness of the allowance for credit losses on a monthly basis. The Board receives a comprehensive risk report once a quarter which is designed to provide all the necessary information to assess and conclude on the risks of the bank.

All risk related policies including a well documented Integrated Risk Management Framework are uploaded in the Bank's Intranet which are being viewed by all staff at all levels for a comprehensive understanding of the Bank's risk appetite and the overall risk management of the Bank.

Briefings are also given to other relevant members of the bank on the utilization of market limits, proprietary investments and liquidity, plus any other risk developments.

#### **Risk mitigation**

As part of its overall risk management, the bank uses various processes and instruments to manage exposures resulting from credit risks, changes in interest rates, foreign currencies, equity risks, and exposures arising from transactions.

The bank actively uses collateral to reduce its credit risks.

#### Excessive risk concentration

In order to avoid excessive concentrations of risk, the bank's policies and procedures include specific guidelines, including concentration limits to focus on maintaining a diversified portfolio. Identified concentrations of credit risks are controlled and managed accordingly.

## 45.2 Credit risk

Credit risk is the risk of financial loss for the Bank if a borrower or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Bank's loans and receivables to customers/other banks and investments in debt securities.

In addition to the credit risk from direct funding exposure, the Bank would also be exposed to indirect liabilities such as Letter of credit, guarantees etc which would carry credit risk.

The bank manages and controls credit risk by setting limits on the amount of risk it is willing to accept for individual counterparties and industry concentrations, and by monitoring exposures in relation to such limits.

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The bank has established a credit quality review process to provide early identification of possible changes in the creditworthiness of borrowers, including regular collateral revisions. Bank uses a risk rating process to rate the borrowers according to its risk profile. The credit quality review process aims to allow the bank to assess the potential loss as a result of the risks to which it is exposed and take corrective action.

A structured and standardised credit approval process is in place including a procedure for credit appraisal and borrower risks rating. Credit Authority lies with the Board of Directors, Board Credit Committee, Executive Credit Committee and members of the management as per the assigned limits on delegated credit authority. All credit facilities are required to be reviewed by the Relationship Mangers/ Branch Managers annually. Also bank's borrower risk rating system forms an integral part of the evaluation of credit proposals and assists the approval authorities to assess the creditworthiness of the borrowers. Bank's systems for credit evaluation and decision making are independent from collateralisation albeit collateral helps to mitigate credit risk.

The Risk Management Department (RMD) reviews credit facilities before and after sanctioning of facilities. Under pre-sanction evaluation, RMD independently reviews credit facilities and adds its recommendation where risk is considered acceptable. This independent review covers all new facilities or one-off / temporary facilities for existing lines over Rs. 50million (present limit). If a facility is not recommended by the Risk Management, such facilities cannot be approved.

In the post sanctioning review of credit facilities, the Loans Review Manager (LRM) reviews among other things, the disbursements, perfection of collaterals and repayments are in accordance with the terms of approval. A separate Loan Review Policy approved by the Board of Directors is in place.

## Impairment assessment

The methodology of the impairment assessment has explained in the Note 2.3.3.5 under summary of significant accounting policies.

## Credit-related commitments risks

The Bank makes available to its customers guarantees that may require that the bank makes payments on their behalf and enters into commitments to extend credit lines to secure customer's liquidity needs. Letters of credit and guarantees commit the bank to make payments on behalf of customers in the event of a specific act, generally related to the import or export of goods or contract financing. Such commitments risks are mitigated by collateral cover, regular review of unfunded limits and exposures similar to review of funded limits and exposures.

## Collateral and other credit enhancements

The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are in place covering the acceptability and valuation of each type of collateral.

The main types of collateral obtained are as follows:

- > For securities lending and reverse repurchase transactions, cash or securities
- > For commercial lending, charges over real estate properties, inventory and trade receivables etc
- > For retail lending, mortgages over residential properties etc

The Bank also obtains guarantees from parent companies for loans to their subsidiaries.

Management monitors the market value of collateral, and will request additional collateral in accordance with the underlying agreement.

It is the Bank's policy to dispose of repossessed properties in an orderly fashion. The proceeds are used to reduce or repay the outstanding claim. In general, the bank does not occupy repossessed properties for business use.

The Bank also makes use of netting agreements with borrowers with whom a significant volume of transactions are undertaken.

Although on Statement of Financial Position netting arrangements may significantly reduce credit risk, it should be noted that:

Credit risk is eliminated only to the extent that amounts due to the same borrower will be settled after the assets are realised that the documentation are legally enforceable.

The following table shows the maximum exposure to credit risk and the net exposure to credit risk by class of financial assets.

NOTES TO THE FINANCIAL STATEMENTS

| BANK  |  | 2015   |  | 2014  |
|---|--|--|--|---|
| As at 31 December   | Maximum  |  | Maximum  |   |
| Financial Assets  | Exposure to  | Net  | Exposure to  | Net   |
|   | Credit Risk  | Exposure   | Credit Risk  | Exposure  |
|   | Rs.  | Rs.  | Rs.  | Rs.   |
|   |  |  |  |   |
| Reverse repurchased agreements  | 1,513,425,321  | -  | 10,543,106,240   | -   |
| Placements with banks   | 284,078,387  | 284,078,387  | 73,994,788   | 73,994,788  |
| Derivative Financial Instruments  | 10,621,429   | 10,621,429   | 4,150,249  | 4,150,249   |
| Financial assets-held for trading   | 478,816,674  | 478,816,674  | 682,353,699  | 682,353,699   |
| Loans and receivables to other customers (Gross)  | 40,663,715,474   | 19,851,391,310   | 26,558,875,250   | 1,005,459,443   |
| Other loans and receivables   | 5,721,549,058  | 1,318,605,244  | 2,470,115,184  | -   |
| Financial investments-available for sale  | 8,354,600,222  | 8,354,600,222  | 1,647,685,722  | 1,647,685,722   |
| Other Financial investments-held to maturity  | 140,528,827  | 30,443,719   | 140,027,415  | 29,942,307  |
| Other assets  | 49,038,557   | 49,038,557   | 16,462,221   | 16,462,221  |
| Total   | 57,216,373,948   | 30,377,595,541   | 42,136,770,768   | 3,460,048,429   |
|   |  |  |  |   |
|   |  |  |  |   |
| GROUP   |  | 2015   |  | 2014  |
| As at 31 December   | Maximum  |  | Maximum  | 2014  |
|   | Exposure to  | Net  | Maximum<br>Exposure to   | Net   |
| As at 31 December   |  |  | Maximum  |   |
| As at 31 December   | Exposure to  | Net  | Maximum<br>Exposure to   | Net   |
| As at 31 December<br>Financial Assets   | Exposure to<br>Credit Risk<br>Rs.  | Net<br>Exposure  | Maximum<br>Exposure to<br>Credit Risk<br>Rs.   | Net<br>Exposure   |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements   | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074   | Net<br>Exposure<br>Rs.   | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185   | Net<br>Exposure<br>Rs.  |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks  | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296  | Net<br>Exposure<br>Rs.<br>-<br>294,074,296   | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108  | Net<br>Exposure<br>Rs.<br>  |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments  | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429  | Net<br>Exposure<br>Rs.<br>-<br>294,074,296<br>10,621,429   | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249   | Net<br>Exposure<br>Rs.<br>-<br>186,430,108<br>4,150,249   |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments<br>Financial assets-held for trading   | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429<br>478,816,674   | Net<br>Exposure<br>Rs.<br>-<br>294,074,296   | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249<br>682,353,699  | Net<br>Exposure<br>Rs.<br>  |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments<br>Financial assets-held for trading<br>Loans and receivables Banks  | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429<br>478,816,674<br>16,004,324   | Net<br>Exposure<br>Rs.<br>-<br>294,074,296<br>10,621,429<br>478,816,674  | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249<br>682,353,699<br>16,004,324  | Net<br>Exposure<br>Rs.<br>-<br>186,430,108<br>4,150,249<br>682,353,699  |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments<br>Financial assets-held for trading<br>Loans and receivables Banks<br>Loans and receivables to other customers (Gross)  | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429<br>478,816,674<br>16,004,324<br>46,420,781,086                                   | Net<br>Exposure<br>Rs.<br>-<br>294,074,296<br>10,621,429<br>478,816,674<br>-<br>26,048,129,013                                   | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249<br>682,353,699<br>16,004,324<br>30,648,645,893  | Net<br>Exposure<br>Rs.<br>186,430,108<br>4,150,249<br>682,353,699<br>-<br>1,500,438,124   |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments<br>Financial assets-held for trading<br>Loans and receivables Banks<br>Loans and receivables to other customers (Gross)<br>Other loans and receivables   | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429<br>478,816,674<br>16,004,324   | Net<br>Exposure<br>Rs.<br>-<br>294,074,296<br>10,621,429<br>478,816,674  | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249<br>682,353,699<br>16,004,324<br>30,648,645,893<br>1,649,133,891                                 | Net<br>Exposure<br>Rs.<br>-<br>186,430,108<br>4,150,249<br>682,353,699<br>-   |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments<br>Financial assets-held for trading<br>Loans and receivables Banks<br>Loans and receivables to other customers (Gross)<br>Other loans and receivables<br>Financial investments-available for sale | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429<br>478,816,674<br>16,004,324<br>46,420,781,086                                   | Net<br>Exposure<br>Rs.<br>-<br>294,074,296<br>10,621,429<br>478,816,674<br>-<br>26,048,129,013                                   | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249<br>682,353,699<br>16,004,324<br>30,648,645,893  | Net<br>Exposure<br>Rs.<br>186,430,108<br>4,150,249<br>682,353,699<br>-<br>1,500,438,124   |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments<br>Financial assets-held for trading<br>Loans and receivables Banks<br>Loans and receivables to other customers (Gross)<br>Other loans and receivables   | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429<br>478,816,674<br>16,004,324<br>46,420,781,086<br>4,951,273,765                  | Net<br>Exposure<br>Rs.<br>-<br>294,074,296<br>10,621,429<br>478,816,674<br>-<br>26,048,129,013<br>1,318,605,244                  | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249<br>682,353,699<br>16,004,324<br>30,648,645,893<br>1,649,133,891                                 | Net<br>Exposure<br>Rs.<br>186,430,108<br>4,150,249<br>682,353,699<br>-<br>1,500,438,124<br>1,631,044,880                            |
| As at 31 December<br>Financial Assets<br>Reverse repurchased agreements<br>Placements with banks<br>Derivative Financial Instruments<br>Financial assets-held for trading<br>Loans and receivables Banks<br>Loans and receivables to other customers (Gross)<br>Other loans and receivables<br>Financial investments-available for sale | Exposure to<br>Credit Risk<br>Rs.<br>1,619,467,074<br>294,074,296<br>10,621,429<br>478,816,674<br>16,004,324<br>46,420,781,086<br>4,951,273,765<br>8,364,044,279 | Net<br>Exposure<br>Rs.<br>-<br>294,074,296<br>10,621,429<br>478,816,674<br>-<br>26,048,129,013<br>1,318,605,244<br>8,364,044,279 | Maximum<br>Exposure to<br>Credit Risk<br>Rs.<br>10,642,158,185<br>186,430,108<br>4,150,249<br>682,353,699<br>16,004,324<br>30,648,645,893<br>1,649,133,891<br>1,800,750,206<br>140,027,415 | Net<br>Exposure<br>Rs.<br>-<br>186,430,108<br>4,150,249<br>682,353,699<br>-<br>-<br>1,500,438,124<br>1,631,044,880<br>1,800,750,206 |

## Credit quality by class of financial assets

The bank manages the credit quality of financial assets using internal credit ratings. It is the bank's policy to maintain accurate and consistent risk ratings across the credit portfolio. This facilitates focused management of the applicable risks and the comparison of credit exposures across all lines of business, geographic regions. All internal ratings are rechecked at several approval levels within the bank viz Business heads, Zonal units, Risk Management Unit, Credit Department; and also reviewed post fact by the Loan Review Manager. The Bank has a comprehensive, fully automated loan origination system for credit approval process including risk rating modules and risk ratings for new facilities and annual reviews are derived using this system. The tables below show the credit quality for all financial assets exposed to credit risk, based on the bank's internal credit rating systems.

| BANK                                     |                |               | Past due   | but not impaired |             |               |                |
|--|----------------|---------------|------------|------------------|-------------|---------------|----------------|
| As at 31 December 2015                   | Neither        |               |            |                  |             |               |                |
|  | past due       | Less than     | 3-6        | 6-12             | Over        | Individually  |                |
|  | nor impaired   | 3 months      | months     | months           | 12 months   | impaired      | Total          |
|  | Rs.            | Rs.           | Rs.        | Rs.              | Rs.         | Rs.           | Rs.            |
| Cash and balances with banks             | 2,811,324,545  | -             | -          | -                | -           | -             | 2,811,324,545  |
| Reverse repurchased agreements           | 1,513,425,321  | -             | -          | -                | -           | -             | 1,513,425,321  |
| Placements with banks                    | 284,078,387    | -             | -          | -                | -           | -             | 284,078,387    |
| Derivative Financial Instruments         | 10,621,429     | -             | -          | -                | -           | -             | 10,621,429     |
| Financial assets held for trading        | 478,816,674    | -             | -          | -                | -           | -             | 478,816,674    |
| Loans and receivables to other           |                |               |            |                  |             |               |                |
| customers (Gross)                        | 33,666,317,538 | 3,993,863,516 | 80,572,822 | 120,878,650      | 852,953,854 | 1,949,129,092 | 40,663,715,473 |
| Other loans and receivables              | 5,721,549,058  | -             | -          | -                | -           | -             | 5,721,549,058  |
| Financial investments-available for sale | 8,354,600,222  | -             | -          | -                | -           | -             | 8,354,600,222  |
| Other Financial investments-             |                |               |            |                  |             |               |                |
| held to maturity                         | 140,528,827    | -             | -          | -                | -           | -             | 140,528,827    |
| Other assets                             | 49,038,557     | -             | -          | -                | -           | -             | 49,038,557     |
|  | 53,030,300,559 | 3,993,863,516 | 80,572,822 | 120,878,650      | 852,953,854 | 1,949,129,092 | 60,027,698,493 |

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| BANK  |                                     |                       | Past due      | but not impaired |                   |                          |                |
|---|-------------------------------------|-----------------------|---------------|------------------|-------------------|--------------------------|----------------|
| As at 31 December 2014                              | Neither<br>past due<br>nor impaired | Less than<br>3 months | 3-6<br>months | 6-12<br>months   | Over<br>12 months | Individually<br>impaired | Total          |
|   | Rs                                  | Rs                    | Rs.           | Rs.              | Rs                | Rs.                      | Rs             |
| Cash and balances with banks                        | 2,408,571,810                       | -                     | -             | -                | -                 | -                        | 2,408,571,810  |
| Reverse repurchased agreements                      | 10,543,106,240                      | -                     | -             | -                | -                 | -                        | 10,543,106,240 |
| Placements with banks                               | 73,994,788                          | -                     | -             | -                | -                 | -                        | 73,994,788     |
| Derivative Financial Instruments                    | 4,150,249                           | -                     | -             | -                | -                 | -                        | 4,150,249      |
| Financial assets-held for trading                   | 2,584,471,476                       | -                     | -             | -                | -                 | -                        | 2,584,471,476  |
| Loans and receivables to other<br>customers (Gross) | 21,155,053,856                      | 2,772,425,812         | 186,177,139   | 335,867,325      | 1,359,823,978     | 749,527,140              | 26,558,875,250 |
| Other loans and receivables                         | 2,470,115,184                       | -                     | -             | -                | -                 | -                        | 2,470,115,184  |
| Financial investments-available for sale            | 1,647,685,722                       | -                     | -             | -                | -                 | -                        | 1,647,685,722  |
| Other Financial investments-                        |                                     |                       |               |                  |                   |                          |                |
| held to maturity                                    | 140,027,415                         | -                     | -             | -                | -                 | -                        | 140,027,415    |
| Other assets  | 16,462,221                          | -                     | -             | -                | -                 | -                        | 16,462,221     |
| -   | 41,043,638,960                      | 2,772,425,812         | 186,177,139   | 335,867,325      | 1,359,823,978     | 749,527,140              | 46,447,460,355 |

## Credit Risk Exposure of the Loans and Receivables based on Internal Credit Risk Rating

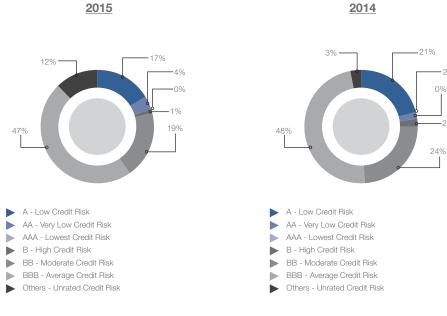
| GROUP                                    |                |               | Past due    | but not impaired |               |               |                |
|--|----------------|---------------|-------------|------------------|---------------|---------------|----------------|
| As at 31 December 2015                   | Neither        |               |             |                  |               |               |                |
|  | past due       | Less than     | 3-6         | 6-12             | Over          | Individually  |                |
|  | nor impaired   | 3 months      | months      | months           | 12 months     | impaired      | Total          |
|  | Rs.            | Rs.           | Rs.         | Rs.              | Rs.           | Rs.           | Rs.            |
| Cash and balances with banks             | 3,015,496,750  | -             | -           | -                | -             | -             | 3,015,496,750  |
| Reverse repurchased agreements           | 1,619,467,074  | -             | -           | -                | -             | -             | 1,619,467,074  |
| Placements with banks                    | 294,074,296    | -             | -           | -                | -             | -             | 294,074,296    |
| Derivative Financial Instruments         | 10,621,429     | -             | -           | -                | -             | -             | 10,621,429     |
| Financial assets-held for trading        | 478,816,674    | -             | -           | -                | -             | -             | 478,816,674    |
| Loans and receivables to Banks           | 16,004,324     | -             | -           | -                | -             | -             | 16,004,324     |
| Loans and receivables to other           |                |               |             |                  |               |               |                |
| customers (Gross)                        | 36,012,164,621 | 5,875,233,469 | 549,161,090 | 291,095,658      | 1,107,143,420 | 2,585,982,828 | 46,420,781,086 |
| Other loans and receivables              | 4,951,273,765  | -             | -           | -                | -             | -             | 4,951,273,765  |
| Financial investments-available for sale | 8,364,044,281  | -             | -           | -                | -             | -             | 8,364,044,281  |
| Other Financial investments-held to      |                |               |             |                  |               |               |                |
| maturity                                 | 140,528,827    | -             | -           | -                | -             | -             | 140,528,827    |
| Other assets                             | 75,136,055     | -             | -           | -                | -             | -             | 75,136,055     |
|  | 54,977,628,096 | 5,875,233,469 | 549,161,090 | 291,095,658      | 1,107,143,420 | 2,585,982,828 | 65,386,244,561 |

| GROUP                               |                |               | Past due    | but not impaired |               |               |                |
|-------------------------------------|----------------|---------------|-------------|------------------|---------------|---------------|----------------|
| As at 31 December 2014              | Neither        |               |             |                  |               |               |                |
|                                     | past due       | Less than     | 3-6         | 6-12             | Over          | Individually  |                |
|                                     | nor impaired   | 3 months      | months      | months           | 12 months     | impaired      | Total          |
|                                     | Rs.            | Rs.           | Rs.         | Rs.              | Rs.           | Rs.           | Rs.            |
| Cash and balances with banks        | 2,689,337,456  | -             | -           | -                | -             | -             | 2,689,337,456  |
| Reverse repurchased agreements      | 10,642,158,185 | -             | -           | -                | -             | -             | 10,642,158,185 |
| Placements with banks               | 186,430,108    | -             | -           | -                | -             | -             | 186,430,108    |
| Derivative Financial Instruments    | 4,150,249      | -             | -           | -                | -             | -             | 4,150,249      |
| Financial assets-Held for trading   | 2,584,471,476  | -             | -           | -                | -             | -             | 2,584,471,476  |
| Loans and receivables to Banks      | 16,004,324     | -             | -           | -                | -             | -             | 16,004,324     |
| Loans and receivables to other      |                |               |             |                  |               |               |                |
| customers (Gross)                   | 22,333,681,180 | 3,888,206,184 | 541,079,246 | 448,745,241      | 1,675,362,447 | 1,761,571,594 | 30,648,645,893 |
| Other loans and receivables         | 1,649,133,891  | -             | -           | -                | -             | -             | 1,649,133,891  |
| Financial investments-available     |                |               |             |                  |               |               |                |
| for sale                            | 1,800,750,206  | -             | -           | -                | -             | -             | 1,800,750,206  |
| Other Financial investments-held to |                |               |             |                  |               |               |                |
| maturity                            | 140,027,415    | -             | -           | -                | -             | -             | 140,027,415    |
| Other assets                        | 28,811,778     | -             | -           | -                | -             | -             | 28,811,778     |
|                                     | 42,074,956,268 | 3,888,206,184 | 541,079,246 | 448,745,241      | 1,675,362,447 | 1,761,571,594 | 50,389,920,980 |

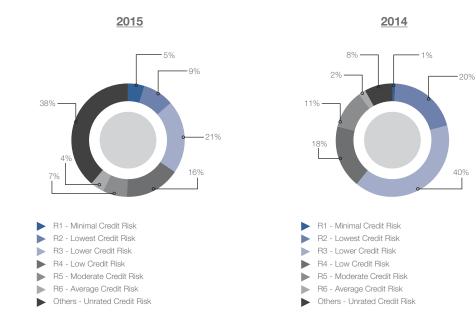


-2%

-2%



Retail Risk rating



UR (unrated exposures) consists individual clients, pawning, consumer, OD (Cash Backed) and other few facilities (NCRCS, Cheque purchase, Vehicle loans)



## NOTES TO THE Analysis of risk concentration

The Group's concentrations of risk are managed by client/counterparty, by geographical region and by industry sector. Risk is monitored and managed against Board approved limits for industry sector and individual / group exposures.

The following table shows the risk concentration by industry for the components of the statement of financial position.

| BANK                              |                |                |               |                |               |                |                |                |
|-----------------------------------|----------------|----------------|---------------|----------------|---------------|----------------|----------------|----------------|
| As at 31 December 2015            | Financial      |                |               | Retail and     |               |                |                |                |
|                                   | Services       | Government     | Consumer      | Wholesale      | Construction  | Manufacturing  | Service        | Total          |
|                                   | Rs.            | Rs.            | Rs.           | Rs.            | Rs.           | Rs.            | Rs.            | Rs.            |
|                                   |                |                |               |                |               |                |                |                |
| Financial Assets                  |                |                |               |                |               |                |                |                |
| Cash and balances with banks      | 1,504,512,361  | 1,306,812,184  | -             | -              | -             | -              | -              | 2,811,324,545  |
| Reverse repurchased               |                |                |               |                |               |                |                |                |
| agreements                        | 1,163,367,629  | 350,057,692    | -             | -              | -             | -              | -              | 1,513,425,321  |
| Placements with banks             | 284,078,387    | -              | -             | -              | -             | -              | -              | 284,078,387    |
| Derivative Financial Instruments  | 10,621,429     | -              | -             | -              | -             | -              | -              | 10,621,429     |
| Financial assets-held for trading | -              | 478,816,674    | -             | -              | -             | -              | 7,984,990,735  | 8,463,807,409  |
| Loans and receivables to          |                |                |               |                |               |                |                |                |
| other customers (Gross)           | 6,798,343,868  | -              | 3,684,077,870 | 10,324,950,463 | 2,047,452,764 | 14,180,633,948 | 3,628,256,560  | 40,663,715,473 |
| Other loans and receivables       | 5,721,549,058  | -              | -             | -              | -             | -              | -              | 5,721,549,058  |
| Financial investments-            |                |                |               |                |               |                |                |                |
| available for sale                | -              | 8,356,130,222  | -             | -              | -             | -              | -              | 8,356,130,222  |
| Financial investments-            |                |                |               |                |               |                |                |                |
| held to maturity                  | 110,085,108    | 30,443,719     | -             | -              | -             | -              | -              | 140,528,827    |
| Other assets                      | -              | -              | -             | -              | -             | -              | 49,038,557     | 49,038,557     |
| Total                             | 15,592,557,840 | 10,522,260,491 | 3,684,077,870 | 10,324,950,463 | 2,047,452,764 | 14,180,633,948 | 11,662,285,852 | 68,014,219,228 |

| BANK                                |                |               |               |               |               |               |               |                |
|-------------------------------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| As at 31 December 2014              | Financial      |               |               | Retail and    |               |               |               |                |
|                                     | Services       | Government    | Consumer      | Wholesale     | Construction  | Manufacturing | Service       | Total          |
|                                     | Rs.            | Rs.           | Rs.           | Rs.           | Rs.           | Rs.           | Rs.           | Rs.            |
|                                     |                |               |               |               |               |               |               |                |
| Cash and balances with              |                |               |               |               |               |               |               |                |
| banks                               | 1,459,466,640  | 949,105,170   | -             | -             | -             | -             | -             | 2,408,571,810  |
| Reverse repurchased                 |                |               |               |               |               |               |               |                |
| agreements                          | 10,543,106,240 | -             | -             | -             | -             | -             | -             | 10,543,106,240 |
| Placements with banks               | 73,994,788     | -             | -             | -             | -             | -             | -             | 73,994,788     |
| Derivative Financial Instruments    | 4,150,249      | -             | -             | -             | -             | -             | -             | 4,150,249      |
| Financial assets - held for trading | 11,166,120     | 682,353,699   | -             | 243,000       | -             | -             | 1,890,708,656 | 2,584,471,476  |
| Loans and receivables to other      |                |               |               |               |               |               |               |                |
| customers                           | 1,956,340,393  | -             | 7,019,090,079 | 7,704,363,652 | 2,054,026,275 | 4,986,193,959 | 2,224,555,553 | 25,944,569,911 |
| Other loans and receivables         | 2,470,115,184  | -             | -             | -             | -             | -             | -             | 2,470,115,184  |
| Financial investments –             |                |               |               |               |               |               |               |                |
| available for sale                  | 1,647,155,722  | -             | -             | -             | -             | -             | 530,000       | 1,647,685,722  |
| Financial investments – held        |                |               |               |               |               |               |               |                |
| to maturity                         | 140,027,415    | -             | -             | -             | -             | -             | -             | 140,027,415    |
| Other assets                        | -              | -             | -             | -             | -             | -             | 16,462,221    | 16,462,221     |
| Total                               | 18,305,522,749 | 1,631,458,869 | 7,019,090,079 | 7,704,606,652 | 2,054,026,275 | 4,986,193,959 | 4,132,256,430 | 45,833,155,013 |

| GROUP                            |                |                |               |                |               |                |                |                |
|----------------------------------|----------------|----------------|---------------|----------------|---------------|----------------|----------------|----------------|
| As at 31 December 2015           | Financial      |                |               | Retail and     |               |                |                |                |
|                                  | Services       | Government     | Consumer      | Wholesale      | Construction  | Manufacturing  | Service        | Total          |
|                                  | Rs.            | Rs.            | Rs.           | Rs.            | Rs.           | Rs.            | Rs.            | Rs.            |
| Financial Assets                 |                |                |               |                |               |                |                |                |
| Cash and balances                |                |                |               |                |               |                |                |                |
| with banks                       | 1,708,684,566  | 1,306,812,184  | -             | -              | -             | -              | -              | 3,015,496,750  |
| Reverse repurchased              |                |                |               |                |               |                |                |                |
| agreements                       | 915,349,284    | 704,117,790    | -             | -              | -             | -              | -              | 1,619,467,074  |
| Placements with banks            | 294,074,296    | -              | -             | -              | -             | -              | -              | 294,074,296    |
| Derivative Financial Instruments | 10,621,429     | -              | -             | -              | -             | -              | -              | 10,621,429     |
| Financial assets held-for-       |                |                |               |                |               |                |                |                |
| trading                          | -              | 478,816,674    | -             | -              | -             | -              | 7,984,990,735  | 8,463,807,409  |
| Loans and receivables to Banks   | 16,004,324     | -              | -             | -              | -             | -              | -              | 16,004,324     |
| Loans and receivables to other   |                |                |               |                |               |                |                |                |
| customers                        | 6,257,728,628  | -              | 7,057,428,554 | 11,217,527,368 | 2,567,774,676 | 14,180,633,948 | 5,139,687,912  | 46,420,781,086 |
| Other loans and receivables      | 4,951,273,765  | -              | -             | -              | -             | -              | -              | 4,951,273,765  |
| Financial investments -          |                |                |               |                |               |                |                |                |
| available for sale               | 32,098,344     | 8,356,130,222  | -             | -              | -             | -              | 150,330,489    | 8,538,559,055  |
| Financial investments -          |                |                |               |                |               |                |                |                |
| held to maturity                 | 110,085,108    | 30,443,719     | -             | -              | -             | -              | -              | 140,528,827    |
| Other assets                     | 25,060,636     | -              | -             | -              | -             | -              | 50,075,419     | 75,136,055     |
| Total                            | 14,320,980,380 | 10,876,320,589 | 7,057,428,554 | 11,217,527,368 | 2,567,774,676 | 14,180,633,948 | 13,325,084,555 | 73,545,750,070 |

| GROUP                             |                  |               |               |               |               |               |               |                |
|-----------------------------------|------------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| As at 31 December 2014            | Financial        |               |               | Retail and    |               |               |               |                |
|                                   | Services         | Government    | Consumer      | Wholesale     | Construction  | Manufacturing | Service       | Total          |
|                                   | Rs.              | Rs.           | Rs.           | Rs.           | Rs.           | Rs.           | Rs.           | Rs.            |
|                                   |                  |               |               |               |               |               |               |                |
| Financial Assets                  |                  |               |               |               |               |               |               |                |
| Cash and balances with banks      | 1,740,232,286    | 949,105,170   | -             | -             | -             | -             | -             | 2,689,337,456  |
| Reverse repurchased agreements    | s 10,522,310,929 | 119,847,256   | -             | -             | -             | -             | -             | 10,642,158,185 |
| Placements with banks             | 186,430,108      | -             | -             | -             | -             | -             | -             | 186,430,108    |
| Derivative Financial Instruments  | 4,150,249        | -             | -             | -             | -             | -             | -             | 4,150,249      |
| Financial assets held for trading | 11,166,120       | 682,353,699   | -             | 243,000       | -             | -             | 1,890,708,656 | 2,584,471,475  |
| Loans and receivables to Banks    | 16,004,324       | -             | -             | -             | -             | -             | -             | 16,004,324     |
| Loans and receivables to          |                  |               |               |               |               |               |               |                |
| other customers                   | 1,862,590,393    | -             | 8,784,046,023 | 8,211,855,518 | 2,528,521,486 | 4,986,193,959 | 2,844,649,863 | 29,217,857,242 |
| Other loans and receivables       | 1,649,133,891    | -             | -             | -             | -             | -             | -             | 1,649,133,891  |
| Financial investments -           |                  |               |               |               |               |               |               |                |
| available for sale                | 1,648,364,804    | 10,553,023    | -             | -             | -             | 14,304,000    | 127,528,379   | 1,800,750,206  |
| Financial investments -           |                  |               |               |               |               |               |               |                |
| held to maturity                  | 140,027,415      | -             | -             | -             | -             | -             | -             | 140,027,415    |
| Other assets                      | -                | -             | -             | -             | -             | -             | 28,811,778    | 28,811,778     |
| Total                             | 17,780,410,518   | 1,761,859,148 | 8,784,046,022 | 8,212,098,518 | 2,528,521,486 | 5,000,497,958 | 4,891,698,677 | 48,959,132,328 |

## NOTES TO THE Concentration by Location

Concentration by location for loans and receivables is measured based on the location of the customer center that granted the facility, which has a high correlation with the location of the borrower except for loans granted by the foreign currency unit (FCBU). Concentration of loans and receivables by location is given below.

| BANK              |                |       |                |       |  |  |
|-------------------|----------------|-------|----------------|-------|--|--|
| As at 31 December |                | 2015  |                | 2014  |  |  |
|                   | Rs.            | %     | Rs.            | %     |  |  |
|                   |                |       |                |       |  |  |
| Central           | 660,501,545    | 1.6%  | 460,739,988    | 1.7%  |  |  |
| Eastern           | 165,290,466    | 0.4%  | 314,315,972    | 1.2%  |  |  |
| North Central     | 651,160,580    | 1.6%  | 623,316,408    | 2.3%  |  |  |
| North Western     | 1,195,045,530  | 2.9%  | 1,183,689,639  | 4.5%  |  |  |
| Northern          | 572,514,643    | 1.4%  | 847,580,958    | 3.2%  |  |  |
| Sabaragamuwa      | 1,000,516,142  | 2.5%  | 526,573,438    | 2.0%  |  |  |
| Southern          | 2,205,320,265  | 5.4%  | 1,040,287,584  | 3.9%  |  |  |
| Uva               | 264,436,223    | 0.7%  | 185,965,919    | 0.7%  |  |  |
| Western           | 33,948,930,078 | 83.5% | 21,376,405,344 | 80.5% |  |  |
| Total             | 40,663,715,473 | 100%  | 26,558,875,250 | 100%  |  |  |

| GROUP             |                |       |                |       |  |
|-------------------|----------------|-------|----------------|-------|--|
| As at 31 December |                | 2015  |                | 2014  |  |
|                   | Rs.            | %     | Rs.            | %     |  |
|                   |                | 0.50( | 544 077 007    | 1.001 |  |
| Central           | 1,013,541,545  | 2.5%  | 544,277,927    | 1.8%  |  |
| Eastern           | 165,290,466    | 0.4%  | 371,305,401    | 1.2%  |  |
| North Central     | 791,766,580    | 1.9%  | 736,331,491    | 2.4%  |  |
| North Western     | 1,792,512,531  | 4.4%  | 1,398,307,419  | 4.6%  |  |
| Northern          | 572,514,643    | 1.4%  | 1,001,258,018  | 3.3%  |  |
| Sabaragamuwa      | 1,298,488,142  | 3.2%  | 622,047,808    | 2.0%  |  |
| Southern          | 3,516,587,265  | 8.6%  | 1,228,904,773  | 4.0%  |  |
| Uva               | 264,436,223    | 0.7%  | 219,683,873    | 0.7%  |  |
| Western           | 37,005,643,691 | 91.0% | 24,526,529,183 | 80.0% |  |
| Total             | 46,420,781,086 | 100%  | 30,648,645,893 | 100%  |  |

## Commitments and guarantees

To meet the financial needs of customers, the bank enters into various irrevocable commitments and contingent liabilities. Even though these obligations may not be recognised on the statement of financial position, they do contain credit risk and are therefore part of the overall risk of the bank.

The maximum exposure to credit risk relating to a financial guarantee is the maximum amount the bank could have to pay if the guarantee is called upon. The maximum exposure to credit risk relating to a loan commitment is the full amount of the commitment.

Following table shows the Bank's and Group's maximum credit risk exposure to commitment and contingencies

|                                | B              | ANK            | GROUP          |                |  |
|--------------------------------|----------------|----------------|----------------|----------------|--|
| As at 31 December              | 2015           | 2014           | 2015           | 2014           |  |
|                                | Rs.            | Rs.            | Rs.            | Rs.            |  |
|                                |                |                |                |                |  |
| Acceptances                    | 707,571,076    | 541,477,751    | 707,571,076    | 541,477,751    |  |
| Guarantees                     | 3,404,819,723  | 3,561,670,921  | 3,404,819,723  | 3,561,670,921  |  |
| Letters of credit              | 2,151,474,153  | 695,142,751    | 2,151,474,153  | 695,142,751    |  |
| Spot Contracts                 | 410,576,804    | 135,036,397    | 410,576,804    | 135,036,397    |  |
| Forward Contracts              | 5,520,399,933  | 1,479,992,857  | 5,520,399,933  | 1,479,992,857  |  |
| Cheque pending for realization | 576,309,106    | 357,734,796    | 576,309,106    | 357,734,796    |  |
| Other contingent items         | 3,484,710,415  | 2,235,512,467  | 3,484,710,415  | 2,235,512,467  |  |
| Undrawn Ioan commitments       | 19,790,078,037 | 15,182,346,101 | 19,790,078,037 | 15,182,346,101 |  |
| Total                          | 36,045,939,247 | 24,188,914,041 | 36,045,939,247 | 24,188,914,041 |  |

## 45.3 Liquidity risk and funding management

Liquidity risk is the risk that the Bank will not be able to efficiently meet both expected and unexpected current and future cash flow requirements and collateral needs without affecting either daily operations or the financial condition. It is managed by Assets and Liability Management Committee (ALCO) using various statistical analysis using both current and stressed scenarios. To limit this risk, management has arranged diversified funding sources in addition to its core deposit base, and adopted a policy of managing assets with liquidity consistently through ALCO. The bank has developed internal control processes and contingency funding plans for managing liquidity risk. This incorporates an assessment of expected cash flows and the availability of high grade collateral which could be used to secure additional funding if required.

The bank maintains a portfolio of highly marketable and diverse assets that are assumed to be easily liquidated in the event of an unforeseen interruption of cash flow. The bank also has lines of credit that it can access to meet liquidity needs. In addition, the bank maintains a statutory deposit with the Central Bank of Sri Lanka equal to 6% of customer deposits. In accordance with the bank's policy, the liquidity position is assessed and managed under a variety of scenarios, giving due consideration to stress factors relating to both the market in general and specifically to the bank. The most important of these is to maintain limits on the ratio of liquid assets to customer liabilities, to reflect market conditions. The ratios during the year are as follows:

| Liquid Asset Ratios | 2015<br>% | 2014% |
|---------------------|-----------|-------|
|                     |           | 50.0  |
| Year End            | 21.9      | 50.8  |
| Maximum             | 51.9      | 51.8  |
| Minimum             | 21.4      | 20.7  |
| Average             | 31.9      | 29.0  |

## Advances to Deposit Ratios

The bank stresses the importance of current accounts and savings accounts as sources of funds to finance lending to customers.

| · · · ·                  | -              |                |
|--------------------------|----------------|----------------|
| Advance to Deposit Ratio | 2015           | 2014           |
|                          | %              | %_             |
|                          |                |                |
| Year End                 | 109.2          | 95.5           |
|                          |                |                |
| Net Loans to Assets      |                |                |
| Net Loans (Rs Mn)        | 40,095,331,952 | 25,944,569,911 |
| Total Assets (Rs Mn)     | 71,005,488,454 | 48,995,121,308 |
|                          |                |                |
| Ratio                    | 56.5%          | 53.0%          |

## Analysis of financial assets and liabilities by remaining contractual maturities

The table below summarises the maturity profile of the undiscounted cash flows of the bank's financial assets and liabilities as at 31 December. Repayments which are subject to notice are treated as if notice were to be given immediately. However, the bank expects that many customers will not request repayments on the earliest date it could be required to pay and the table does not reflect the expected cash flows indicated by its deposit retention history.

## NOTES TO THE FINANCIAL STATEMENTS

| TO THE | BANK - MATURITY ANALYSIS OF FINAN        | ICIAL AS <u>SETS &amp; LI</u>    | ABILITIE <u>S</u> |                |                |                |
|--------|--|----------------------------------|-------------------|----------------|----------------|----------------|
| ANCIAL | As at 31 December                        | Less than                        | 3 to 12           | 1 to 5         | Over           |                |
| EMENTS |  | 3 months                         | months            | years          | 5 years        | Total          |
| LINIS  |  |                                  |                   |                |                |                |
|        | 2015                                     |                                  |                   |                |                |                |
|        | Assets                                   |                                  |                   |                |                |                |
|        | Cash and balances with banks             | 2,811,324,545                    | -                 | -              | -              | 2,811,324,545  |
|        | Reverse re-purchase agreements           | 1,513,425,321                    | -                 | -              | -              | 1,513,425,321  |
|        | Placements with banks                    | 284,078,387                      | -                 | -              | -              | 284,078,387    |
|        | Derivative financial instruments         | 10,621,429                       | -                 | -              | -              | 10,621,429     |
|        | Financial assets-held for trading        | 8,463,807,409                    | -                 | -              | -              | 8,463,807,409  |
|        | Loans and receivables to other customers | 23,912,257,403                   |                   | 11,981,673,892 |                | 43,575,509,514 |
|        | Other loans and receivables              | 1,426,100,083                    | 338,544,686       | 1,387,858,000  | 2,569,046,289  | 5,721,549,058  |
|        | Financial investments-available for sale | 8,353,070,223                    | -                 | -              | 1,530,000      | 8,354,600,222  |
|        | Financial investments-held to maturity   | 6,815,108                        | 427,335           | 133,286,384    | -              | 140,528,827    |
|        | Other assets                             | 49,038,557                       | -                 | -              | -              | 49,038,557     |
|        | Total financial assets                   | 46,830,538,465                   | 6,602,722,346     | 13,502,818,276 | 3,988,404,182  | 70,924,483,269 |
|        | Liabilities                              |                                  |                   |                |                |                |
|        | Due to banks                             | 3,619,712,655                    | 2,265,055,119     | 1,060,480,904  | -              | 6,945,248,678  |
|        | Repurchased agreements                   | 8,078,804,584                    | 163,746,825       | -              | -              | 8,242,551,419  |
|        | Due to other customers                   | 25,053,303,050                   |                   | 677,182,164    | 287.698        | 38,105,177,290 |
|        | Other liabilities                        | 547,594,100                      | 406,598,974       | -              | -              | 954,193,074    |
|        | Total financial liabilities              | 37,299,414,389                   |                   | 1,737,663,068  | 287.698        | 54,247,170,451 |
|        | Maturity Gap                             | 9,531,124,076                    |                   | 11,765,155,208 |                | 16,677,312,818 |
|        | Cumulative Gap                           | 9,531,124,076                    | ,                 | 12,689,196,334 |                | -              |
|        |  |                                  |                   |                |                |                |
|        | 2014                                     |                                  |                   |                |                |                |
|        | Assets                                   |                                  |                   |                |                |                |
|        | Cash and balances with banks             | 2,408,571,810                    | -                 | -              | -              | 2,408,571,810  |
|        | Repurchased agreements                   | 10,543,106,240                   | -                 | -              | -              | 10,543,106,240 |
|        | Balances with banks                      | 73,994,788                       | -                 | -              | -              | 73,994,788     |
|        | Derivative financial instruments         | 4,150,249                        | -                 | -              | -              | 4,150,249      |
|        | Financial assets-held for trading        | 2,584,471,476                    | -                 | -              | -              | 2,584,471,476  |
|        | Loans and receivables to other customers | 17,245,103,589                   | 3,827,546,447     | 6,221,123,176  |                | 27,944,771,839 |
|        | Deep Discounted Bond                     | -                                | -                 | -              | 3,458,108,968  | 3,458,108,968  |
|        | Financial investments-available for sale | 667,004,510                      | 979,151,211       | -              | 1,530,000      | 1,647,685,721  |
|        | Financial investments-held to maturity   | 6,815,107                        | 424,617           | 132,845,383    | -              | 140,085,107    |
|        | Other assets                             | 3,029,400                        | 270,000           | 12,738,720     | 424,100        | 16,462,220     |
|        | Total financial assets                   | 33,536,247,169                   | 4,807,392,276     | 6,366,707,279  | 4,111,061,694  | 48,821,408,418 |
|        | Liabilities                              |                                  |                   |                |                |                |
|        | Due to banks                             | 1,993,918,881                    | 38,470,025        | 64,610,836     | -              | 2,096,999,742  |
|        | Repurchased agreements                   | 1,116,489,292                    |                   |                |                |                |
|        | Due to other customers                   | 17,768,364,396                   | 9,743,704,417     | - 707,944,192  |                | .,,            |
|        | Other liabilities                        |                                  |                   | , ,            | - 114,999,290  | 28,335,012,300 |
|        |  | 410,551,976                      | 154,737,773       | 290,387,978    |                | 855,677,726    |
|        | Total financial liabilities              | 21,289,324,545<br>12,246,922,625 | 9,936,912,215     |                |                | 32,404,179,060 |
|        | Maturity Gap                             |                                  | (5,129,519,939)   | 5,303,764,274  |                | 16,417,229,359 |
|        | Cumulative Gap                           | 12,246,922,625                   | 1,111,402,000     | 12,421,166,960 | 10,417,229,359 | -              |



| GROUP - MATURITY ANALYSIS OF FIN/        | ANCIAL ASSETS & | LIABILITIES                             |                |                 |                |
|--|-----------------|---|----------------|-----------------|----------------|
| As at 31 December                        | Less than       | 3 to 12                                 | 1 to 5         | Over            |                |
|  | 3 months        | months                                  | years          | 5 years         | Total          |
|  |                 |   |                |                 |                |
| 2015                                     |                 |   |                |                 |                |
| Assets                                   |                 |   |                |                 |                |
| Cash and balances with banks             | 3,015,496,750   | -                                       | -              | -               | 3,015,496,750  |
| Reverse re-purchase agreements           | 1,619,467,074   | -                                       | -              | -               | 1,619,467,074  |
| Placements with banks                    | 294,074,296     | -                                       | -              | -               | 294,074,296    |
| Derivative financial instruments         | 10,621,429      | -                                       | -              | -               | 10,621,429     |
| Financial assets-held for trading        | 8,463,807,409   | -                                       | -              | -               | 8,463,807,409  |
| Loans and receivables Banks              | -               | -                                       | 16,004,324     | -               | 16,004,324     |
| Loans and receivables to other customers | 25,857,327,629  | 7,086,448,323                           | 14,969,719,350 | 1,419,079,824   | 49,332,575,126 |
| Other loans and receivables              | 1,426,100,083   | 338,544,686                             | 1,405,943,798  | 1,780,685,198   | 4,951,273,765  |
| Financial investments-available for sale | 8,506,460,709   | -                                       | 32,098,346     | -               | 8,538,559,055  |
| Financial investments-held to maturity   | 6,815,108       | 427,335                                 | 133,286,384    | -               | 140,528,827    |
| Other assets                             | 75,136,055      | -                                       | -              | -               | 75,136,055     |
| Total financial assets                   | 49,275,306,543  | 7.425.420.344                           | 16,557,052,202 | 3.199.765.022   | 76,457,544,110 |
|  | ,,,             |   |                | -,,,            | , , ,          |
| Liabilities                              |                 |   |                |                 |                |
| Due to banks                             | 3,830,851,823   | 2,265,055,119                           | 1,060,480,903  | -               | 7,156,387,845  |
| Repurchased agreements                   | 7,830,786,240   | 163,746,824                             | -              | -               | 7,994,533,065  |
| Due to other customers                   | 25,996,007,974  | 13,946,303,203                          | 2,133,990,917  | 287,698         | 42,076,589,792 |
| Other borrowed funds                     | 163,465,597     | 606,043,267                             | 511,575,897    | -               | 1,281,084,761  |
| Other liabilities                        | 810,819,244     | 406,598,975                             | -              | -               | 1,217,418,219  |
| Total financial liabilities              |                 | 17,387,747,388                          | 3,706,047,717  | 287.698         | 59,726,013,682 |
| Maturity Gap                             | 10,643,375,665  |   | 12,851,004,483 |                 | 16,731,530,428 |
| Cumulative Gap                           | 10,643,375,665  | ( , , , , , , , , , , , , , , , , , , , | 13,532,053,104 |                 | -              |
| •  | , , , ,         |   |                |                 |                |
| 2014                                     |                 |   |                |                 |                |
| Assets                                   |                 |   |                |                 |                |
| Cash and balances with banks             | 2,689,337,456   | -                                       | -              | -               | 2,689,337,456  |
| Reverse repurchased agreements           | 10,642,158,185  | -                                       | -              | -               | 10,642,158,185 |
| Placements with banks                    | 186,430,108     | -                                       | -              | -               | 186,430,108    |
| Derivative financial instruments         | 4,150,249       | -                                       | -              | -               | 4,150,249      |
| Financial assets-held for trading        | 2,584,471,476   | -                                       | -              | -               | 2,584,471,476  |
| Loans and receivables Banks              | -               | -                                       | 16,004,324     | -               | 16,004,324     |
| Loans and receivables to other customers | 18,544,358,038  | 4,236,609,351                           | 7,781,955,707  | 655,136,074     |                |
| Other loans and receivables              | 61,970          | -                                       | 18,089,011     | 3,458,338,968   | 3,476,489,949  |
| Financial investments-available for sale | 667,004,510     | 1,096,637,805                           | 1,209,083      | 35,898,808      | 1,800,750,206  |
| Financial investments-held to maturity   | 6,815,108       | 424,617                                 | 132,845,383    | -               | 140,085,108    |
| Other assets                             | 15,378,958      | 270,000                                 | 12,738,720     | 424,100         | 28,811,778     |
| Total financial assets                   | 35,340,166,057  | 5,333,941,773                           | 7,962,842,228  |                 | 52,786,748,009 |
|  | 00,010,100,001  | 0,000,011,110                           | 1,002,012,220  | 1,110,101,000   | 02,100,110,000 |
| Liabilities                              |                 |   |                |                 |                |
| Due to banks                             | 2,049,163,136   | 38,470,025                              | 64,610,836     | -               | 2,152,243,997  |
| Repurchased agreements                   | 1,095,693,980   | -                                       | -              | -               | 1,095,693,980  |
| Due to other customers                   |                 | 10,949,267,152                          | 1,621,441,724  | 114,999.296     | 30,849,970,973 |
| Other borrowed funds                     | 183,360,013     | 398,941,920                             | 262,783,404    | -               | 845,085,337    |
| Other liabilities                        | 410,551,976     | 154,737,773                             | 290,387,978    | -               | 855,677,726    |
| Total financial liabilities              | 21,903,031,906  | 11,541,416,869                          | 2,239,223,942  | 114,999,296     |                |
| Maturity Gap                             | 13,437,134,150  | (6,207,475,096)                         |                |                 | 16,988,075,994 |
| Cumulative Gap                           | 13,437,134,150  |   |                | 16,988,075,994  |                |
| Junulative Jap                           | 10,407,104,100  | 1,223,003,004                           | 12,300,211,040 | 10,000,070,0994 | -              |

## NOTES TO THE Contractual Maturities of Commitments and Contingencies

The table below shows the contractual expiry by maturity of the bank's contingent liabilities and commitments.

Each undrawn loan commitment is included in the time band containing the earliest date it can be drawn down. For issued financial guarantee contracts, the maximum amount of the guarantee is allocated to the earliest period in which the guarantee could be called.

| BANK & GROUP                               | Total          | On demand      | 0-3M           | 3-12M         | 1-5Y        | <5Y        |
|--|----------------|----------------|----------------|---------------|-------------|------------|
| As at 31 December 2015                     | Rs.            | Rs.            | Rs.            | Rs.           | Rs.         | Rs.        |
| Commitments                                |                |                |                |               |             |            |
| Undrawn OD                                 | 1,258,676,287  | 1,258,676,287  |                |               |             |            |
| Commitments for Un-utilised Facilities     | 18,531,401,750 | 18,531,401,750 |                |               |             |            |
| Sub Total                                  | 19,790,078,037 | 19,790,078,037 |                |               |             |            |
|  | 13,130,010,001 | 13,130,010,001 |                |               |             |            |
| Acceptances                                | 707,571,076    | 230,086,228    | 465,878,721    | 11,606,127    | -           | -          |
| Guarantees                                 | 3,404,819,723  | 614,381,671    | 741,929,168    | 1,276,996,081 | 771,512,803 | -          |
| Documentary Credit                         | 2,151,474,153  | 123,209,631    | 1,686,408,384  | 341,856,138   | -           | -          |
| Bills for Collection                       | 204,495,780    | 100,423,542    | 66,681,740     | 37,390,498    | -           | -          |
| Others                                     | 3,280,214,635  | -              | 3,113,491,664  | 21,035,662    | 92,900,268  | 52,787,041 |
| Cheque pending for realisation             | 576,309,106    | 576,309,106    | -              | -             | -           | -          |
| Sub Total                                  | 10,324,884,473 | 1,644,410,178  | 6,074,389,677  | 1,688,884,506 | 864,413,071 | 52,787,041 |
| Spot Purchase                              | 205,294,646    | -              | 205,294,646    |               |             |            |
| Spot Sold                                  | 205,282,158    | -              | 205,282,158    | -             | -           | -          |
| Sub Total                                  | 410,576,804    | -              | 410,576,804    | -             | -           | -          |
|  | , ,            |                | , ,            |               |             |            |
| Forward Contracts Bought                   | 2,756,856,647  | -              | 2,756,856,647  | -             | -           | -          |
| Forward Contracts Sold                     | 2,763,543,286  | -              | 2,763,543,286  | -             | -           | -          |
| Sub Total                                  | 5,520,399,933  | -              | 5,520,399,913  | -             | -           | -          |
| Total Commitments and Contingent Liability | 36,045,939,247 | 21,434,488,215 | 12,005,366,414 | 1,688,884,506 | 864,413,071 | 52,787,041 |

| BANK & GROUP                               | Total          | On demand      | 0-3M          | 3-12M         | 1-5Y        | <5Y        |
|--|----------------|----------------|---------------|---------------|-------------|------------|
| As at 31 December 2014                     | Rs.            | Rs.            | Rs.           | Rs.           | Rs.         | Rs.        |
| Commitments                                |                |                |               |               |             |            |
| Undrawn OD                                 | 1,411,349,342  | 1,411,349,342  | -             | -             | -           | -          |
| Commitments for Unutilised Facilities      | 13,770,996,759 | 13,770,996,759 | -             | -             | -           | -          |
| Sub Total                                  | 15,182,346,101 | 15,182,346,101 | -             | -             | -           | -          |
| Acceptances                                | 541,477,751    | 262,173,933    | 239,732,014   | 39,571,805    | -           | -          |
| Guarantees                                 | 3,561,670,921  | 724,064,812    | 1,066,477,587 | 1,113,876,807 | 657,251,715 | -          |
| Documentary Credit                         | 695,142,751    | 70,940,657     | 535,382,051   | 88,820,043    | -           | -          |
| Bills for Collection                       | 299,403,287    | 223,723,875    | 75,679,412    | -             | -           | -          |
| Others                                     | 1,936,109,179  | 400,000,000    | 1,350,921,085 | 20,408,820    | 90,131,931  | 74,647,344 |
| Cheque pending for realisation             | 357,734,796    | 357,734,796    |               |               |             |            |
| Sub Total                                  | 7,391,538,686  | 2,038,638,072  | 3,268,192,150 | 1,262,677,475 | 747,383,645 | 74,647,344 |
| Spot Purchase                              | 67,755,400     | 67,755,400     | -             | -             | -           | -          |
| Spot Sold                                  | 67,280,997     | 67,280,997     | -             | -             | -           | -          |
| Sub Total                                  | 135,036,397    | 135,036,397    | -             | -             | -           | -          |
| Forward Contracts Bought                   | 741,811,165    | 741,811,165    | -             | -             | -           |            |
| Forward Contracts Sold                     | 738,181,692    | 738,181,692    | -             | -             | -           |            |
| Sub Total                                  | 1,479,992,857  | -              | 1,479,992,857 | -             | -           | -          |
| Total Commitments and Contingent Liability | 24,188,914,041 | 17,356,020,570 | 4,748,185,007 | 1,262,677,475 | 747,383,645 | 74,647,344 |

## 45.4 Market risk

Market risk is the risk that the fair value or future cash flows of financial instruments will fluctuate due to changes in market risk factors such as interest rates, foreign exchange rates and equity prices. The bank classifies exposures to market risk into either trading or non-trading portfolios and manages each of those portfolios separately. The market risk for the trading portfolio is marked to market on a daily basis. Non-trading positions are managed and monitored using other sensitivity analyses on a monthly basis.



45.4.1 Market risk - trading (including financial assets and financial liabilities designated at fair value through profit or loss)

The trading book is marked to market on a daily basis by the Treasury Mid Office (TMO) whose independent from Treasury front office and is reporting to the Head of risk management. Various Board approved limits such as dealer wise limits etc are also monitored on a daily basis by TMO,

45.4.2 Market risk-non-trading

#### Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows or the fair values of financial instruments impacting the P&L and the economic value of equity. The Board has established limits on the non-trading interest rate gaps for stipulated periods.

The sensitivity of the income statement is the effect of the assumed changes in interest rates on the profit or loss for a year. The total sensitivity of equity is based on the assumption that there are parallel shifts in the yield curve.

#### Interest Rate Sensitivity Analysis

The following table demonstrates the sensitivity of the bank's profit before tax to a reasonable possible changes in interest rate with all other variables held constant.

|                            | Increase/Decrease in<br>basis points | Effect on<br>profit before tax |
|----------------------------|--------------------------------------|--------------------------------|
| Rate Sensitive Assets      | 100 / (100)                          | 318 Mn / (318 Mn)              |
| Rate Sensitive Liabilities | 100 / (100)                          | (373 Mn) / 373 Mn              |
| Net Effect                 |                                      | (54 Mn) / 54 Mn                |

The table below analyses the Bank's interest rate risk exposure on assets and liabilities. The Bank's assets and liabilities are included at carrying amount and categorised by the earlier of contractual re-pricing or maturity dates.

| BANK - INTEREST SENSITIVITY AN            | ALYSIS OF FINAN | NCIAL ASSETS    | & FINANCIAL     | LIABILITIES    |             |                |
|---|-----------------|-----------------|-----------------|----------------|-------------|----------------|
| As at 31 December 2015                    | Carrying        | Less than       | 3 to 12         | 1 to 5         | Over        | Non-interest   |
|   | Amount          | 3 months        | months          | years          | 5 years     | bearing        |
| Assets                                    |                 |                 |                 |                |             |                |
| Cash and balances with banks              | 2,811,324,545   | -               | -               | -              | -           | 2,811,324,545  |
| Reverse repurchased agreements            | 1,513,425,321   | 1,513,425,321   | -               | -              | -           | -              |
| Placements with banks                     | 284,078,387     | 284,078,387     | -               | -              | -           | -              |
| Derivative Financial Instruments          | 10,621,429      | -               | -               | -              | -           | 10,621,429     |
| Financial assets held for trading         | 8,463,807,409   | 322,788,701     | 79,999,987      | 76,027,985     | -           | 7,984,990,736  |
| Loans and receivables to other customers  | 40,095,331,952  | 23,720,718,435  | 5,948,475,303   | 9,485,576,703  | 940,561,511 | -              |
| Other loans and receivables               | 5,721,549,058   | 1,426,100,083   | 338,544,686     | 3,956,904,289  | -           | -              |
| Financial investments -available for sale | 8,356,130,222   | 2,991,054,247   | 2,307,636,097   | 3,004,588,698  | 51,321,180  | 1,530,000      |
| Financial investments-held to maturity    | 140,528,827     | 6,815,108       | 427,335         | 133,286,384    | -           | -              |
| Other assets                              | 49,038,557      | -               | -               | -              | -           | 49,038,557     |
| Total financial assets                    | 67,445,835,707  | 30,264,980,282  | 8,675,083,408   | 16,656,384,059 | 991,882,691 | 10,857,505,267 |
| Liabilities                               |                 |                 |                 |                |             |                |
| Due to banks                              | 6,945,248,678   | 3,619,712,655   | 2,265,055,119   | 1,060,480,904  | -           | -              |
| Repurchased agreements                    | 8,242,551,409   | 8,078,804,585   | 163,746,824     | -              | -           | -              |
| Due to other customers                    | 37,652,508,137  | 22,086,492,718  | 12,039,120,566  | 592,598,729    | 287,699     | 2,934,008,425  |
| Other liabilities                         | 954,193,074     | -               | -               | -              | -           | 954,193,075    |
| Total financial liabilities               | 53,794,501,298  | 33,785,009,958  | 14,467,922,509  | 1,653,079,633  | 287,699     | 3,333,201,500  |
| Interest Rate Sensitivity GAP             | 13,651,334,409  | (3,520,029,674) | (5,792,839,101) | 15,003,304,426 | 991,594,992 | 6,969,303,767  |

NOTES TO THE FINANCIAL

**STATEMENTS** 

| BANK - INTEREST SENSITIVITY ANALY | SIS OF FINANCIAL ASS | SETS & FINANCIA | AL LIABILITIES |        |         |              |
|-----------------------------------|----------------------|-----------------|----------------|--------|---------|--------------|
| As at 31 December 2014            | Carrying             | Less than       | 3 to 12        | 1 to 5 | Over    | Non-interest |
|                                   | Amount               | 3 months        | months         | years  | 5 years | bearing      |

#### Assets

| 733013                                   |                |                |               |               |               |               |
|--|----------------|----------------|---------------|---------------|---------------|---------------|
| Cash and balances with banks             | 2,408,571,810  | -              | -             | -             | -             | 2,408,571,810 |
| Reverse repurchased agreements           | 10,543,106,240 | 10,543,106,240 | -             | -             | -             | -             |
| Placements with banks                    | 73,994,788     | 73,994,788     | -             | -             | -             | -             |
| Derivative Financial Instruments         | 4,150,249      | -              | -             | -             | -             | 4,150,249     |
| Financial assets held for trading        | 2,584,471,476  | 17,207,777     | 562,448,761   | 102,697,161   | -             | 1,902,117,776 |
| Loans and receivables to other customers | 25,944,569,911 | 17,107,677,448 | 3,599,383,249 | 4,826,674,368 | 410,834,846   | -             |
| Other loans and receivables              | 2,470,115,184  | -              | -             | -             | 2,470,115,184 | -             |
| Financial investments-available for sale | 1,647,685,722  | 667,004,510    | 979,151,211   | -             | -             | 1,530,000     |
| Financial investments-held to maturity   | 140,027,415    | 6,815,108      | 424,617       | 132,787,690   | -             | -             |
| Other assets                             | 16,462,221     | -              | -             | -             | -             | 16,462,221    |
| Total financial assets                   | 45,833,155,013 | 28,415,805,871 | 5,141,407,839 | 5,062,159,219 | 2,880,950,029 | 4,332,832,055 |

## Liabilities

| Due to banks                           | 2,090,587,725  | 1,994,057,927  | 35,115,763      | 61,414,034    | -             | -             |
|--|----------------|----------------|-----------------|---------------|---------------|---------------|
| Cash collateral on securities lent and |                |                |                 |               |               |               |
| reverse repurchased agreements         | 1,116,489,292  | 1,116,489,292  | -               | -             | -             | -             |
| Due to other customers                 | 27,808,891,340 | 15,462,892,112 | 9,432,410,745   | 614,869,904   | 92,177,282    | 2,206,541,297 |
| Other liabilities                      | 855,677,726    | -              | -               | -             | -             | 855,677,726   |
| Total financial liabilities            | 31,871,646,083 | 18,573,439,331 | 9,467,526,508   | 676,283,938   | 92,177,282    | 3,062,219,023 |
| Interest Rate Sensitivity GAP          | 13,961,508,930 | 9,842,366,540  | (4,326,118,670) | 4,385,875,281 | 2,788,772,747 | 1,270,613,032 |
|  |                |                |                 |               |               |               |

| GROUP - INTEREST SENSITIVITY ANALY       | SIS OF FINANCIAL | ASSETS & FIN/   | ANCIAL LIABILIT | IES            |             |                |
|--|------------------|-----------------|-----------------|----------------|-------------|----------------|
| As at 31 December 2015                   | Carrying         | Less than       | 3 to 12         | 1 to 5         | Over        | Non-interest   |
|  | Amount           | 3 months        | months          | years          | 5 years     | bearing        |
|  |                  |                 |                 |                |             |                |
| Assets                                   |                  |                 |                 |                |             |                |
| Cash and balances with banks             | 3,015,496,750    | 209,942,545     | -               | -              | -           | 2,805,554,205  |
| Reverse repurchased agreements           | 1,619,467,074    | 1,619,467,074   | -               | -              | -           | -              |
| Placements with banks                    | 294,074,296      | 284,078,387     | -               | -              | -           | 9,995,909      |
| Derivative Financial Instruments         | 10,621,429       | -               | -               | -              | -           | 10,621,429     |
| Financial assets held for trading        | 8,463,807,409    | 322,788,700     | 79,999,987      | 76,027,986     | -           | 7,984,990,736  |
| Loans and receivables to Banks           | 16,004,324       | -               | -               | 16,004,324     | -           | -              |
| Loans and receivables to other customers | 45,450,313,621   | 25,263,704,717  | 6,771,173,300   | 12,473,622,164 | 941,813,440 | -              |
| Other loans and receivables              | 4,951,273,765    | 1,426,100,084   | 338,544,686     | 3,186,628,995  | -           | -              |
| Financial investments-available for sale | 8,538,559,055    | 2,991,054,248   | 2,307,636,097   | 3,004,588,698  | 51,321,181  | 183,958,831    |
| Financial investments-held to maturity   | 140,528,827      | 6,815,108       | 427,335         | 133,286,384    | -           | -              |
| Other assets                             | 75,136,055       | -               | -               | -              | -           | 75,136,055     |
| Total financial assets                   | 72,575,282,605   | 32,123,950,863  | 9,497,781,405   | 18,890,158,551 | 993,134,621 | 11,070,257,208 |
|  |                  |                 |                 |                |             |                |
| Liabilities                              |                  |                 |                 |                |             |                |
| Due to banks                             | 7,156,387,845    | 3,619,712,655   | 2,265,055,119   | 1,060,480,904  | -           | 211,139,167    |
| Repurchased agreements                   | 7,994,533,064    | 7,830,786,240   | 163,746,825     | -              | -           | -              |
| Due to other customers                   | 41,623,920,639   | 24,559,793,158  | 13,687,987,526  | 441,843,830    | 287,698     | 2,934,008,425  |
| Other borrowed funds                     | 1,281,084,761    | 163,465,597     | 606,043,267     | 511,575,897    | -           | -              |
| Other liabilities                        | 1,217,418,219    | -               | -               | -              | -           | 1,217,418,219  |
| Total financial liabilities              | 59,273,344,528   | 36,173,757,650  | 16,722,832,737  | 2,013,900,631  | 287,698     | 4,362,565,813  |
|  |                  |                 |                 |                |             |                |
| Interest Rate Sensitivity GAP            | 13,301,938,077   | (4,049,806,787) | (7,225,051,331) | 16,876,257,920 | 992,846,923 | 6,707,691,395  |



| GROUP -INTEREST SENSITIVITY ANALYS       | SIS OF FINANCIAL | ASSETS & FINA  | NCIAL LIABILITI | ES            |             |               | NOTES TO |
|--|------------------|----------------|-----------------|---------------|-------------|---------------|----------|
|  | Carrying         | Less than      | 3 to 12         | 1 to 5        | Over        | Non-interest  | FINANCIA |
|  | Amount           | 3 months       | months          | years         | 5 years     | bearing       | STATEME  |
|  |                  |                |                 |               |             |               |          |
| As at 31 December 2014                   |                  |                |                 |               |             |               |          |
| Assets                                   |                  |                |                 |               |             |               |          |
| Cash and balances with banks             | 2,689,337,456    | 290,474,542    | -               | -             | -           | 2,398,862,914 |          |
| Reverse repurchased agreements           | 10,642,158,185   | 10,642,158,185 | -               | -             | -           | -             |          |
| Placements with banks                    | 186,430,108      | 173,994,788    | -               | -             | -           | 12,435,319    |          |
| Derivatives                              | 4,150,249        | -              | -               | -             | -           | 4,150,249     |          |
| Financial assets held for trading        | 2,584,471,476    | 17,207,777     | 562,448,761     | 102,697,161   | -           | 1,902,117,776 |          |
| Loans and receivables to Banks           | 16,004,324       | -              | -               | 16,004,324    | -           | -             |          |
| Loans and receivables to other customers | 29,217,857,241   | 18,406,931,897 | 4,008,446,152   | 6,387,506,898 | 414,972,294 | -             |          |
| Other loans and receivables              | 1,649,133,891    | -              | -               | 1,648,903,891 | -           | 230,000       |          |
| Financial investments-available for sale | 1,800,750,206    | 667,004,510    | 979,151,211     | -             | 10,553,023  | 144,041,462   |          |
| Financial investments-held-to-maturity   | 140,027,415      | 6,815,108      | 424,617         | 132,787,690   | -           | -             |          |
| Other assets                             | 28,811,778       | -              | -               | -             | -           | 28,811,778    |          |
| Total financial assets                   | 48,959,132,329   | 30,204,586,807 | 5,550,470,741   | 8,287,899,964 | 425,525,317 | 4,490,649,498 |          |

| Liabilities                   |                |                |                 |               |             |               |
|-------------------------------|----------------|----------------|-----------------|---------------|-------------|---------------|
| Due to banks                  | 2,145,831,980  | 2,032,383,171  | 35,115,763      | 61,414,034    | -           | 16,919,011    |
| Repurchased agreements        | 1,095,693,980  | 1,095,693,980  | -               | -             | -           | -             |
| Due to other customers        | 30,232,850,012 | 15,947,145,995 | 10,533,175,282  | 1,528,367,437 | 92,177,282  | 2,202,984,016 |
| Other borrowed funds          | 845,085,337    | 114,845,608    | 398,941,920     | 262,783,404   | -           | 68,514,406    |
| Other liabilities             | 855,677,726    | -              | -               | -             | -           | 855,677,726   |
| Total financial liabilities   | 35,175,139,036 | 19,190,068,754 | 10,967,232,965  | 1,852,564,875 | 92,177,282  | 3,144,095,159 |
|                               |                |                |                 |               |             |               |
| Interest Rate Sensitivity GAP | 13,783,993,293 | 11,014,518,054 | (5,416,762,224) | 6,435,335,089 | 333,348,035 | 1,346,554,339 |

## Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Board has set limits on positions by currency. In accordance with the bank's policy, positions are monitored on a daily basis and hedging strategies are used to ensure positions are maintained within established limits. Following table illustrate the change to the Bank's capital adequacy ratio (CAR) due to the volatility in exchange rate.

| ADJUSTED CAR FOR THE POSSIBLE EXCHAN | GE RATE MOVEMENTS                |       |       |       |  |  |
|--------------------------------------|----------------------------------|-------|-------|-------|--|--|
|                                      | Revised Car After Stress Testing |       |       |       |  |  |
| If Exchange Rate Moves Down by       | Current                          | 5%    | 10%   | 15%   |  |  |
| Bank Tier 01 Ratio                   | 24.44                            | 23.43 | 24.42 | 24.41 |  |  |
| UBC Total CAR                        | 23.99                            | 23.98 | 23.97 | 23.96 |  |  |

## ADJUSTED CAR FOR THE POSSIBLE EXCHANGE RATE MOVEMENTS

|                              | Revised Car After Stress Testing |       |       |       |  |  |
|------------------------------|----------------------------------|-------|-------|-------|--|--|
| If Exchange Rate Moves Up by | Current                          | 5%    | 10%   | 15%   |  |  |
| Bank Tier 01 Ratio           | 24.44                            | 24.45 | 24.47 | 24.48 |  |  |
| UBC Total CAR                | 23.99                            | 24.01 | 24.02 | 24.03 |  |  |

## Foreign currency Sensitivity

The following table demonstrate the sensitivity to profit before tax to a reasonable possible changes in exchange rates, with all other variable held constant.

|      | Change in foreign<br>currency rate | Net Open Position<br>(Before currency<br>sensitivity) | Net Open Position (After currency sensitivity) | Effect on profit before tax |
|------|------------------------------------|---|--|-----------------------------|
| 2015 | 5% / -5%                           | 193 Mn  | 202 Mn   | 9.6 Mn                      |

## Equity price risk

Equity price risk is the risk that the fair value of equities decreases as the result of changes in the level of equity indices and individual stocks.

## Country Risk

Country risk is the risk that an occurrence within a country could have an adverse effect on the Group directly by impairing the value of the Group or indirectly through an obligor's inability to meet its obligations to the Group.

Generally, these occurrences relate, but are not limited to sovereign events such as defaults or restructuring; political events such as contested elections; restrictions on currency movements; non-market currency convertibility; regional conflicts; economic contagion from other events such as sovereign default issues or regional turmoil; banking and currency crisis; and natural disasters.

## Geographical Analysis - Group

|           | As at 31 I  | December 2015       | As at 31 Dece | ember 2014  |
|-----------|-------------|---------------------|---------------|-------------|
|           | Financial   | Financial Financial |               | Financial   |
|           | Assets      | Liability           | Assets        | Liability   |
|           |             |                     |               |             |
| ASIA      | 88,284,448  | -                   | -             | 59,466,467  |
| EUROPE    | 25,752,692  | 1,579,757           | 24,370,807    | -           |
| AMERICA   | 128,611,521 | 31,575,602          | 200,764,640   | 82,286,965  |
| AUSTRALIA | 2,553,033   | -                   | 2,758,777     | -           |
| Total     | 245,201,695 | 33,155,359          | 227,894,224   | 141,753,431 |

Except for the above, the bank does not carry any other Financial Asset or Financial Liability outside Sri Lanka.

## 45.6 Operational risk

Operational risk is the risk of loss arising from systems failure, human error, fraud or external events. When controls fail to operate effectively, operational risks can cause damage to reputation, have legal or regulatory implications, or lead to financial loss. The bank cannot expect to eliminate all operational risks, but it endeavours to manage these risks through a control framework and by monitoring and responding to potential risks. Controls include effective segregation of duties, access, authorization and reconciliation procedures, staff education and assessment processes, such as the use of internal audit.

Please refer the Risk Management section of this Annual report for more information.

## 46. CAPITAL

The Bank maintains an actively managed capital base to cover risks inherent in the business and meet the capital adequacy requirements of the local banking supervisor, Central Bank of Sri Lanka. The adequacy of the Bank's capital is monitored using, among other measures, the rules and ratios established by the Basel Committee on Banking supervision.

During the past year, the Bank had complied in full with all its externally imposed capital requirements.

## Capital management

The primary objective of the Bank's capital requirement policy is to ensure that the Bank complies with externally imposed capital requirements and maintains strong credit ratings and healthy capital ratios in order to support its business and to maximize shareholder value.

The Bank manages its capital structure and makes adjustments to it according to changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Bank may adjust the amount of dividend payment to shareholders.

| Rs'000   | Quarter 1  | Quarter 2  | Quarter 3  | Quarter 4          | QUARTERLY   |
|--|------------|------------|------------|--------------------|-------------|
| For the Quarter ended                                      |            |            |            |                    | PERFORMANCE |
| Net Interest Income  | 527,935    | 511,392    | 498,377    | 102 000            | OF THE      |
| Non Interest Income  | 134,563    | 176,426    | 223,705    | 483,998<br>283,076 | BANK 2015   |
| Less:  | 134,000    | 170,420    | 223,703    | 203,070            |             |
| Impairment   | 58,452     | 48,404     | 29,994     | 39,879             |             |
| Non Interest Expenses                                      | 546,123    | 562,686    | 596,877    | 628,919            |             |
| Operating Profit Before VAT and Corporate Tax              | 57,922     | 76,728     | 95,211     | 98,276             |             |
| Operating Profit After Corporate Tax                       | 25,095     | 34,985     | 56,590     | 76,028             |             |
|  | 20,000     | 04,000     | 00,000     | 10,020             |             |
| As At the Quarter ended                                    |            |            |            |                    |             |
| Total Assets   | 49,441,888 | 55,825,191 | 64,948,146 | 71,005,488         |             |
| Loans and Receivables to other customers                   | 29,258,427 | 33,092,717 | 38,065,311 | 40,095,332         |             |
| Equity Capital and reserves                                | 16,773,753 | 16,811,216 | 16,865,232 | 16,922,176         |             |
|  |            |            |            |                    |             |
| Regulatory Capital Adequacy                                |            |            |            |                    |             |
| Core Capital Adequacy Ratio, as % of Risk Weighted Assets  |            |            |            |                    |             |
| (Minimum Requirement, 5%)                                  | 38.11%     | 33.20%     | 28.29%     | 23.55%             |             |
| Total Capital Adequacy Ratio, as % of Risk Weighted Assets |            |            |            |                    |             |
| (Minimum Requirement, 10%)                                 | 37.42%     | 32.59%     | 27.77%     | 23.11%             |             |
|  |            |            |            |                    |             |
| Assets Quality   |            |            |            |                    |             |
| Gross Non-Performing Advances Ratio, % (net of interest in |            | 4.070/     | 1.010/     | 0 550/             |             |
| suspense)  | 5.75%      | 4.87%      | 4.01%      | 3.55%              |             |
| Net-Non Performing Advances,%(net of interest in           | 4.070/     | 0.000/     | 0.100/     | 0.000/             |             |
| suspense and provision)                                    | 4.97%      | 3.99%      | 3.16%      | 2.69%              |             |
| Regulatory Liquidity                                       |            |            |            |                    |             |
| Statutory Liquid Assets, Ratio (Mininmum Requirement, 20%) |            |            |            |                    |             |
| Domestic Banking Unit                                      | 46.06%     | 26.97%     | 21.97%     | 21.87%             |             |
| Off-Shore Banking Unit                                     | 22.35%     | 22.92%     | 22.91%     | 22.70%             |             |
|  | 22.0070    | 22.02/0    | 22.0170    | 22.1070            |             |
| Profitability (Annualised)                                 |            |            |            |                    |             |
| Interest Margin  | 4.29%      | 3.97%      | 3.60%      | 3.37%              |             |
| Return on Assets   | 0.28%      | 0.31%      | 0.34%      | 0.34%              |             |
| Return on Equity   | 0.60%      | 0.72%      | 0.93%      | 1.14%              |             |
|  |            |            |            |                    |             |

| TEN YEARS               | DECADE AT A GLANCE                                     | 2015                           | 2014                           | 2013           | 2012                           |  |
|-------------------------|--|--------------------------------|--------------------------------|----------------|--------------------------------|--|
| AT A                    |  | Rs.                            | Rs.                            | Rs.            | Rs.                            |  |
| GLANCE                  |  |                                |                                |                |                                |  |
|                         | Operating Results                                      | SLFRs                          |                                | 4 700 754 000  | 0.040.040.005                  |  |
|                         | Gross Income   | 5,019,258,311                  | 4,546,418,315                  | 4,792,751,683  | 3,942,648,925                  |  |
|                         | Interest Income  | 4,155,483,612                  | 3,972,061,828                  | 4,129,391,151  | 3,444,113,712                  |  |
|                         | Interest Expense<br>Net Interest Income                | 2,133,781,611<br>2,021,702,001 | 2,209,487,241<br>1,762,574,587 | 2,973,676,442  | 2,211,052,866<br>1,233,060,846 |  |
|                         | Exchange Income  | 153,665,165                    | 88,812,833                     | 97,009,143     | 169,701,453                    |  |
|                         | Other Income   | 710,109,533                    | 485,543,653                    | 566,351,389    | 328,833,760                    |  |
|                         | Profit/ (loss ) before Taxation                        | 328,136,811                    | 112,697,368                    | 148,693,932    | 559,237,254                    |  |
|                         | Value Added Tax  | 122,142,851                    | 51,894,352                     | 42,268,878     | 96,262,603                     |  |
|                         | Income Tax   | 13,295,975                     | 3,714,869                      | (6,289,141)    | 149,330,531                    |  |
|                         | Profit/ (loss ) After Income Tax                       | 192,697,985                    | 57,088,147                     | 112,714,195    | 313,644,120                    |  |
|                         |  |                                |                                |                |                                |  |
|                         | Assets   |                                |                                |                |                                |  |
|                         | Cash & Balances with Central Bank                      | 2,811,324,545                  | 2,408,571,810                  | 2,134,479,401  | 2,325,986,601                  |  |
|                         | Investment Securities                                  | -                              | -                              | -              | -                              |  |
|                         | Sri Lanka government securities                        | -                              | -                              | -              | 1,632,053,657                  |  |
|                         | Reverse repurchased agreements                         | 1,513,425,321                  | 10,543,106,240                 | 1,349,743,147  | 601,312,663                    |  |
|                         | Placement with banks                                   | 284,078,387                    | 73,994,788                     | 314,544,739    | 1,601,622,423                  |  |
|                         | Derivative Financial Instruments                       | 10,621,429                     | 4,150,249                      | 1,457,949      | 431.054.402                    |  |
|                         | Financial assets held for trading<br>Bills of Exchange | 8,463,807,409                  | 2,584,471,476                  | 989,205,827    | 431,054,402                    |  |
|                         | Net Loans and Advances                                 | -                              | -                              | -              | -                              |  |
|                         | Loans and receivables to other                         |                                | -                              | -              | -                              |  |
|                         | customers  | 40,095,331,952                 | 25,944,569,911                 | 23,461,925,446 | 20,024,729,288                 |  |
|                         | Other loans and receivables                            | 5,721,549,058                  | 2,470,115,184                  | 2,375,110,753  | 20,024,720,200                 |  |
|                         | Financial investments-available                        |                                | _,,,                           | _,,,           |                                |  |
|                         | for sale   | 8,356,130,222                  | 1,647,685,722                  | 139,555,559    | -                              |  |
|                         | Financial investments-held to                          |                                |                                |                |                                |  |
|                         | maturity   | 140,528,827                    | 140,027,415                    | 1,736,728,300  | 2,285,290,340                  |  |
|                         | Investments in subsidiaries                            | 892,364,489                    | 892,364,489                    | 892,364,489    | 912,364,489                    |  |
|                         | Property, Plant & Equipment                            | 913,814,173                    | 754,548,233                    | 1,025,087,918  | 614,440,620                    |  |
|                         | Goodwill and intangible assets                         | 1,118,199,758                  | 951,749,690                    | 53,951,100     | 39,995,579                     |  |
|                         | Current Tax asset                                      | 208,403,673                    | 149,447,786                    | 94,514,640     | -                              |  |
|                         | Other assets   | 475,909,210                    | 430,318,315                    | 442,293,016    | 354,025,008                    |  |
|                         | Total Assets   | 71,005,488,454                 | 48,995,121,308                 | 35,010,962,285 | 30,822,875,070                 |  |
|                         | Liabilities  |                                |                                |                |                                |  |
|                         | Deposits   |                                |                                |                |                                |  |
|                         | Borrowings & Due to foreign banks                      |                                |                                |                |                                |  |
|                         | Due to banks   | 6,945,248,678                  | 2,090,587,725                  | 163,448,473    | 911,898,460                    |  |
|                         | Derivatives  | -                              | -                              | 2,057,759      | 2,057,759                      |  |
|                         | Repurchased agreements                                 | 8,242,551,409                  | 1,116,489,292                  | 129,449,986    | 499,494,690                    |  |
|                         | Due to other customers                                 | 37,652,508,137                 | 27,808,891,340                 | 28,339,687,162 | 23,142,801,872                 |  |
|                         | Current tax liabilities                                | -                              | -                              | 36,134,098     | 36,134,098                     |  |
|                         | Deferred tax liabilities                               | 30,088,600                     | 25,284,386                     | 23,963,712     | 37,155,236                     |  |
|                         | Other Liabilities                                      | 1,212,915,667                  | 1,203,584,315                  | 897,127,471    | 730,329,174                    |  |
|                         | Total Liabilities                                      | 54,083,312,492                 | 32,244,837,059                 | 29,553,676,804 | 25,359,871,290                 |  |
|                         | Chauchaldeu'a Funda                                    |                                |                                |                |                                |  |
|                         | Shareholder's Funds<br>Share Capital                   | 16 22/ 701 702                 | 16,334,781,723                 | 4,979,791,113  | 4,979,791,113                  |  |
|                         | Share Warrants   | 16,334,781,723<br>65,484,375   | 65,484,375                     | 4,979,791,113  | 4,979,791,113                  |  |
|                         | Reserves   | 521,909,865                    | 350,018,152                    | 477,494,367    | 483,212,668                    |  |
|                         | Total  | 16,922,175,962                 | 16,750,284,250                 | 5,457,285,480  | 5,463,003,781                  |  |
|                         |  | . 0,022, 11 0,002              | .0,100,207,200                 | 5,101,200,100  | 3,100,000,101                  |  |
|                         | Contingencies  |                                |                                |                |                                |  |
|                         | Guarantees   | 3,404,819,723                  | 3,561,670,921                  | 3,320,762,103  | 4,561,468,438                  |  |
|                         | Documentary Credit                                     | 2,151,474,153                  | 695,142,751                    | 1,068,369,433  | 1,618,464,283                  |  |
|                         | Others   | 30,489,645,371                 | 19,932,100,369                 | 16,422,733,333 | 9,359,657,092                  |  |
|                         | Total  | 36,045,939,247                 | 24,188,914,041                 | 20,811,864,868 | 15,539,589,813                 |  |
| 210                     |  |                                |                                |                |                                |  |
| ion Bank of Colombo PLC | Share Information                                      |                                | - · ·                          |                |                                |  |
| Annual Report 2015      | Earnings per share                                     | 0.2                            | 0.1                            | 0.3            | 0.9                            |  |

Union Ba Annual Report 2015 Earnings per share

| 201            |                    | 2009                                | 2008                                | 2007                         | 2006          | TEN YEARS             |
|----------------|--------------------|-------------------------------------|-------------------------------------|------------------------------|---------------|-----------------------|
| Rs             | . Rs.              | Rs.                                 | Rs.                                 | Rs.                          | Rs.           | AT A                  |
|                |                    |                                     |                                     |                              |               | GLANCE                |
| 2,523,138,664  | 4 2,078,120,074    | 2,052,704,053                       | 1,935,829,061                       | 1,311,123,307                | 1,000,773,915 |                       |
| 2,083,742,198  | 3 1,771,976,557    | 1,855,783,799                       | 1,750,332,385                       | 1,155,289,418                | 851,527,221   |                       |
| 1,102,214,847  | 7 997,841,287      | 1,392,872,704                       | 1,387,000,585                       | 912,902,139                  | 591,520,173   |                       |
| 981,527,35     | 774,135,270        | 462,911,095                         | 363,331,800                         | 242,387,279                  | 260,007,048   |                       |
| 81,375,306     | 6 48,204,897       | 39,728,046                          | 44,404,151                          | 36,530,449                   | 32,396,218    |                       |
| 358,021,160    |                    | 157,192,208                         | 141,092,525                         | 119,303,440                  | 116,850,476   |                       |
| 534,028,312    |                    | 180,451,783                         | 112,104,760                         | 60,316,076                   | 115,413,441   |                       |
| 82,784,786     |                    | 46,468,715                          | 36,659,428                          | 19,351,651                   | 30,565,802    |                       |
| 143,550,243    |                    | 71,842,056                          | 52,343,464                          | 27,548,269                   | 33,732,854    |                       |
| 307,693,283    | 3 149,797,006      | 62,141,012                          | 23,101,868                          | 13,416,156                   | 51,114,785    |                       |
|                |                    |                                     |                                     |                              |               |                       |
| 1,887,571,088  | 3 1,092,431,525    | 1,396,635,110                       | 2,144,048,967                       | 1,855,471,509                | 1,524,976,488 |                       |
| 1,001,011,000  |                    | 4,795,820,729                       | 2,350,343,067                       | 2,032,421,349                | 1,961,317,620 |                       |
| 1,006,065,002  | 2 2,434,526,632    | -                                   | -                                   | -                            |               |                       |
| 245,126,82     |                    | -                                   | -                                   | -                            | -             |                       |
| 1,951,977,62   | 7 943,348,776      | -                                   | -                                   | -                            | -             |                       |
| 148,409        | 9 1,275,208        | -                                   | -                                   | -                            | -             |                       |
| 149,622,004    | 161,205,900        | -                                   | -                                   | -                            | -             |                       |
|                |                    | 330,734,648                         | 121,274,375                         | 111,750,401                  | 114,255,785   |                       |
|                |                    | 7,189,589,535                       | 7,535,680,642                       | 6,542,913,408                | 4,954,947,343 |                       |
|                |                    |                                     |                                     |                              |               |                       |
| 17,292,929,045 | 5 9,919,464,662    | -                                   | -                                   | -                            | -             |                       |
|                |                    |                                     |                                     |                              |               |                       |
|                |                    | _                                   | _                                   | _                            |               |                       |
|                |                    | -                                   |                                     |                              | -             |                       |
| 2,197,453,404  | 2,112,994,811      | -                                   | -                                   | -                            | -             |                       |
| 912,382,009    |                    | -                                   | -                                   | -                            | -             |                       |
| 465,108,037    |                    | 201,581,378                         | 163,031,569                         | 114,236,432                  | 86,709,807    |                       |
| 10,670,522     | 2 4,024,643        | -                                   | -                                   | -                            | -             |                       |
|                |                    | 39,182,113                          | 65,762,470                          | 89,116,311                   | 99,038,775    |                       |
| 272,268,917    | 7 212,906,869      | 352,605,675                         | 299,212,971                         | 414,270,269                  | 317,101,045   |                       |
| 26,391,322,884 | 18,970,453,499     | 14,306,149,188                      | 12,679,354,060                      | 11,160,179,679               | 9,058,346,864 |                       |
|                |                    |                                     |                                     |                              |               |                       |
|                |                    | 11 000 005 007                      |                                     |                              | 7 007 070 700 |                       |
|                |                    | <u>11,963,995,607</u><br>92,396,759 | <u>10,492,076,858</u><br>92,983,345 | 8,932,543,714<br>130,543,576 | 7,807,072,788 |                       |
| 380,999,45     | 320,824,567        | 92,390,739                          | 92,903,343                          |                              | 140,044,309   |                       |
| 1,912,522      |                    | -                                   |                                     |                              | -             |                       |
| 128,288,554    |                    | -                                   | -                                   | -                            | -             |                       |
| 19,754,596,560 | , ,                | -                                   | -                                   | -                            | -             |                       |
| 21,534,610     | ) -                | -                                   | -                                   | -                            | -             |                       |
| 19,661,352     | 5,884,454          | -                                   | -                                   | -                            | -             |                       |
| 885,385,524    | 4 538,351,472      | 650,982,544                         | 613,330,591                         | 766,730,991                  | 356,284,525   |                       |
| 21,192,378,574 | 14,414,047,864     | 12,707,374,910                      | 11,198,390,794                      | 9,829,818,281                | 8,311,401,622 |                       |
|                |                    |                                     |                                     |                              |               |                       |
|                |                    |                                     |                                     |                              |               |                       |
| 4,979,791,113  | 3 4,604,791,113    | 1,813,170,000                       | 1,757,500,000                       | 1,630,000,000                | 1,060,000,000 |                       |
| 010 150 10     | <br>7 (40.005.470) | -                                   | -                                   | (000,600,600)                | (010.054.750) |                       |
| 219,153,197    | ( ,                | (214,395,722)                       | (276,536,734)                       | (299,638,602)                | (313,054,758) |                       |
| 5,198,944,310  | ) 4,556,405,634    | 1,598,774,278                       | 1,480,963,266                       | 1,330,361,398                | 746,945,242   |                       |
|                |                    |                                     |                                     |                              |               |                       |
| 3,046,794,128  | 3 2,540,197,217    | 3,552,649,733                       | 2,633,841,926                       | 1,822,445,064                | 1,251,473,265 |                       |
| 1,057,390,906  |                    | 458,399,214                         | 280,735,267                         | 418,912,792                  | 508,218,821   |                       |
| 9,838,797,844  |                    | 1,614,871,192                       | 862,033,930                         | 865,210,194                  | 498,548,041   |                       |
| 13,942,982,879 |                    | 5,625,920,139                       | 3,776,611,123                       | 3,106,568,050                | 2,258,240,127 |                       |
|                |                    |                                     |                                     |                              |               | 211                   |
|                |                    |                                     |                                     |                              |               |                       |
| 0.9            | 0.6                | 0.4                                 | 0.2                                 | 0.1                          | 0.5           | Union Bank of Colombo |
|                |                    |                                     |                                     |                              |               |                       |

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0.5 Union Bank of Colombo PLC Annual Report 2015

| CAPITAL  |   |            |                     | ANK                    | 0014                   |                         |            | ROUP       |                         |
|----------|---|------------|---------------------|------------------------|------------------------|-------------------------|------------|------------|-------------------------|
| ADEQUACY | As at 31 December                         |            | 2015                |                        | 2014                   |                         | 2015       | • •        | 2014                    |
|          |   | Assets     | Risk                | Assets                 | Risk                   | Assets                  | Risk       | Assets     | Risk                    |
|          |   |            | weighted            |                        | weighted               |                         | weighted   |            | weighted                |
|          |   |            | Assets              |                        | Assets                 |                         | Assets     |            | Assets                  |
|          | Risk-weighted Assets for                  |            |                     |                        |                        |                         |            |            |                         |
|          | Credit Risk                               |            |                     |                        |                        |                         |            |            |                         |
|          | Claims on Central Government              |            |                     |                        |                        |                         |            |            |                         |
|          | and Central Bank of Sri Lanka             | 12 059 274 | _                   | 5,476,178              | -                      | 14,180,805              | -          | 5,485,772  | -                       |
|          | Claims on Foreign sovereigns              | 12,000,214 |                     | 0,470,170              |                        | 14,100,000              |            | 0,400,112  |                         |
|          | and their Central Banks                   | -          | -                   | -                      | -                      | -                       | -          | -          | -                       |
|          | Claims on Public Sector Entities          | -          | -                   | -                      | -                      | -                       | -          | -          | -                       |
|          | Claims on BIS,IMF and                     |            |                     |                        |                        |                         |            |            |                         |
|          | Multilateral Development                  |            |                     |                        |                        |                         |            |            |                         |
|          | Banks(MDBs)                               | -          | -                   | -                      | -                      | -                       | -          | -          | -                       |
|          | Claims on Banks Exposures                 | 1,474,167  | 549,306             | 8,031,739              | 1,618,603              | 1,489,187               | 553,816    | 8,046,759  | 1,623,113               |
|          | Rupee Exposures less than                 |            |                     |                        |                        |                         |            |            |                         |
|          | 3 months                                  | 12,899     | 2,580               | 7,689,000              | 1,537,800              | 12,899                  | 2,580      | 7,689,000  | 1,537,800               |
|          | Foreign Currency Exposures                |            |                     |                        |                        |                         |            |            |                         |
|          | less than 3 months                        | 532,560    | 237,271             | 301,889                | 60,378                 | 532,560                 | 237,271    | 301,889    | 60,378                  |
|          | Exposures more than                       |            |                     |                        |                        |                         |            |            |                         |
|          | 3 months (both rupee &                    |            |                     |                        |                        |                         |            |            |                         |
|          | foreign currency)                         | 928,707    | 309,455             | 40,850                 | 20,425                 | 943,727                 | 313,965    | 55,870     | 24,935                  |
|          | Claims on Financial                       |            |                     | 0 500 505              |                        |                         |            |            |                         |
|          | Institutions                              | 8,123,332  | 6,295,025           | 2,532,535              | 2,482,599              | 7,440,752               | 5,394,280  | 2,550,535  | 2,491,599               |
|          | Primary Dealers/Finance                   | F FF 4 000 | 0 705 070           |                        |                        | 4 00 4 007              | 0.000.101  | 10.000     | 0.000                   |
|          | Companies<br>Other Financial Institutions | 5,554,286  | 3,725,979           | -                      | - 0.400.500            | 4,834,697               | 2,838,161  | 18,000     | 9,000                   |
|          | Claims on Corporates                      | 2,569,046  | 2,569,046 7,648,237 | 2,532,535<br>5,226,250 | 2,482,599<br>8,657,124 | 2,606,055<br>10,687,071 | 2,556,119  | 2,032,030  | 2,482,599               |
|          | Retail claims                             | 4,573,648  | 18,290,374          | 9,727,445              | 8,663,216              | 20,131,013              | 18,290,374 | 12,490,357 | 8,768,862<br>10,735,400 |
|          | Claims Secured by                         | 20,131,013 | 10,290,374          | 9,727,440              | 0,003,210              | 20,131,013              | 10,290,374 | 12,490,337 | 10,735,400              |
|          | Residential Property                      | 3,270,484  | 2,304,062           | 1,130,017              | 787,944                | 3,270,484               | 2,304,062  | 1,149,016  | 797,444                 |
|          | Claims Secured by                         | 3,270,404  | 2,304,002           | 1,130,017              | 101,944                | 3,270,404               | 2,304,002  | 1,149,010  | 131,444                 |
|          | Commercial real Estate                    | 1,889,216  | 1,889,216           | 4,562,300              | 4,562,300              | 1,889,216               | 1,889,216  | 4,562,300  | 4,562,300               |
|          | Past Due Loans                            | 1,653,084  | 2,379,717           | 778,926                | 1,133,151              | 1,653,084               | 2,379,717  | 722,788    | 1,077,013               |
|          | Past Due Residential                      | .,000,004  | _,010,111           | 110,020                | .,100,101              | .,000,004               | 2,010,111  | 122,100    | .,011,010               |
|          | Mortgage Loans                            | 408,089    | 390,864             | 315,931                | 303,315                | 408,089                 | 390,864    | 520,938    | 405,818                 |
|          | Higher-risk Categories                    | -          | -                   |                        |                        | -                       | -          | -          |                         |
|          | Cash Items                                | 1,369,443  | 22,683              | 1,262,280              | 6,141                  | 1,551,144               | 22,683     | 1,673,832  | 6,141                   |
|          | Other Assets                              | 2,175,878  | 2,405,960           | 1,955,629              | 2,339,575              | 3,839,642               | 4,069,723  | 3,236,915  | 3,620,862               |
|          | Total                                     | 57,127,627 | 42,175,443          | 40,999,229             | 30,553,970             | 66,540,486              | 49,056,395 | 45,777,200 | 34,088,553              |

| Rs. '000                           |       |                          | B                     | ANK                      |   |            |                       | OUP        |                       |
|------------------------------------|-------|--------------------------|-----------------------|--------------------------|---|------------|-----------------------|------------|-----------------------|
| As at 31 December                  |       | 2015                     | <b>A</b>              |                          | 014                                     |            | 2015                  |            | 014                   |
|                                    | redit | Principal                | Credit                | Principal                | Credit                                  | Principal  | Credit                | Principal  | Credit                |
| Conver<br>Factor                   |       | amount of<br>Off-balance | equivalent<br>of Off- | amount of<br>Off-balance | equivalent<br>of Off-                   | balance    | equivalent of<br>Off- | balance    | equivalent of<br>Off- |
| Factor                             | (70)  | JII-Dalarice             | balance               | sheet                    | balance                                 | Sheet      | balance               | Sheet      | balance               |
|                                    |       |                          | sheet                 | items                    | sheet                                   | Item       | sheet                 | Item       | Sheet                 |
|                                    |       |                          | items                 | iterns                   | items                                   | item i     | items                 | nom        | Oncor                 |
|                                    |       |                          | Romo                  |                          | Romo                                    |            | Romo                  |            |                       |
| Off-balance sheet Items            |       |                          |                       |                          |   |            |                       |            |                       |
| Direct Credit Substitutes          |       |                          |                       |                          |   |            |                       |            |                       |
| General Guarantees of Indebtedness | 100%  | 910.218                  | 910,218               | 649.048                  | 649,048                                 | 649,048    | 649,048               | 649,048    | 649,048               |
| Transaction-related Contingencies  | 10070 | 010,210                  | 010,210               | 010,010                  | 010,010                                 | 010,010    | 010,010               | 010,010    | 010,010               |
| Performance Bonds, Bid Bonds       |       |                          |                       |                          |   |            |                       |            |                       |
| and Warranties                     | 50%   | 1,411,557                | 705,779               | 1,740,864                | 870,432                                 | 1,740,864  | 870.432               | 1,740,864  | 870,432               |
| Others                             |       | 2.244.411                | 1,122,206             | 3.482.587                | 1.741.294                               | 3.482.587  | 1.741.294             | 3,482,587  | 1.741.294             |
| Short-Term Self-Liquidating Trade- | 0070  |                          | .,                    | 0,102,001                | .,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 0,102,001  | .,                    | 0,102,001  | .,                    |
| Related Contingencies              |       |                          |                       |                          |   |            |                       |            |                       |
| Shipping Guarantees                | 20%   | 410.815                  | 82,163                | 289,859                  | 57,972                                  | 289,859    | 57.972                | 289,859    | 57,972                |
| Documentary Letters of Credit      | 20%   | 2,151,474                | 430.295               | 695,143                  | 139.029                                 | 695,143    | 139.029               | 695,143    | 139.029               |
| Trade related acceptances          | 20%   | -                        | -                     | -                        | -                                       | -          | -                     | , -        |                       |
| Others                             | 20%   | 707,571                  | 141,514               | 541,478                  | 108,296                                 | 541,478    | 108,296               | 541,478    | 108,296               |
| Other Commitments with an          |       | ,                        | ,                     |                          | ,                                       |            | ,                     | ,          | ,                     |
| Original maturity of up to one     |       |                          |                       |                          |   |            |                       |            |                       |
| year or which can be               |       |                          |                       |                          |   |            |                       |            |                       |
| unconditionally cancelled          |       |                          |                       |                          |   |            |                       |            |                       |
| at any time                        |       |                          |                       |                          |   |            |                       |            |                       |
| Formal Standby Facilities and      |       |                          |                       |                          |   |            |                       |            |                       |
| Credit Lines                       | 0%    | 10,712,109               | -                     | 677,243                  | -                                       | 10,712,109 | -                     | 677,243    | -                     |
| Undrawn Term Loans                 | 0%    | 8,539,223                | -                     | 2,284,178                | -                                       | 8,539,223  | -                     | 2,284,178  | -                     |
| Undrawn Overdraft Facilities/      |       |                          |                       |                          |   |            |                       |            |                       |
| Unused Credit Card Lines           | 0%    | 3,901,197                | -                     | 2,743,653                | -                                       | 3,901,197  | -                     | 2,743,653  | -                     |
| Others                             | 0%    | 780,805                  | -                     | 757,412                  | -                                       | 780,805    | -                     | 757,412    | -                     |
| Commitments with an                |       |                          |                       |                          |   |            |                       |            |                       |
| original maturity up to 1 year     |       |                          |                       |                          |   |            |                       |            |                       |
| Others (please specify)            | 20%   | 733,599                  | 146,720               | 1,456,764                | 291,353                                 | 1,456,764  | 291,353               | 1,456,764  | 291,353               |
| Other Commitments with an          |       |                          |                       |                          |   |            |                       |            |                       |
| Original Maturity of over one year |       |                          |                       |                          |   |            |                       |            |                       |
| Undrawn Term Loans                 | 50%   | -                        | -                     | -                        | -                                       | -          | -                     | -          | -                     |
| Others                             | 50%   | 166,723                  | 83,361                | 185,188                  | 92,594                                  | 185,188    | 92,594                | 185,188    | 92,594                |
| Foreign Exchange Contracts         |       |                          |                       |                          |   |            |                       |            |                       |
| Original Maturity-less than        |       |                          |                       |                          |   |            |                       |            |                       |
| one year                           |       | 7,472,286                | 149,446               | 1,615,029                | 32,301                                  | 1,615,029  | 32,301                | 1,615,029  | 32,301                |
| Total                              |       | 40,141,988               | 3,771,702             | 17,118,446               | 3,982,317                               | 34,589,293 | 3,982,319             | 17,118,446 | 3,982,317             |

| Rs'000'                                    |            | BANK      |            | GROUP     |  |  |
|--|------------|-----------|------------|-----------|--|--|
| As at 31 December                          | 2015       | 2014      | 2015       | 2014      |  |  |
|  |            |           |            |           |  |  |
| Risk-weighted amounts for Market Risk      |            |           |            |           |  |  |
| Interest Rate Risk                         |            |           |            |           |  |  |
| General risk                               | 104,363    | 760       | 104,363    | 760       |  |  |
| Specific risk                              |            | -         | -          |           |  |  |
| Equity Risk                                |            |           |            |           |  |  |
| General risk                               | 798,453    | 189,095   | 798,453    | 202,056   |  |  |
| Specific risk                              | 798,453    | 189,095   | 798,453    | 201,880   |  |  |
| Foreign Exchange and Gold Risk             | 21,508     | 3,323     | 21,508     | 3,323     |  |  |
| Total Capital Charge for Market Risk       | 1,722,777  | 382,272   | 1,722,777  | 408,018   |  |  |
| Total Risk-weighted amount for Market Risk | 17,227,771 | 3,822,725 | 17,227,771 | 4,080,179 |  |  |
| (Total Capital Charge X 10)                |            |           |            |           |  |  |

CAPITAL ADEQUACY

| CAPITAL             | Rs'000'   |           | BANK      | GROUP     |           |  |
|---------------------|---|-----------|-----------|-----------|-----------|--|
| CAPITAL<br>ADEQUACY | As at 31 December   | 2015      | 2014      | 2015      | 2014      |  |
| //DEQ0//OT          |   |           |           |           |           |  |
|                     | Risk-weighted Assets for Operational Risk                       |           |           |           |           |  |
|                     | Average Net Income for last three financial years               | 2,705,133 | 1,916,886 | 2,705,133 | 1,932,639 |  |
|                     | Deductions :  |           |           |           |           |  |
|                     | Realised profits from the sale of securities                    |           |           |           |           |  |
|                     | (average of last three financial years)                         | 50,562    | 43,775    | 50,562    | 21,445    |  |
|                     | Extraordinary / irregular item of income                        |           |           |           |           |  |
|                     | (average of last three financial years)                         | 33,333    | 33,333    | 33,333    | -         |  |
|                     | Income from insurance ( average of last three financial years ) | -         | -         | -         | -         |  |
|                     | Gross Income  | 2,621,238 | 1,839,778 | 2,621,238 | 1,911,194 |  |
|                     | Total Capital Charge for Operational Risk                       | 393,186   | 275,967   | 393,186   | 286,679   |  |
|                     | (Gross Income X 15%)  |           |           |           |           |  |
|                     | Total Risk-weighted amount for Operational risk                 | 3,931,856 | 2,759,666 | 3,931,856 | 2,866,791 |  |
|                     | (Total Capital Charge for Operational Risk X 10)                |           |           |           |           |  |

| Rs'000'                                    | BANK       |            |            | GROUP      |  |
|--|------------|------------|------------|------------|--|
| As at 31 December                          | 2015       | 2014       | 2015       | 2014       |  |
|  |            |            |            |            |  |
| Risk-weighted assets for credit risk       | 42,175,443 | 30,553,970 | 49,056,395 | 34,088,553 |  |
| Risk-weighted amounts for market risk      | 17,227,771 | 3,822,725  | 17,227,771 | 4,080,179  |  |
| Risk-weighted amounts for operational risk | 3,931,856  | 2,759,666  | 3,931,856  | 2,866,791  |  |
| Total Risk-weighted Assets                 | 63,335,071 | 37,136,361 | 70,216,022 | 41,035,524 |  |

| As at 31 December         2015         2014         2015         2014           Calculation of Total Capital Base   | Rs'000'   |            | BANK       | G          | ROUP       | CAPITAI    |
|---|---|------------|------------|------------|------------|------------|
| Core Capital (Ter 1)         Image: Common Stock/Assigned Capital         16,334,782         16,400,266           Share Premium         Premium         Yes         90,624         63,272         Published Retained Profits/(Accumulated Losses)         467,692         115,685         (91,502)         (433,245)           General and Other Preserves         (17,199)         213,717         (3,546)         214,889         Supplic/Loss after tax arising from the sale of fixed         -  | As at 31 December   | 2015       | 2014       | 2015       | 2014       | ADFOUACY   |
| Core Capital (Ter 1)         Image: Common Stock/Assigned Capital         16,334,782         16,400,266           Share Premium         Premium         Yes         90,624         63,272         Published Retained Profits/(Accumulated Losses)         467,692         115,685         (91,502)         (433,245)           General and Other Preserves         (17,199)         213,717         (3,546)         214,889         Supplic/Loss after tax arising from the sale of fixed         -  |   |            |            |            |            | //BEQO/(OI |
| Paid-up Ordinary Shares/Common Stock/Assigned Capital         16,334,782         16,334,782         16,400,266           Non-cumulative, Non-redeemable Preference Shares         -         -         -         -           Stare Premium         -         -         -         -         -           Starter formium         -         -         -         -         -           Startury Reserve Fund         71,417         58,928         80,624         63,272           Dubished Extended Profits/Accumulated Losses)         447,680         115,836         (91,500)         (438,489)           Surplus/Loss after tax arising from the sale of fixed         -         -         -         -           and long-term investments         -         -         -         -         -           Unpublished Current Years Profit/Losses         -  | Calculation of Total Capital Base                               |            |            |            |            |            |
| Non-cumulative, Non-redeemable Preference Shares         -         -         -           Share Permium         -         -         -         -           Share Premium         -         -         -         -           Statutory, Reserve Fund         71,417         58,928         80,624         63,272           Published Retained Profits//Accumulated Losses)         467,692         115,995         (91,502)         (439,245)           General and Other Reserves         (17,199)         213,717         (3,546)         214,889           Surpuls/Loss after tax arising from the sale of fixed         -         -         -           and long-term investments         -         -         -         -           Minority Interests (consistent with the above capital constituents)         -         -         338,233         312,366           Approved proptual debt capital instruments         -         -         -         -         -           Roodwill/Net defered tax assets         1118,200         951,750         1,3031         113,031           Not Deferend Tax Assets         1,118,200         951,750         1,356,752         1,190,996           Advances granted to employees of the bank for         -         -         -         -  |   |            |            |            |            |            |
| Share Premium         -         <   | Paid-up Ordinary Shares/Common Stock/Assigned Capital           | 16,334,782 | 16,334,782 | 16,334,782 | 16,400,266 |            |
| Statutory Reserve Fund         71,417         58,928         80,624         63,272           Published Retained Profils/Accumulated Losses)         467,692         115,895         (91,502)         (439,245)           General and Other Reserves         (17,199)         213,717         (3,546)         214,889           Surplus/Loss after tax ansing from the sale of fixed<br>and long-term Investments         -         -         -           Unpublished Current Year's Profit/Losses         -         -         -         -           Gonstituents)         -         -         -         -         -           Constituents)         -         -         -         -         -           Optimized to employees of the bark sets         -         -         -         -         -           Other Intangible assets         1,118,200         951,750         1,356,752         1,190,996           Advances granted to employees of the bark for         -         -         -         -           the purchase of shares of the bark sets         1,118,200         951,750         1,356,752         1,190,996           Other intangible assets         1,118,200         951,750         1,356,752         1,190,996           Subadianos         5,583         5,583 <td>Non-cumulative, Non-redeemable Preference Shares</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td>  | Non-cumulative, Non-redeemable Preference Shares                | -          | -          | -          | -          |            |
| Published Retained Profits/(Accumulated Losses)         467,692         115,895         (91,502)         (439,245)           General and Other Reserves         (17,199)         213,717         (3,546)         214,889           Surplus/Loss after tax arising from the sale of fixed         -         -         -         -           Unpublished Current Vear's Profit/Losses         -         -         -         -         -           Monority Interests (consistent with the above capital         -         -         -         -         -           constituents)         -         -         -         -         -         -           Deductions/Adjustments-Tier 1         -         -         -         -         -           Coordwill/Net deferred tax assets         -         -         113,031         113,031           Net Deferred Tax Assets         -         -         479,532         489,923           Other intanglio leasests         1,118,200         951,750         1,356,752         1,190,996           Advances granted to employees of the bank for         -         -         -         -           financial institutions         5,583         -         5,583         -         5,583           Subsidiary companies.   |   | -          | -          | -          | -          |            |
| General and Other Reserves         (17,199)         213,717         (3,546)         214,889           Surplux-Loss after tax arising from the sale of fixed<br>and long-term investments         -         -         -           Unpublished Current Year's Profit/Losses         -         -         -           Minority Interests (consistent with the above capital<br>constituents)         -         -         -           Approved perpetual debt capital instruments         -         -         -           Deductions/Adjustments-Tier 1         -         -         -         -           Deductions/Adjustments-Tier 1         -         -         -         -         -           Ocodwill/Net deferred tax assets         -         -         113,031         113,031           Net Deferred Tax Assets         1,118,200         951,750         1,356,752         1,190,996           Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan         -         -         -           50% investments in unconsolidated banking and financial<br>subsidiary companies.         280,432         280,432         -         -           50% investments in the capital of other banks and<br>financial institutions         5,583         5,583         -         -           Total Core Capital  | Statutory Reserve Fund  | 71,417     | 58,928     | 80,624     | 63,272     |            |
| Surplus/Loss after tax arising from the sale of fixed       -   | Published Retained Profits/(Accumulated Losses)                 | 467,692    | 115,895    | (91,502)   | (439,245)  |            |
| and long-term investmentsUnpublished Current Year's Profit/LossesMinority Interests (consistent with the above capital<br>constituents)-338,235Approved perpetual debt capital instrumentsDeductions/Adjustments-Tier 1Condwill/Net deferred tax assets-113,031Net Deferred Tax Assets-479,532Other intangible assets1,118,200951,750Other intangible assets1,118,200951,750Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan-50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,43250% investments in the capital of other banks and<br>financial institutions5,5835,58350% of investments in the capital of other banks and<br>financial institutionsFervaluation Reserves (as approved by CBSL)Subsidiary Capital InstrumentsHybrid (debt/cquity) Capital InstrumentsSubsidiary Capital InstrumentsMinority Interests arising from Preference Shares issued by<br>SubsidiariesSubsidiary companies.280,432Subsidiary companiesGeneral ProvisionsSubsidiary Capital InstrumentsSubsidiary Capital Instruments </td <td>General and Other Reserves</td> <td>(17,199)</td> <td>213,717</td> <td>(3,546)</td> <td>214,889</td> <td></td>   | General and Other Reserves                                      | (17,199)   | 213,717    | (3,546)    | 214,889    |            |
| Unpublished Current Year's Profit/Losses       -       -       -         Minority Interests (consistent with the above capital<br>constituents)       -       -       338,235       312,366         Approved perpetual debt capital instruments       -       -       -       -       -         Deductions/Adjustments-Tier 1       -       -       -       -       -         Goodwill/Net deferred tax assets       -       -       113,031       113,031         Ntb Deferred Tax Assets       -       -       479,532       489,923         Other intangible assets       1,118,200       951,750       1,356,752       1,190,996         Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan       -       -       -       -         50% of investments in unconsolidated banking and financial<br>subsidiary companies.       280,432       280,432       -       -         50% investments in unconsolidated banking and sinancial<br>subsidiary companies.       5,583       5,583       -       -         60% investments in unconsolidated banking and financial<br>subsidiary companies.       5,683       -       -       -         60% investments in unconsolidated banking and financial<br>subsidiary companies.       -       -       -       -       - <td>Surplus/Loss after tax arising from the sale of fixed</td> <td></td> <td></td> <td></td> <td></td> <td></td>   | Surplus/Loss after tax arising from the sale of fixed           |            |            |            |            |            |
| Minority Interests (consistent with the above capital<br>constituents)       -       -       338,235       312,366         Approved perpetual debt capital instruments       -  | and long-term investments                                       | -          | -          | -          | -          |            |
| constituents)338,235312,366Approved perpetual debt capital instrumentsDeductions/Adjustments-Tier 1Goodwill/Net deferred tax assets113,0311113,031Net Deferred Tax Assets479,532489,923Other intrangible assets1,118,200951,7501,366,7521,190,996Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,43250% investments in the capital of other banks and<br>financial institutions5,5835,5835,583-Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II)Revaluation Reserves (as approved by CBSL)General ProvisionsHybrid (debt/equity) Capital InstrumentsApproved Subordinated Term DebtApproved Subordinated Term DebtApproved Subordinated Term DebtSolvidiaries280,432280,432Approved Subordinated Term DebtSolvidi   | Unpublished Current Year's Profit/Losses                        | -          | -          | -          | -          |            |
| Approved perpetual debt capital instruments       -       -       -         Deductions/Adjustments-Tier 1       -       -       -         Goodwill/Net deferred tax assets       -       -       113,031         Net Deferred Tax Assets       -       -       479,532       489,923         Other intangible assets       1,118,200       951,750       1,356,752       1,190,996         Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan       -       -       -         50% of investments in unconsolidated banking and financial<br>subsidiary companies.       280,432       280,432       -       -         50% investments in the capital of other banks and<br>financial institutions       5,583       -       5,583         Total Core Capital       15,458,060       15,485,556       14,709,278       14,752,015         Supplementary Capital (Tier II)       -       -       -       -         Revaluation Reserves (as approved by CBSL)       -       -       -       -         Minority Interests arising from Preference Shares issued by<br>Subsidiaries       -       -       -       -       -         Approved Subordinated Term Debt       -       -       -       -       -       -       -       - </td <td>Minority Interests (consistent with the above capital</td> <td></td> <td></td> <td></td> <td></td> <td></td>   | Minority Interests (consistent with the above capital           |            |            |            |            |            |
| Approved perpetual debt capital instruments       -       -       -         Deductions/Adjustments-Tier 1       -       -       -         Goodwill/Net deferred tax assets       -       -       113,031       113,031         Net Deferred Tax Assets       -       -       479,552       489,923         Other intangible assets       1,118,200       951,750       1,356,752       1,190,996         Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan       -       -       -         50% of investments in unconsolidated banking and financial<br>subsidiary companies.       280,432       280,432       -       -         50% investments in the capital of other banks and<br>financial institutions       5,583       -       5,583         Total Core Capital       15,458,060       15,485,556       14,709,278       14,752,015         Supplementary Capital (Tier II)       -       -       -       -         Revaluation Reserves (as approved by CBSL)       -       -       -       -         Minority Interests arising from Preference Shares issued by<br>Subsidiaries       -       -       -       -         Subsidiaries       -       -       -       -       -       -       -         <  | constituents)   | -          | -          | 338,235    | 312,366    |            |
| Deductions/Adjustments-Tier 1         -   | Approved perpetual debt capital instruments                     | -          | -          |            | -          |            |
| Net Deferred Tax Assets479,532489,923Other intangible assets1,118,200951,7501,356,7521,190,996Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions5,583-5,583Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II)<br>Revaluation Reserves (as approved by CBSL)Revaluation Reserves (as approved by CBSL)Minority Interests arising from Preference Shares issued by<br>SubsidiariesApproved Subordinated Term Debt60% of investments in unconsolidated banking and financial<br>subsidiaries280,432280,43260% of investments in unconsolidated banking and financial<br>subsidiaries70% of investments in unconsolidated banking and financial<br>subsidiary companies60% investments in unconsolidated banking and financial<br>subsidiary companies.280,43260% investments in the capital of other banks and<br>financial institutions60% investments in the capital of other banks and<br>financial institutions <td></td> <td>-</td> <td>-</td> <td>-</td> <td>-</td> <td></td>  |   | -          | -          | -          | -          |            |
| Net Deferred Tax Assets479,532489,923Other intangible assets1,118,200951,7501,356,7521,190,996Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,43250% investments in the capital of other banks and<br>financial institutions5,5835,5835,583Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II)<br>   | Goodwill/Net deferred tax assets                                | -          | -          | 113,031    | 113,031    |            |
| Other intangible assets1,118,200951,7501,356,7521,190,996Advances granted to employees of the bank for<br>the purchase of shares of the bank under a share ownership plan50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions5,583-5,583Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II)<br>Revaluation Reserves (as approved by CBSL)General ProvisionsHybrid (debt/equity) Capital InstrumentsMinority Interests arising from Preference Shares issued by<br>SubsidiariesApproved Subordinated Term Debt50% of investments in unconsolidated banking and financial<br>subsidiaries280,432280,43250% investments in unconsolidated banking and financial<br>subsidiaries280,432280,43250% investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,43250% investments in the capital of other banks and<br>financial institutions50% investments in the capital of other banks and<br>financial institutions-5,583-5,58350% investments in the capital of other banks and<br>financial institutions-5,583-5,58   | Net Deferred Tax Assets   | -          | -          | 479,532    | 489,923    |            |
| Advances granted to employees of the bank for       -       -         the purchase of shares of the bank under a share ownership plan       -       -         50% of investments in unconsolidated banking and financial       280,432       280,432       -         50% investments in the capital of other banks and       5,583       5,583         Total Core Capital       15,458,060       15,485,556       14,709,278       14,752,015         Supplementary Capital (Tier II)       -       -       -         Revaluation Reserves (as approved by CBSL)       -       -       -         General Provisions       -       -       -         Hybrid (debt/equity) Capital Instruments       -       -       -         Minority Interests arising from Preference Shares issued by       -       -       -         Subsidiaries       -       -       -       -         Approved Subordinated Term Debt       -       -       -       -         Subsidiary companies.       280,432       280,432       -       -         50% of investments in unconsolidated banking and financial       -       -       -       -         subsidiary companies.       280,432       280,432       -       -       -       -  | Other intangible assets   | 1,118,200  | 951,750    |            | 1,190,996  |            |
| 50% of investments in unconsolidated banking and financial subsidiary companies.       280,432       -         50% investments in the capital of other banks and financial institutions       5.583       -         50% investments in the capital of other banks and financial institutions       5.583       -         50% constrained institutions       5.583       -         50% constrained institutions       5.583       -         50% of investments in the capital of other banks and financial institutions       5.583       -         50% of investments in unconsolidated banking and financial subsidiary companies.       5.583       -         50% of investments in unconsolidated banking and financial subsidiary companies.       -       -         60% of investments in unconsolidated banking and financial subsidiary companies.       280,432       -       -         50% of investments in unconsolidated banking and financial subsidiary companies.       280,432       280,432       -         50% investments in unconsolidated banking and financial subsidiary companies.       280,432       280,432       -         50% investments in the capital of other banks and financial institutions       -       5,583       -       5,583         Eligible Tier II Capital       -       -       -       -       -       -       -       -       -       -  | Advances granted to employees of the bank for                   |            |            |            |            |            |
| subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions5,583-5,583Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II)Revaluation Reserves (as approved by CBSL)General ProvisionsHybrid (debt/equity) Capital InstrumentsMinority Interests arising from Preference Shares issued by<br>SubsidiariesApproved Subordinated Term DebtActual amount of Approved Subordinated Term Debt50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital-5,583-5,583-   | the purchase of shares of the bank under a share ownership plan | -          | -          | -          | -          |            |
| 50% investments in the capital of other banks and<br>financial institutions5,5835,583Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II) </td <td>50% of investments in unconsolidated banking and financial</td> <td></td> <td></td> <td></td> <td></td> <td></td>   | 50% of investments in unconsolidated banking and financial      |            |            |            |            |            |
| 50% investments in the capital of other banks and<br>financial institutions5,5835,583Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II) </td <td>subsidiary companies.</td> <td>280,432</td> <td>280,432</td> <td>-</td> <td>-</td> <td></td>  | subsidiary companies.   | 280,432    | 280,432    | -          | -          |            |
| Total Core Capital15,458,06015,485,55614,709,27814,752,015Supplementary Capital (Tier II)Revaluation Reserves (as approved by CBSL)General ProvisionsHybrid (debt/equity) Capital InstrumentsMinority Interests arising from Preference Shares issued bySubsidiariesApproved Subordinated Term DebtActual amount of Approved Subordinated Term Debt50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,43250% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital5,583-5,583  |   |            |            |            |            |            |
| Supplementary Capital (Tier II)Image: Constraint of the con | financial institutions  |            | 5,583      | -          | 5,583      |            |
| Supplementary Capital (Tier II)Image: Constraint of the con | Total Core Capital  | 15,458,060 | 15,485,556 | 14,709,278 | 14,752,015 |            |
| General ProvisionsHybrid (debt/equity) Capital InstrumentsMinority Interests arising from Preference Shares issued by<br>SubsidiariesApproved Subordinated Term DebtActual amount of Approved Subordinated Term DebtDeductions-Tier II50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital-5,583-5,583-  | Supplementary Capital (Tier II)                                 |            |            |            |            |            |
| Hybrid (debt/equity) Capital InstrumentsMinority Interests arising from Preference Shares issued by<br>SubsidiariesApproved Subordinated Term DebtActual amount of Approved Subordinated Term DebtDeductions-Tier II50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital-5,583-5,583-  | Revaluation Reserves (as approved by CBSL)                      | -          | -          | -          | -          |            |
| Minority Interests arising from Preference Shares issued by       -       -       -       -         Approved Subordinated Term Debt       -       -       -       -       -         Actual amount of Approved Subordinated Term Debt       -       -       -       -       -         Deductions-Tier II       -       -       -       -       -       -         50% of investments in unconsolidated banking and financial subsidiary companies.       280,432       280,432       -       -         50% investments in the capital of other banks and financial institutions       -       5,583       -       5,583         Eligible Tier II Capital       -       5,583       -       5,583       -  | General Provisions  | -          | -          | -          | -          |            |
| SubsidiariesApproved Subordinated Term DebtActual amount of Approved Subordinated Term DebtDeductions-Tier II50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,43250% investments in the capital of other banks and<br>financial institutions-5,583Eligible Tier II Capital-5,583-  | Hybrid (debt/equity) Capital Instruments                        | -          | -          | -          | -          |            |
| SubsidiariesApproved Subordinated Term DebtActual amount of Approved Subordinated Term DebtDeductions-Tier II50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,43250% investments in the capital of other banks and<br>financial institutions-5,583Eligible Tier II Capital-5,583-  | Minority Interests arising from Preference Shares issued by     |            |            |            |            |            |
| Actual amount of Approved Subordinated Term DebtDeductions-Tier II50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital   | · · · · · · · · · · · · · · · · · · ·                           | -          | -          | -          | -          |            |
| Actual amount of Approved Subordinated Term DebtDeductions-Tier II50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital   | Approved Subordinated Term Debt                                 | -          | -          | -          | -          |            |
| Deductions-Tier II50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital   |   | -          | -          | -          | -          |            |
| 50% of investments in unconsolidated banking and financial<br>subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital5,583-5,583  |   | -          | -          | -          | -          |            |
| subsidiary companies.280,432280,432-50% investments in the capital of other banks and<br>financial institutions-5,583-Eligible Tier II Capital5,583-  |   |            |            |            |            |            |
| 50% investments in the capital of other banks and<br>financial institutions-5,583-5,583Eligible Tier II Capital5,583  |   | 280,432    | 280,432    | _          | -          |            |
| financial institutions-5,583-5,583Eligible Tier II Capital  |   |            | ,          |            |            |            |
| Eligible Tier II Capital  |   | -          | 5,583      | -          | 5,583      |            |
|   |   |            | -,-00      |            | -,         |            |
| Daso Dapitary Horit Thorit 11/ 10,177,021 10,178,041 14,140,402   | Base Capital ( Tier I + Tier II )                               | 15,177,627 | 15,199,541 | 14,709,278 | 14,746,432 |            |

LIMITS :

(i) Approved subordinated Term Debt is limited to 50% of Total Tier 1 Capital.

(ii) The total of Tier 11 Supplementary Elements should not exceed a maximum of 100% of Tier 1 Elements.

(iii) General Provision should not exceed 1.25% of Risk Weighted Assets.

|   |               | BANK          |               | GROUP         |
|---|---------------|---------------|---------------|---------------|
| As at 31 December                         | 2015          | 2014          | 2015          | 2014          |
|   |               |               |               |               |
| Core Capital Ratio (Minimum Ratio - 5%)   |               |               |               |               |
| Core Capital (Tier 1) x 100               | 1,545,805,972 | 1,548,555,643 | 1,470,927,765 | 1,475,201,467 |
| Total Risk-weighted Assets                | 63,335,071    | 37,136,361    | 70,216,022    | 41,035,524    |
|   |               |               |               |               |
| Total Capital Ratio (Minimum Ratio - 10%) |               |               |               |               |
| Capital Base x 100                        | 1,517,762,748 | 1,519,954,112 | 1,470,927,765 | 1,474,643,161 |
| Total Risk-weighted Assets                | 63,335,071    | 37,136,361    | 70,216,022    | 41,035,524    |
|   |               |               |               |               |
| Core Capital (Tier 1) Ratio (%)           | 24.41%        | 41.70%        | 20.95%        | 35.95%        |
| Total Capital Ratio (%)                   | 23.96%        | 40.93%        | 20.95%        | 35.94%        |

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#### Acceptances

Α

The signature on a bill of exchange indicates that the person on whom it is drawn accepts the conditions of the bill. In other words a bill of exchange that has been accepted.

#### **Accounting Policies**

The specific principals, bases, conventions, rules and practices adopted by an entity in preparing and presenting Financial Statements.

#### **Accrual Basis**

Recognition of the effects of transactions and other events when hey occur without waiting for receipt or payment of cash or its equivalents.

#### Amortisation

The systematic allocation of the depreciable amount of an intangible asset over its useful life.

#### **Amortised Cost**

The amount of which the financial asset of financial liability is measured at initial recognition minus principal repayments, plus or minus the cumulative amortisation using the effective interest rate method of any difference between that initial amount and the maturity amount, and minus any reduction (directly or through the use if an allowance account) for impairment or in collectability.

# Asset and Liability Committee (ALCO)

A risk-management committee in a bank that generally comprises the senior-management levels of the institution. The ALCO's primary goal is to evaluate, monitor and approve practices relating to risk due to imbalances in the capital structure. Among the factors considered are liquidity risk, interest rate risk, operational risk and external events that may affect the bank's forecast and strategic balance-sheet allocations.

# Available For Sale (AFS) Financial Assets

Non derivative financial assets that are designated as available for sale or are not classified as (a) loans and receivables, (b) held to maturity investments or (c) financial assets at fair value through profit or loss.

# В

#### **Bills of Collection**

A bill of exchange drawn by an exporter usually at a team, on an importer overseas and brought by the exporter to his Bank with a request to collect the proceeds.

# С

#### **Capital Adequacy Ratio**

The percentage of risk-adjusted assets supported by capital as defined under the framework of riskbased capital standards developed by the Bank for International Settlement (BIS) and as modified to suit local requirements by the Central Bank of Sri Lanka.

#### **Capital Gain (Capital Profit)**

The gain on the disposal of an asset calculated by deducting the cost of the asset from the proceeds received on its disposal.

#### **Capital Reserves**

Capital Reserves consist of revaluation reserves arising from revaluation of properties owned by the Bank and Reserve Fund set aside for specific purposes defined under the Banking Act, No 30 of 1988 and shall not be reduced or impaired without the approval of the Monetary Board.

#### **Cash Equivalents**

Short-term highly liquid investments that are readily convertible to known amounts of cash and which subject to an insignificant risk of changes in value.

#### **Cash Flow Hedge**

A cash flow hedge is a hedge of the exposure to the variability in cash flows that (i) is attributable to a particular risk associated with a recognised asset

or liability (such as all or some future interest payments on variable rate debt) or a highly probable forecast transaction and (ii) could affect profit or loss.

#### Collectively Assessed Loan Impairment Provisions

Also known as portfolio impairment provisions. Impairment assessment on a collective basis for homogeneous groups of loans that are not considered individually significant and to cover losses that has been incurred but has not yet been identified at the reporting date. Typically assets within the Consumer Banking business (Housing, personal, vehicle loans etc) are assessed on a portfolio basis.

#### **Collectively Assessed Impairment**

Impairment assessment on a collective basis for homogeneous groups of loans that are not considered individually significant and to cover losses which have been incurred but have not yet been identified on loans subject to individual assessment.

#### **Commercial Paper ('CP')**

An unsecured, short-term debt instrument issued by a corporation, typically for the financing of accounts receivable, inventories and meeting short-term liabilities. The debt is usually issued at a discount, reflecting prevailing market interest rates.

#### Commitments

Credit facilities approved but not yet utilized by the clients as at the Reporting date.

Consolidated Financial Statements Financial statements of a holding company and its subsidiaries based on their combined assets, liabilities and operating results.

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#### Contingencies

A condition or situation, the ultimate outcome of which, gain or loss, will be confirmed only on the occurrence or non-occurrence of one or more uncertain future events.

### **Corporate Governance**

The process by which corporate entities are governed. It is concerned with the way in which power is exercised over the management and direction of entity, the supervision of executive actions and accountability to owners and others.

#### **Correspondent Bank**

A bank in a foreign country that offers banking facilities to the customers of a bank in another country.

#### **Cost Method**

A method of accounting whereby the investment is recorded at cost. The Income Statement reflects income from the investment only to the extent that the investor receives distributions from accumulated net profits of the investee arising subsequent to the date of acquisition.

#### **Cost to Income Ratio**

Operating expenses as a percentage of net income.

#### **Country Risk**

The risk that a foreign government will not fulfill its obligations or obstructs the remittance of funds by debtors, either for financial reasons (transfer risk) or for other reasons (political risk).

#### **Credit Rating**

An evaluation of a corporate ability to repay its obligations or likelihood of not defaulting carried out by an independent rating agency.

#### **Credit Risk**

Credit risk is the risk of financial loss to the Bank if a customer or counter party to a financial instrument fails to meet its contractual obligations, and arises principally from the loans and advances to customers and other banks and investment debt securities.

#### **Credit Risk Mitigation**

A technique to reduce the credit risk associated with an exposure by application of credit risk mitigants such as collateral, guarantee and credit protection.

#### **Currency Risk**

The risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

#### **Currency SWAPs**

The simultaneous purchase of an amount of a currency for spot settlement and the sale of the same amount of the same currency for forward settlement.

#### **Customer Deposits**

Money deposited by account holders. Such funds are recorded as liabilities.

Collective bargaining agreements Binding collective bargaining agreements include those signed by the organization itself or by employer organizations of which it is a member. These agreements can be at the sector, national, regional, organizational, or workplace level.

D

#### **Dealing Securities**

These are marketable securities acquired and held with the intention to resale over a short period of time.

#### **Deferred Tax**

Sum set aside in the Financial Statements that may become payable/ receivable in a financial year other than the current financial year. It arises because of temporary differences between tax rules and accounting conventions.

#### Delinquency

A debt or other financial obligation is considered to be in a state of delinquency when payments are overdue. Loans and advances are considered to be delinquent when consecutive payments are missed. Also known as 'Arrears'.

#### Depreciation

The systematic allocation of the depreciable amount of an asset over its useful life.

#### Derecognition

Removal of a previously recognised financial asset or financial liability from an entity's statement of financial position.

#### **Derivatives**

A derivative is a financial instrument or other contract, the value of which changes in response to some underlying variable (e.g., an interest rate), that has an initial net investment smaller than would be required for other instruments that have a similar response to the variable, and that will be settled at a future date.

#### **Discount Rate**

A rate used to place a current value on future cash flows. It is needed to reflect the fact that money has a time value.

#### **Dividend Cover**

Profit after tax divided by gross Dividend. This ratio measures the number of times dividend is covered by the current year's distributable profits.

#### **Dividend Yield**

Dividend earned per share as a percentage of its market value.

# Documentary Letters of Credit (LCs)

Written undertakings by a bank on behalf of its customers, authorising a third party to draw on the Bank up to a stipulated amount under specific terms and conditions. Such undertakings are established for the purpose of facilitating international trade.

#### **Earnings Per Share (EPS)**

The profit attributable to each ordinary share in the Bank, based on the profit for the period after tax and after deducting minority interest and preference share Dividend.



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GLOSSARY

#### Economic Value Added (EVA)

A measure of productivity which takes into consideration cost of total invested equity.

#### Effective Interest Rate (EIR)

Rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instruments or when appropriate a shorter period to the net carrying amount of the financial asset or financial liability.

#### Effective Tax Rate (ETR)

Provision for taxation excluding deferred tax divided by the profit before taxation.

#### **Equity Instrument**

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities.

#### **Equity Risk**

The risk arising from positions, either long or short, in equities or equity-based instruments, which create exposure to a change in the market price of the equities or equity instruments.

#### **Events after the Reporting Period**

Transactions that are not recognised as assets or liabilities in the Statements of Financial Position, but which give rise to contingencies and commitments.

#### Expected Loss (EL)

A regulatory calculation of the amount expected to be lost on an exposure using a 12 month time horizon and downturn loss estimates. EL is calculated by multiplying the Probability of Default (a percentage) by the Exposure at Default (an amount) and Loss Given Default (a percentage).

#### **Exposure**

A claim, contingent claim or position which carries a risk of financial loss.

#### ESOP (EMPLOYEE SHARE OPTION PLAN)

A method of giving employees shares in the business for which they work.

# F

#### Fair Value

Fair Value is the amount for which an asset could be exchanged between a knowledgeable, willing buyer and a knowledgeable, willing seller in an arm's length transaction.

#### Fair Value Adjustment

An adjustment to the fair value of a financial instrument which is determined using a valuation technique (level 2 and level 3) to include additional factors that would be considered by a market participant that are not incorporated within the valuation model.

#### **Finance Lease**

A lease in which the lessee acquires all the financial benefits and risks attaching to ownership of whatever in being leased.

#### **Financial Asset**

Any asset that is cash, an equity instrument of another entity or a contractual right to receive cash or another financial asset from another entity.

Financial Asset or Financial Liability at Fair Value through Profit or Loss

Financial asset or financial liability that is held for trading or upon initial recognition designated by the entity as 'at fair value through profit or loss'.

#### **Financial Guarantee Contract**

A Financial Guarantee Contract is a contract that requires the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payment when due in accordance with the original or modified terms of a debt instrument.

#### **Financial Instrument**

Financial Instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

#### **Financial Liability**

A contractual obligation to deliver cash or another financial asset to another entity.

#### **Foreign Exchange Contract**

Agreement between two parties to exchange one currency for another at a future date at a rate agreed upon today.

#### Foreign Exchange Income

The realised gain recorded when assets or liabilities denominated in foreign currencies are translated into Sri Lankan Rupees on the reporting date at prevailing rates which differ from those rates in force at inception or on the previous reporting date. Foreign exchange income also arises from trading in foreign currencies.

#### **Firm Commitment**

A Firm Commitment is a binding agreement for the exchange of a specified quantity of resources at a specified price on a specified future date or dates.

#### **General Provisions**

General provisions are established for loans and advances for anticipated losses on aggregate exposures where credit losses cannot yet be determined on an individual facility basis.

#### Gearing

G

Long term borrowings divided by the total funds available for shareholders.

#### **Gross Dividend**

The portion of profits distributed to the shareholders including the tax withheld.

#### Group

A group is a parent and all its subsidiaries.

#### Guarantees

A promise made by a third party (Guarantor), who is not a party to a contract between two others, that the guarantor will be liable if the guarantee fails to fulfill the contractual obligations.

General Standard Disclosures General Standard Disclosures offer a description of the organization and the reporting process.

#### Н

# Held To Maturity (HTM) Financial Assets

Held to maturity investments are nonderivative financial assets with fixed or determinable payments and a fixed maturity that an entity has the positive intention and ability to hold to maturity



#### Impairment

This occurs when recoverable amount of an asset is less than its carrying amount.

#### **Impaired Loans**

Loans where the Group does not expect to collect all the contractual cash flows or expects to collect them later than they are contractually due.

#### **Impairment Allowances**

Management's best estimate of losses incurred in the loan portfolios at the reporting date.

Individually Assessed Impairment Exposure to loss is assessed on all individually significant accounts and all other accounts that do not qualify for collective assessment.

#### **Intangible Asset**

An identifiable non-monetary asset without physical substance held for use in the production / supply of goods / services or for rental to others or for administrative purposes.

#### **Interest Cover**

A ratio showing the number of times interest charges is covered by earnings before interest and tax.

#### **Interest in Suspense**

Interest suspended on nonperforming loans and advances.

#### **Interest Margin**

Net interest income expressed as a percentage of interest earning assets.

#### **Interest Rate Risk**

The risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

#### Interest Rate SWAP

Arrangement whereby one party exchanges one set of interest payments for another.

#### **Interest Spread**

This represents the difference between the average interest rate earned and the average interest rate paid on funds.

#### **Investment Securities**

Securities acquired and held for yield or capital growth purposes and are usually held to maturity.

Impairment Allowance for Loans and receivables

Amount set aside against possible losses on loans, lease rentals and advances as a result of such facilities becoming partly or wholly uncollectible.

#### K

#### **Key Management Personnel**

Key Management Personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the bank. Such KMPs include the Board of Directors of the Bank and key employees of the bank holding directorships in subsidiary companies of the bank.

#### Level 1 – Quoted Market Price

Financial instruments with quoted prices for identical instruments in active markets.

#### Level 2 – Valuation Technique Using Observable Inputs

Financial instruments with quoted prices for similar instruments in active markets or quoted prices for identical or similar instruments in inactive markets and financial instruments valued using models where all significant inputs are observable.

#### Level 3 –Valuation Technique With Significant Unobservable Inputs

Financial instruments valued using valuation techniques where one or more significant inputs are unobservable.

#### **Liquid Assets**

Assets that are held in cash or in a form that can be converted to cash readily, such as deposits with other banks, Bills of Exchange and Treasury Bills and Bonds.

#### **Liquidity Risk**

The risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities Loan Losses and Provisions Amounts set aside against possible losses on loans, advances and other credit facilities as a result of such facilities becoming partly or wholly uncollectible.

### GLOSSARY

#### Loans and Receivables

Non derivative financial assets with fixed or determinable payments that are not quoted in an active market other than those intends to sell immediately or in the near term and designated

as fair value through profit or loss or available sale on initial recognition.

#### **Loans Payable**

Loans payable are financial liabilities, other than short term trade payables on normal credit terms.

#### Loss Given Default ('LGD')

The estimated ratio (percentage) of the loss on an exposure to the amount outstanding at default (EAD) upon default of counterparty.

#### Μ

#### **Market Capitalisation**

The value of a company obtained by multiplying the number of issued shares by its market value as at a date.

#### **Market Risk**

Market risk is the risk that changes in market prices, such as interest rates, equity prices, foreign exchange rates and credit spreads (not relating to changes in the obligor's/issuer's credit standing) will affect the Bank's income or the value of its holdings of financial instruments.

#### Materiality

The relative significance of a transaction or an event, the omission or misstatement of which could influence the decisions of users of **Financial Statements** 

#### Ν

#### **Net Asset Value Per Share**

Shareholders' Funds divided by the number of ordinary shares in issue.

#### **Net-Interest Income (NII)**

The difference between what a bank earns on assets such as loans and securities and what it pays on liabilities such as deposits refinance Union Bank of Colombo PLC funds and inter-bank borrowings.

#### Non-Performing Loans (NPL)

All loans are classified as nonperforming in accordance with CBSL direction.

#### **NPL Ratios**

Non-performing loan ratios are computed in accordance with CBSL direction.

#### **Non Controlling Interest**

Non controlling interest is the equity in a subsidiary not attributable, directly or indirectly to a parent.

0

#### **Operational Risk**

Operational risk refers to the losses arising from fraud, negligence, oversight, human error, process errors, system failures, external events, etc.

#### Ρ

#### Parent

A parent is an entity that has one or more subsidiaries.

#### Past Due

A financial asset is past due when a counterparty has failed to make a payment when contractually due.

#### Price Earnings Ratio (P/E Ratio)

The current market price of the share is divided by the earnings per share of the Bank.

#### Probability of Default ('PD')

The probability that an obligor will default within a one-year time horizon.

#### Provision for Bad and Doubtful Debts

A charge to income statement which is added to the allowance for loan losses. Specific provisions are established to reduce the book value of specific assets (primarily loans) to estimated realisable values.

#### **Provision Cover**

Total provisions for loan losses expressed as a percentage of net non-performing loans and advances before discounting for provisions on non-performing loans and advances.

#### **Prudence**

Inclusion of a degree of caution in the exercise of judgment needed in making the estimates required under conditions of uncertainty, such that assets or income are not overstated and liabilities or expenses are not understated.

#### **Related Parties**

R

Parties where one party has ability to control the other party or exercise significant influence over the other party in making financial and operating decisions, directly or indirectly.

#### **Repurchase Agreement**

This is a contract to sell and subsequently repurchase government securities at a given price on a specified future date.

#### **Return On Average Assets (ROA)**

Net income expressed as a percentage of average total assets, used along with ROE, as a measure of profitability and as a basis of intraindustry performance comparison.

#### **Return On Average Equity (ROE)**

Net income, less preferred share Dividend if any, expressed as a percentage of average ordinary shareholders' equity.

#### **Revenue Reserves**

Reserves set aside for future distribution and investment.

#### **Reverse Repurchase Agreement**

Transaction involving the purchase of government securities by a bank or dealer and resale back to the seller at a given price on a specific future date.

#### **Rights Issue**

Issue of shares to the existing shareholders at an agreed price, generally lower than market price.



#### **Risk Weighted Assets**

Used in the calculation of risk-based capital ratios. The face amount of lower risk assets is discounted using risk weighting factors in order to reflect a comparable risk per rupee among all types of assets. The risk inherent in Committment and Contingencies is also recognised, first by adjusting notional values to Statement of Financial Position (or credit) equivalents and then by applying appropriate risk weighting factors.

#### **Reporting Principle**

Concepts that describe the outcomes a report should achieve and that guide decisions made throughout the reporting process, such as which Indicators to respond to, and how to respond to them.

#### S

#### **Segmental Analysis**

Analysis of financial information by segments of an enterprise specifically, the different industries and the different geographical areas in which it operates.

#### **Shareholders' Funds**

Total of issued and fully paid share capital and capital and revenue reserves.

#### **Single Borrower Limit**

30% of Tier II Capital.

#### **Statutory Reserve Fund**

A capital reserve created as per the provisions of the Banking Act No. 30 of 1988.

#### **Subsidiary Company**

A subsidiary is an enterprise that is controlled by another enterprise (known as the parent).

#### **Substance Over Form**

The consideration that the accounting treatment and the presentation in Financial Statements of transactions and events should be governed by their substance and financial reality and not merely by legal form.

#### **SWAPS (Currency)**

The simultaneous purchase of an amount of a currency for spot settlement and the sale of the same amount of the same currency for forward settlement. Alternatively a simultaneous spot sale and forward purchase of a currency.

#### Stakeholders

Stakeholders are defined as entities or individuals that can reasonably be expected to be significantly affected by the organization's activities, products, and services; and whose actions can reasonably be expected to affect the ability of the organization to successfully implement its strategies and achieve its objectives. This includes entities or individuals whose rights under law or international conventions provide them with legitimate claims vis-à-vis the organization.

### Т

#### Tier I Capital (Core Capital)

Core Capital includes selected items of capital funds. Major core capital items are share capital, share premium,statutory reserve funds, retained profits, general reserves, surpluses/losses after tax arising from the sale of fixed and long-term investments.

# Tier II Capital (Supplementary Capital)

Supplementary Capital includes, approved revaluation reserves, general provisions, hybrid (debt/ equity) capital items and approved subordinated term debts.

#### **Total Capital**

Capital base is summation of the core capital (Tier I) and the supplementary capital (Tier II).

#### **Transaction Costs**

Transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial asset or financial liability

## U

## Unit Trust

An undertaking formed to invest in securities under the terms of a trust deed.

V

#### Value Added

Wealth created by providing banking and other services less the cost of providing such services. The value added is allocated among the employees, the providers of capital, to government by way of taxes and retained for expansion and growth.



#### **Yield to Maturity**

Discount rate at which the present value of future payments would equal the security's current price.





# BRANCH NETWORK

| Name of the branch | Address  | Telephone No   | Fax        |
|--------------------|--|----------------|------------|
| Head Office        | No. 64, Galle Road, Colombo 03.                      | 0112374100     | 0112370593 |
| Akuressa           | No. 50A, D.C. Wanigasekara Mawatha, Akuressa.        | 0412284672     | 0412284671 |
| Ambalangoda        | No. 118, Galle Road, Ambalangoda.                    | 0912256420     | 0912256883 |
| Ambalantota        | No. 133/1 Hambantota Road, Ambalantota.              | 0472225642     | 0472225641 |
| Angunakolapelessa  | Hungama Road, Angunakolapelessa.                     | 0472228500     | 0472228547 |
| Anuradhapura       | No. 38, Main Street, Anuradhapura.                   | 0252224889     | 0252224890 |
| Atchuvely          | Pathameny, Sannadhy Road, Atchuvely.                 | 0213215447     | 0213215447 |
| Attidiya           | No.126, Main Street, Attidiya.                       | 0112761291 - 2 | 0112761293 |
| Badulla            | No. 81, Bank Road, Badulla.                          | 0552224657     | 0552224697 |
| Balangoda          | No. 29, Rest House Entry Road, Balangoda.            | 0452289455     | 0452289457 |
| Batticaloa         | No. 3, Station Road, Batticaloa.                     | 0652228512     | 0652228514 |
| Chilaw             | No. 50, Colombo Road, Chilaw.                        | 0322224556     | 0322224557 |
| Chunnakam          | No. 118, Sir P.Ramanathan Road, Chunnakkam.          | 0212240930     | 0212240932 |
| Dambulla           | No. 723, Anuradhapura Road, Dambulla.                | 0662285511     | 0662285512 |
| Elpitiya           | No. 40, Ambalangoda Road, Elpitiya.                  | 0912291695     | 0912291696 |
| Embilipitiya       | No. 58, Main Street, Pallegama, Embilipitiya.        | 0472230761     | 0472230763 |
| Galle              | No. 66, Matara Road, Pettigalawatta, Galle.          | 0912247307     | 0912247256 |
| Gampaha            | No. 6, Asoka Gardens, Colombo Road, Gampaha.         | 0332248812     | 0332248814 |
| Gampola            | No. 121, Kandy Road, Gampola.                        | 0812353785     | 0812353783 |
| Ganemulla          | No. 367/B3, Kadawatha Road, Ganemulla.               | 0332250170     | 0332250171 |
| Horana             | No. 41, Panadura Road, Horana.                       | 0342263156     | 0342263178 |
| Horowpathana       | Rest House Junction, Trincomalee Road, Horowpathana. | 0252278558     | 0252278557 |
| Ibbagamuwa         | No 48, Aluth Mawatha, Ibbagamuwa.                    | 0372057177     | 0372057157 |
| Ja-Ela             | No. 151B, Colombo Road, Ja-ela.                      | 0112228573     | 0112228575 |
| Jaffna             | No. 398, Hospital Road, Jaffna.                      | 0212224568     | 0212224569 |
| Kadawatha          | No. 315 F, Kandy Road, Kadawatha.                    | 0112927716     | 0112929916 |
| Kandy              | No. 165, D.S. Senanayake Veediya, Kandy.             | 0812224500     | 0814472103 |
| Kebithigollewa     | Padaviya Road, Kebithigollewa.                       | 0252298111     | 0252298110 |
| Kegalle            | No. 340, Kandy Road , Kegalle.                       | 0352223605     | 0352223603 |
| Kekirawa           | No. 21D Yakalla Road, Kekirawa.                      | 0252265350     | 0252265351 |
| Kohuwala           | No. 96B, Dutugemunu Street, Kohuwala.                | 0112813693-4   | 0112813695 |
| Kollupitiya        | No. 51/A, Ananda Coomaraswamy Mawatha, Colombo 03.   | 0112565476     | 0114717463 |



| Name of the branch | Address  | Telephone No | Fax         |
|--------------------|--|--------------|-------------|
| Kotahena           | No. 16A, Kotahena Street, Colombo 13.            | 0112448825   | 0112440232  |
| Kuliyapitiya       | No. 203, Hettipola Road, Kuliyapitiya.           | 0372284446   | 0372284447  |
| Kurunegala         | No. 11, Rajapihilla Road, Kurunegala.            | 0372225422   | 0372225423  |
| Maharagama         | No. 140, High Level Road, Maharagama.            | 0112088800   | 0112088803  |
| Mannar             | No. 66, Main Street, Mannar.                     | 0232251344   | 0232251345  |
| Marawila           | No. 44, Chilaw Road, Marawila .                  | 0322252522   | 0322252523  |
| Matara             | No. 17, Station Road, Matara.                    | 0412228444   | 0412228440  |
| Matugama           | No. 121B, Agalawatta Road, Matugama.             | 0342248555   | 0342248699  |
| Medawachchiya      | No. 40, Kandy Road, Medawachchiya.               | 0252245580   | 0252245590  |
| Minuwangoda        | No. 68, Veyangoda Road, Minuwangoda.             | 0112299277   | 0112299275  |
| Monaragala         | No. 48, New Bus Stand Road, Monaragala.          | 0552055456   | 0552055457  |
| Moratuwa           | NO. 729, Galle Road, Moratuwa.                   | 0112642502   | 0112642504  |
| Narammala          | No. 64, Kuliyapitiya Road, Narammala.            | 0372248710   | 0112248733  |
| Nawala             | No. 232, Nawala Road, Nawala.                    | 0112806986   | 011440417   |
| Nawalapitiya       | No. 21, Dolosbage Road, Nawalapitiya.            | 0542050722   | 0542050711  |
| Negombo            | No. 387, Main Street, Negombo.                   | 0312238299   | 0312238208  |
| Nugegoda           | No. 114, Stanley Thilakaratne Mawatha, Nugegoda. | 0112832323   | 0112832301  |
| Old Moor Street    | No. 343, Old Moor Street, Colombo 12.            | 0112399994   | 0112399996  |
| Panadura           | No. 495, Galle Road, Panadura.                   | 0382237098   | 0382237072  |
| Pelawatte          | No. 966, Pannipitiya Road, Pelawatte.            | 0112785337   | 0112785339  |
| Pettah             | No. 212/53, Bodhiraja Mawatha, Colombo 11.       | 0112321139   | 0114627664  |
| Pilimathalawa      | No. 211/A, Colombo Road, Pilimathawala.          | 0812575901   | 0812575902  |
| Piliyandala        | No. 71, Moratuwa Road, Piliyandala.              | 0112606152   | 0112660170  |
| Rajagiriya         | No. 115, Old Kotte Road, Rajagiriya.             | 0112075566   | 011 2075545 |
| Ratmalana          | No. 143C, Mount City, Galle Road, Ratmalana.     | 0112730860   | -           |
| Ratnapura          | No. 109, Main Street, Ratnapura.                 | 0452224422   | 0452224424  |
| Trincomalee        | No. 306, Central Road, Trincomalee.              | 0262226505   | 0262226506  |
| Vavuniya           | No. 124, Bazaar Street, Vavuniya.                | 0242225612   | 0242225614  |
| Warakapola         | No. 238B, Kandy Road, Warakapola.                | 0352268226   | 0352268227  |
| Wattala            | No. 258, Negombo Road, Wattala.                  | 0112980731   | 0112980732  |
| Wellawatta         | No. 605, Galle Road, Colombo 06.                 | 0112553223   | 0112553225  |
| Wennappuwa         | No. 33, Colombo Road, Wennappuwa.                | 031 2253543  | 0312253545  |

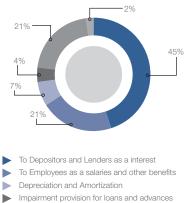




# ECONOMIC VALUE ADDED STATEMENT

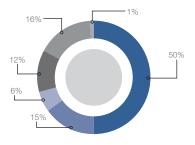
|   | 2015          | 2014          |
|---|---------------|---------------|
|   | Rs.           | Rs            |
| Direct Economic Value generated               |               |               |
|   | 4,155,483,612 | 3,972,061,828 |
| Net Fee and commission income                 | 180,597,935   | 153,638,388   |
| Net Other operating income                    | 359,130,551   | 281,104,393   |
| Non-banking income                            | 278,040,868   | 96,053,799    |
|   | 4,973,252,967 | 4,502,858,408 |
| Economic Value Distributed                    |               |               |
| To Depositors and Lenders as a interest       | 2,133,781,611 | 2,209,487,241 |
| To Employees as a salaries and other benefits | 993,195,427   | 660,125,648   |
| Depreciation and Amortization                 | 337,160,633   | 270,764,611   |
| Impairment provision for loans and advances   | 176,729,299   | 541,164,792   |
| To Providers of supplies and services         | 1,004,249,186 | 708,618,748   |
| To Government as Taxation                     | 122,142,851   | 51,894,352    |
|   | 4,767,259,007 | 4,442,055,392 |
|   |               |               |
| Economic Value Retained                       | 205,993,959   | 60,803,017    |

ECONOMIC VALUE DISTRIBUTED - 2015



- Impairment provision for loans and advance
   To Providers of supplies and services
- To Government as Taxation

#### ECONOMIC VALUE DISTRIBUTED - 2014



- To Depositors and Lenders as a interest
- To Employees as a salaries and other benefits
- Depreciation and Amortization
- Impairment provision for loans and advances
- To Providers of supplies and services
- To Government as Taxation



Notice is hereby given that the 21 Annual General Meeting of UNION BANK OF COLOMBO PLC will be held on 31 March 2016 at 2.00 p.m. at the "Auditorium" of Sri Lanka Foundation of No. 100, Sri Lanka Padanama Mawatha, Independence Square, Colombo 07 for the following purposes;

#### **ORDINARY BUSINESS**

- 1. To receive and consider the Annual Report of the Board of Directors on the affairs of the Company and the Statement of Accounts for the year ended 31 December 2015 together with the Report of the Auditors thereon.
- 2. To re-elect in terms of Article 89 of the Articles of Association of the Bank Mr. Priyantha Damian Joseph Fernando who retires in terms of Articles 88(i) read together with Article 89 of the Articles of Association of the Bank, a Director
- 3. To re-elect in terms of Article 89 of the Articles of Association of the Bank Mr. Gaurav Trehan who retires in terms of Articles 88(i) read together with Article 89 of the Articles of Association of the Bank, a Director
- 4. To re-elect in terms of Article 89 of the Articles of Association of the Bank Mr. Ranvir Dewan who retires in terms of Articles 88(i) read together with Article 89 of the Articles of Association of the Bank, a Director
- 5. To re-elect in terms of Article 89 of the Articles of Association of the Bank Mr. Puneet Bhatia who retires in terms of Articles 88(i) read together with Article 89 of the Articles of Association of the Bank, a Director
- 6. To re-elect in terms of Article 89 of the Articles of Association of the Bank Dr. Pangal Jayendra Nayak who retires in terms of Articles 88(i) read together with Article 89 of the Articles of Association of the Bank, a Director.
- 7. To authorise the Directors to determine donations for the year ending 31 December 2016 and up to the date of the next Annual General Meeting.
- 8. To re-appoint Messrs. Ernst & Young, Chartered Accountants as Auditors and authorise the Board of Directors to determine their remuneration.
- 9. To consider any other business of which due notices has been given.

By order of the Board.

Nirosha Kannangara *Company Secretary* 

Date: 24 February 2016

#### Notes:

- 1. A Shareholder unable to attend the Meeting is entitled to appoint a Proxy to attend and vote in his/her/its place.
- 2. A Proxy need not be a Shareholder of the Bank.
- 3. A Shareholder wishing to vote by proxy at the meeting may use the Form of Proxy enclosed.
- 4. In order to be valid, the completed Form of Proxy must be lodged at the registered office at No. 64, Galle Road, Colombo 03 not later than 36 hours prior to the meeting.





I/We,..... of..... FORM OF PROXY ..... being a Shareholder / Shareholders of Union Bank of Colombo PLC Dr. Pangal Jayendra Nayak of No. 64, Galle Road, Colombo 03 or failing him Mr. Alexis Indraiit Lovell of No. 64, Galle Road, Colombo 03 or failing him Mr. Bodahandi Asoka Keerthi de Silva of No. 4/1L, Gemunu Mawatha, Attidiya, Dehiwala or failing him Mr. Priyantha Damian Joseph Fernando of No. 12/14, Dharmaratne Avenue, Rawatawatte, Moratuwa or failing him Mr. Mohamed Hisham Sabry Ghouse of No. 127 A, Campbell Place, Colombo 08 or failing him Mr. Hussain Imtiaz Muhseen of No. 3, Stamboul Place, Colombo 03 or failing him Mr. Ranvir Dewan of No. 64, Galle Road, Colombo 03 or failing him Mr. Gaurav Trehan of No. 64, Galle Road, Colombo 03 or failing him of No. 64, Galle Road, Colombo 03 or failing him Mr. Puneet Bhatia Mr. Michael J. O'Hanlon of No. 64, Galle Road, Colombo 03 or failing him Mr. Indrajit Asela Wickramasinghe of No. 410/35, Baudhaloka Mawatha, Colombo 07 or failing him Mrs. Ayomi Aluwihare Gunawardene of No. 11/4, Park Lane, Rajagiriya or failing her Mrs. Sow Lin Chiew of No. 64, Galle Road, Colombo 03.

as my/our proxy to represent me/us and to speak and vote whether on a show of hands or on a poll for me/us on my/our behalf at the Annual General Meeting of the Company to be held on 31 March 2016 at 2.00 p.m. at the "Auditorium" of Sri Lanka Foundation of No. 100, Sri Lanka Padanama Mawatha, Independence Square, Colombo 07 and at any adjournment thereof.

|    |   | For | Against |  |
|----|---|-----|---------|--|
| 1. | To receive and consider the Annual Report of the Board of Directors on the affairs of the Company and the Statement of Accounts for the year ended 31 December 2015 together with the Report of the Auditors thereon  |     |         |  |
| 2. | To re-elect in terms of Article 89 of the Articles of Association of the Bank, Mr. Priyantha Damian Joseph Fernando who retires in terms of Article 88 (i) read together with Article 89 of the Articles of Association of the Bank, a Director as set out in Clause 2 of the Notice of Meeting |     |         |  |
| 3. | To re-elect in terms of Article 89 of the Articles of Association of the Bank, Mr. Gaurav Trehan who retires in terms of Article 88 (i) read together with Article 89 of the Articles of Association of the Bank, a Director as set out in Clause 3 of the Notice of Meeting                    |     |         |  |
| 4. | To re-elect in terms of Article 89 of the Articles of Association of the Bank, Mr. Ranvir Dewan who retires in terms of Article 88 (i) read together with Article 89 of the Articles of Association of the Bank, a Director as set out in Clause 4 of the Notice of Meeting                     |     |         |  |
| 5. | To re-elect in terms of Article 89 of the Articles of Association of the Bank, Mr. Puneet Bhatia who retires in terms of Article 88 (i) read together with Article 89 of the Articles of Association of the Bank, a Director as set out in Clause 5 of the Notice of Meeting                    |     |         |  |
| 6. | To re-elect in terms of Article 89 of the Articles of Association of the Bank Dr. Pangal Jayendra<br>Nayak who retires in terms of Article 88 (i) read together with Article 89 of the Articles of<br>Association of the Bank, a Director as set out in Clause 6 of the Notice of Meeting       |     |         |  |
| 7. | To authorise the Directors to determine donations for the year ending 31 December 2016<br>and up to the date of the next Annual General Meeting as set out in Clause 7 of the Notice of<br>Meeting.   |     |         |  |
| 8. | To re-appoint Messrs. Ernst & Young, Chartered Accountants as Auditors and authorise the Board of Directors to determine their Remuneration as set out in Clause 8 of the Notice of Meeting.  |     |         |  |

Signed on this ...... day of ..... Two Thousand and Sixteen.

Signature

Notes: Instructions as to completion appear overleaf. Please indicate with 'X' in the space provided, how your proxy is to vote on the Resolutions. If no indication is given, the proxy in it's discretion will vote as it thinks fit.



## FORM OF INSTRUCTIONS FOR COMPLETION PROXY

- 1. Kindly perfect the Form of Proxy by filling in legibly your full name, address and date and by signing on the space provided.
- 2. The completed Form of Proxy should be deposited at the Registered Office of the Company, No.64, Galle Road, Colombo 03 not less than 36 hours before the time appointed for the holding of Meeting.
- 3. If you wish to appoint a person other than the Chairman or a Director of the Company as your proxy, please insert the relevant details at the space provided (above the names of the Board of Directors) on the Form of Proxy.
- 4. If the Form of Proxy is signed by an Attorney, the relative notarially certified copy of such Power of Attorney should accompany the Form of Proxy for registration if such Power of Attorney has not already been registered with the Company.
- 5. If the appointor is a Company or Corporation this Form must be executed as depicted in the Articles of Association of the Company by person/s authorised to do so on behalf of the Company or either under the Common Seal of the Company when applicable.
- 6. Please indicate with an 'X' in the space provided how your Proxy is to vote on the resolution. If no indication is given, the Proxy will vote as it thinks fit.

|  | Please fill the details: |
|--|--------------------------|
| Share Certificate No. /<br>CDS Account No.                         | :                        |
| Name   | :                        |
| Address  | :                        |
| Jointly with   | :                        |
| National Identity Card No/s.<br>Passport No/s of the shareholder/s | :                        |



We welcome your valuable feedback on this integrated annual report, on our commitments and our performance. Please STAKEHOLDER complete the following and return this page to -FEEDBACK

#### Chief Financial Officer

Union Bank of Colombo PLC No. 64, Galle road, Colombo 03, Sri Lanka

#### Name

| Name                      | :   |  |
|---------------------------|-----|--|
| Permanent Mailing Address | 3 : |  |
| Contact number – (Tel)    | :   |  |
| (Fax)                     | :   |  |
| E-mail                    | :   |  |

#### Queries / Comments

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Thank You



FORM







# NAME OF THE COMPANY

Union Bank of Colombo PLC



### **I FGAL FORM**

A Public Limited Liability Company incorporated in Sri Lanka under the Companies Act No. 17 of 1982. Re-registered under the Companies Act No. 7 of 2007. Listed as a public quoted Company at the Colombo Stock Exchange. A Licensed Commercial Bank under Banking Act No. 30 of 1988.

#### DATE OF INCORPORATION

February 2nd 1995

COMPANY REGISTRATION NUMBER PB 676 PQ

#### **REGISTERED OFFICE**

No. 64, Galle Road, Colombo 03, Sri Lanka. Tel : +94 11 2374100 Fax : +94 11 2370971 E-mail : ubc@unionb.com Website : www.unionb.com

#### SWIFT CODE

UBCL LK LC

#### VAT REGISTRATION NUMBER

134005610-7000

#### AUDITORS

Ernst & Young, **Chartered Accountants** No. 201. De Saram Place. Colombo 10.

#### **BOARD OF DIRECTORS**

Dr. Pangal Jayendra Nayak - Chairman Alexis Indrajit Lovell, MBE - Deputy Chairman Bodahandi Asoka Keerthi de Silva - Senior Director Indrajit Asela Wickramasinghe - Chief Executive Officer Priyantha Damian Joseph Fernando Mohamed Hisham Sabry Ghouse Hussain Imtiaz Muhseen Ranvir Dewan Gaurav Trehan Puneet Bhatia Michael J O'Hanlon Ayomi Aluwihare Gunawardene Sow Lin Chiew

### ALTERNATE DIRECTORS

Yoke Sun Woon Sumedh Jog

#### **BOARD SECRETARY**

Mrs. Nirosha Kannangara [LLM (Sri Lanka)]



Union Bank of Colombo PLC Head office: 64, Galle Road, Colombo 03, Sri Lanka. T: +94 11 2374100 | www.unionb.com