

# **ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED**

## **BANKING PORTFOLIO MANAGEMENT PROJECT INDEX**

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**ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED**  
**(BANKING PORTFOLIO MANAGEMENT PROJECT)**

**Highlights of Project**

	USD Million
1 Investment	50
2 Project Period	5 Years
3 Size of First Portfolio	298.33
Size of Subsequent Portfolios	<u>465.00</u>
Total Size of Portfolio during Project	<u>763.33</u>
4 Cost of First Portfolio	47.50
Cost of Subsequent Portfolio	<u>92.50</u>
Total Cost	<u>140.00</u>
Total Cost to Size of Portfolio	18.34%
6 Revenue from Portfolio	285.11
Revenue from Resale of Portfolio	7.28
Interest Revenue	<u>10.13</u>
	<u>302.51</u>
% of Revenue from Portfolio to Size	37%
Average monthly	0.62%
7 Amortisation of Cost Portfolio	138.90
Cost of Collection	<u>88.98</u>
	<u>227.87</u>
8 Gross Margin (EBIT)	74.64
% of Gross Margin to Revenue	24.67%
11 Interest Cost	29.50
Director Remuneration	<u>9.68</u>
	<u>39.18</u>
12 Profit Before Tax (EBT)	35.46
Income Tax	9.13
Profit after Tax (EAT)	26.33
ROI	11%

### 13 Financial Position

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Assets</b>					
Bank Deposit & Government Bonds	25.00	40.00	39.00	53.00	23.50
Cash/Bank Balance	0.93	1.17	3.01	4.25	2.59
Unamortised Cost of Portfolio	27.06	18.08	26.79	17.68	1.10
Advance Tax	0.60	2.07	3.09	2.33	1.04
	<u>53.59</u>	<u>61.32</u>	<u>71.90</u>	<u>77.25</u>	<u>28.24</u>
Loan-Project Finance	50	50	50	50	0
Sundry Crs. for Exps.	1.25	1.54	2.17	1.59	0.87
Income Tax Provision	0.60	2.07	3.09	2.33	1.04
	<u>51.85</u>	<u>53.61</u>	<u>55.26</u>	<u>53.91</u>	<u>1.91</u>
<b>Surplus</b>	1.74	7.71	16.63	23.34	26.33

**ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED**  
**(BANKING PORTFOLIO MANAGEMENT PROJECT)**

**PROJECTED BALANCESHEET AS AT 31st MARCH**

**(USD Million)**

YEAR ----->		I	II	III	IV	V
	SCH					
<b>LIABILITIES</b>						
<b>CAPITAL</b>						
Surplus		1.74	7.71	16.63	23.34	26.33
LOANS (Project Finance)		50	50	50	50	0
CURRENT LIABILITIES	A	1.85	3.61	5.26	3.91	1.91
	TOTAL	<u>53.59</u>	<u>61.32</u>	<u>71.90</u>	<u>77.25</u>	<u>28.24</u>
<b>ASSETS</b>						
CURRENT ASSETS	B	53.59	61.32	71.90	77.25	28.24
	TOTAL	<u>53.59</u>	<u>61.32</u>	<u>71.90</u>	<u>77.25</u>	<u>28.24</u>
		0.00	0.00	0.00	0.00	0.00

**ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED  
(BANKING PORTFOLIO MANAGEMENT PROJECT)**

**PROJECTIONS OF PERFORMANCE PROFITABILITY**

**(USD Million)**

YEAR ----->		I	II	III	IV	V	TOTAL	
A.	<b>INCOME</b>							
1	Revenue from Operations	C	44.21	64.08	83.14	65.00	35.96	292.39
2	Other Income -Interest on Bank Deposits		0.75	1.95	2.37	2.76	2.30	10.13
	<b>Total Revenue</b>		<b>44.96</b>	<b>66.03</b>	<b>85.51</b>	<b>67.76</b>	<b>38.25</b>	<b>302.51</b>
B.	<b>EXPENSES</b>							
1	Cost of Portfolio -Amortisation	D	20.44	31.48	38.79	31.61	16.57	138.90
2	Cost of Collection	C-1	14.95	18.49	26.06	19.07	10.40	88.98
	<b>Total Expenses</b>		<b>35.39</b>	<b>49.97</b>	<b>64.85</b>	<b>50.69</b>	<b>26.97</b>	<b>227.87</b>
C.	PROFIT BEFORE INTEREST AND TAX		9.57	16.06	20.65	17.08	11.28	74.64
			21%	24%	24%	25%	29%	25%
	<b>INTEREST</b>		5.90	5.90	5.90	5.90	5.90	29.50
	<b>DIRECTORS' REMUNERATION</b>		1.32	2.12	2.74	2.15	1.35	9.68
C.	PROFIT BEFORE TAXATION		<b>2.35</b>	<b>8.04</b>	<b>12.01</b>	<b>9.03</b>	<b>4.03</b>	<b>35.46</b>
	[A-B]		5%	12%	14%	13%	11%	12%
D.	PROVISION FOR TAX		0.60	2.07	3.09	2.33	1.04	9.13
E.	PROFIT AFTER TAX		<b>1.74</b>	<b>5.97</b>	<b>8.92</b>	<b>6.70</b>	<b>2.99</b>	<b>26.33</b>
	[C-D]		4%	9%	11%	10%	8%	9%
G	INVESTEMENT		50.00	50.00	50.00	50.00	50.00	50.00
H	ROI		3%	12%	18%	13%	6%	11%

**ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED**  
**(BANKING PORTFOLIO MANAGEMENT PROJECT)**

**CASHFLOW STATEMENT**

YEAR ----->	I	II	III	IV	V
<b>A. SOURCES OF FUNDS</b>					
1 Net Profit Before					
Interest and Tax	9.57	16.06	20.65	17.08	11.28
2 Capital	0.00	0.00	0.00	0.00	0.00
3 Loans	50.00	0.00	0.00	0.00	0.00
4 Others:Incr.in Currrent Liab	1.85	1.76	1.65	0.00	0.00
5 Decrease in Curr. Assets	0.00	0.00	0.00	0.00	47.36
<b>TOTAL A</b>	<b>61.42</b>	<b>17.82</b>	<b>22.31</b>	<b>17.08</b>	<b>58.64</b>
<b>B. DISPOSITION OF FUNDS</b>					
1 Increase in Current					
Assets Inventories &					
Others	52.67	7.49	<b>8.73</b>	4.12	0.00
2 Interset of Loan	<b>5.90</b>	<b>5.90</b>	<b>5.90</b>	<b>5.90</b>	<b>5.90</b>
3 Director Remuneration	1.32	2.12	2.74	2.15	1.35
4 Taxation	<b>0.60</b>	2.07	3.09	2.33	1.04
5 Repayment of Loan	0.00	0.00	0.00	0.00	50.00
6 Decrease in Current Liab.	0.00	0.00	0.00	1.35	2.01
<b>TOTAL B</b>	<b>60.49</b>	<b>17.57</b>	<b>20.47</b>	<b>15.84</b>	<b>60.30</b>
<b>C. OPENING BALANCE</b>	<b>0.00</b>	<b>0.93</b>	<b>1.17</b>	<b>3.01</b>	<b>4.25</b>
<b>D. NET SURPLUS (A-B)</b>	<b>0.93</b>	<b>0.25</b>	<b>1.84</b>	<b>1.24</b>	<b>-1.66</b>
<b>E. CLOSING BALANCE</b>	<b>0.93</b>	<b>1.17</b>	<b>3.01</b>	<b>4.25</b>	<b>2.59</b>

**ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED  
(BANKING PORTFOLIO MANAGEMENT PROJECT)**

YEAR----->	I	II	III	IV	V
<b>SCH A</b>					
<b>CURRENT LIABILITIES</b>					
1 Sundry Crs. for Exps. -Cost of Collection Payable (One month)	1.25	1.54	2.17	1.59	0.87
2 Statutory Liab. -Tax Provision	0.60	2.07	3.09	2.33	1.04
<b>TOTAL CURRENT LIABILITIES</b>	<b>1.85</b>	<b>3.61</b>	<b>5.26</b>	<b>3.91</b>	<b>1.91</b>
<b>SCH B</b>					
<b>CURRENT ASSETS</b>					
1 <b>Inventory</b> Unamortised Cost of Portfolio in Stock	27.06	18.08	26.79	17.68	1.10
2 <b>Advance Income Tax</b> (Equal Current Year Tax Liability)	0.60	2.07	3.09	2.33	1.04
3 <b>Bank Deposit &amp; Government Bonds</b>	25.00	40.00	39.00	53.00	23.50
4 <b>Cash &amp; Bank Balance</b>	0.93	1.17	3.01	4.25	2.59
<b>TOTAL CURRENT ASSETS</b>	<b>53.59</b>	<b>61.32</b>	<b>71.90</b>	<b>77.25</b>	<b>28.24</b>

**ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED  
(BANKING PORTFOLIO MANAGEMENT PROJECT)**

**SCH C Revenue from Operations**

Year	----->	I	II	III	IV	V
Month	----->	Total	Total	Total	Total	Total

**Revenue from Operations (1st Pool)**

**a. Unsecured Retail Portfolio**

i. DPD : 360 Days+	Pool (TOS)Value	<b>12.50</b>				
Recovery % to Value of Pool		<b>66.50%</b>	20.00%	30.00%	15.00%	1.00%
Average Monthly Recovery % to Value of Pool		1.11%				
<b>Recovery/Revenue Rs.</b>		<b>8.31</b>	<b>2.50</b>	<b>3.75</b>	<b>1.88</b>	<b>0.13</b>

ii. DPD : 900 Days+	Pool (TOS)Value	40.00				
Recovery % to Value of Pool		<b>31.50%</b>	10.00%	15.00%	5.00%	1.00%
Average Monthly Recovery % to Value of Pool		0.53%				
<b>Recovery/Revenue Rs.</b>		<b>12.60</b>	<b>4.00</b>	<b>6.00</b>	<b>2.00</b>	<b>0.40</b>

iii. DPD : 1800 Days+	Pool (TOS)Value	150.00				
Recovery % to Value of Pool		<b>19.50%</b>	<b>10.00%</b>	<b>5.00%</b>	3.00%	1.00%
Average Monthly Recovery % to Value of Pool		0.33%				
<b>Recovery/Revenue Rs.</b>		<b>29.25</b>	<b>15.00</b>	<b>7.50</b>	<b>4.50</b>	<b>1.50</b>

b. Secured Movable Portfolio	Pool (TOS)Value	12.50				
Recovery % to Value of Pool		<b>71.50%</b>	35.00%	25.00%	10.00%	1.00%
Average Monthly Recovery % to Value of Pool		1.19%				
<b>Recovery/Revenue Rs.</b>		<b>8.94</b>	<b>4.38</b>	<b>3.13</b>	<b>1.25</b>	<b>0.13</b>

c. Secured Immovable Portfolio	Pool (TOS)Value	16.67				
Recovery % to Value of Pool		<b>95.00%</b>	50.00%	45.00%	0.00%	0.00%
Average Monthly Recovery % to Value of Pool		1.58%				
<b>Recovery/Revenue Rs.</b>		<b>15.83</b>	<b>8.33</b>	<b>7.50</b>	<b>0.00</b>	<b>0.00</b>

d. SME Loan Portfolio	Pool (TOS)Value	66.67				
Recovery % to Value of Pool		<b>40.00%</b>	15.00%	25.00%	0.00%	0.00%
Average Monthly Recovery % to Value of Pool		0.67%				
<b>Recovery/Revenue Rs.</b>		<b>26.67</b>	<b>10.00</b>	<b>16.67</b>		

Sub-Total	<b>Revenue from Operations</b>	<b>101.60</b>	<b>44.21</b>	<b>44.54</b>	<b>9.63</b>	2.15
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**Revenue from Operations (Subsequent Pools)**



SCH C Revenue from Operations

Year	----->	I	II	III	IV	V
Month	----->	Total	Total	Total	Total	Total

Revenue from Operations (1st Pool)

**a. Unsecured Retail Portfolio**

i. DPD : 360 Days+	Pool (TOS)Value	<b>12.50</b>				
Recovery % to Value of Pool		<b>65.40%</b>	0.00%	0.00%	32.00%	25.00%
Average Monthly Recovery % to Value of Pool		1.82%				8.40%
<b>Recovery/Revenue Rs.</b>		<b>8.18</b>	<b>0.00</b>	<b>0.00</b>	<b>4.00</b>	<b>3.13</b>

ii. DPD : 900 Days+	Pool (TOS)Value	<b>40.00</b>				
Recovery % to Value of Pool		<b>30.20%</b>	0.00%	0.00%	13.00%	13.50%
Average Monthly Recovery % to Value of Pool		0.84%				3.70%
<b>Recovery/Revenue Rs.</b>		<b>12.08</b>	<b>0.00</b>	<b>0.00</b>	<b>5.20</b>	<b>5.40</b>

iii. DPD : 1800 Days+	Pool (TOS)Value	<b>150.00</b>				
Recovery % to Value of Pool		<b>18.00%</b>	<b>0.00%</b>	<b>0.00%</b>	<b>10.00%</b>	<b>5.00%</b>
Average Monthly Recovery % to Value of Pool		0.50%				3.00%
<b>Recovery/Revenue Rs.</b>		<b>27.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15.00</b>	<b>7.50</b>

b. Secured Movable Portfolio	Pool (TOS)Value	<b>12.50</b>				
Recovery % to Value of Pool		<b>70.00%</b>	0.00%	0.00%	35.00%	25.00%
Average Monthly Recovery % to Value of Pool		1.94%				10.00%
<b>Recovery/Revenue Rs.</b>		<b>8.75</b>	<b>0.00</b>	<b>0.00</b>	<b>4.38</b>	<b>3.13</b>

c. Secured Immovable Portfolio	Pool (TOS)Value	<b>50.00</b>				
Recovery % to Value of Pool		95.00%	0.00%	50.00%	95.00%	45.00%
Average Monthly Recovery % to Value of Pool						
<b>Recovery/Revenue Rs.</b>		<b>47.50</b>	<b>0.00</b>	<b>8.33</b>	<b>15.83</b>	<b>7.50</b>

d. SME Loan Portfolio	Pool (TOS)Value	200.00				
Recovery % to Value of Pool		40.00%	0.00%	15.00%	40.00%	25.00%
Average Monthly Recovery % to Value of Pool						
<b>Recovery/Revenue Rs.</b>		<b>80.00</b>	<b>0.00</b>	<b>10.00</b>	<b>26.67</b>	<b>16.67</b>

Sub-Total	<b>Revenue from Operations</b>	<b>183.51</b>	<b>-</b>	<b>18.33</b>	<b>71.08</b>	<b>61.65</b>
					<b>32.45</b>	

**SCH C            Revenue from Operations**

Year	----->	I	II	III	IV	V
Month	----->	Total	Total	Total	Total	Total

**Revenue from Operations (1st Pool)**

**Revenue from Resale of Pool**

a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	0.22	<b>0.00</b>	<b>0.00</b>	<b>0.11</b>	<b>0.00</b>	<b>0.11</b>
ii. DPD : 900 Days+	0.84	<b>0.00</b>	<b>0.00</b>	<b>0.42</b>	<b>0.00</b>	<b>0.42</b>
iii. DPD : 1800 Days+	1.23	<b>0.00</b>	<b>0.00</b>	<b>0.62</b>	<b>0.00</b>	<b>0.62</b>
b. Secured Movable Portfolio	0.19	<b>0.00</b>	<b>0.00</b>	<b>0.09</b>	<b>0.00</b>	<b>0.09</b>
c. Secured Immovable Portfolio	0.00	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
d. SME Loan Portfolio	4.80	<b>0.00</b>	<b>1.20</b>	<b>1.20</b>	<b>1.20</b>	<b>1.20</b>

Sub-Total	<b>Revenue from Operations</b>	<b>7.28</b>	<b>-</b>	<b>1.20</b>	<b>2.44</b>	<b>1.20</b>	<b>2.44</b>
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<b>Total Revenue from Operations (1st+Subequent +Resale)</b>	<b>292.39</b>	<b>44.21</b>	<b>64.08</b>	<b>83.14</b>	<b>65.00</b>	<b>35.96</b>
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**SCH C Revenue from Operations**

Year	----->	I	II	III	IV	V
Month	----->	Total	Total	Total	Total	Total

**Revenue from Operations (1st Pool)**

**SCH C-1**

**Cost of Collection** %

a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	25%	<b>0.63</b>	<b>0.94</b>	<b>1.47</b>	<b>0.81</b>	<b>0.28</b>
ii. DPD : 900 Days+	35%	<b>1.40</b>	<b>2.10</b>	<b>2.52</b>	<b>2.03</b>	<b>0.59</b>
iii. DPD : 1800 Days+	50%	<b>7.50</b>	<b>3.75</b>	<b>9.75</b>	<b>4.50</b>	<b>2.63</b>
b. Secured Movable Portfolio	25%	<b>1.09</b>	<b>0.78</b>	<b>1.41</b>	<b>0.81</b>	<b>0.33</b>
c. Secured Immovable Portfolio	10%	<b>0.83</b>	<b>1.58</b>	<b>1.58</b>	<b>1.58</b>	<b>0.75</b>
d. SME Loan Portfolio	35%	<b>3.50</b>	<b>9.33</b>	<b>9.33</b>	<b>9.33</b>	<b>5.83</b>
		<b>88.98</b>	<b>14.95</b>	<b>18.49</b>	<b>26.06</b>	<b>19.07</b>
			<b>10.40</b>			

**ARMEKA FINANCIAL CONSULTANTS PRIVATE LIMITED  
(BANKING PORTFOLIO MANAGEMENT PROJECT)**

YEAR ----->	I	II	III	IV	V
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**SCH :D**

**COST OF PROTFILIO (Amortisation)**

**(In proprotion of Revenue)**

**First Pool**

a. Unsecured Retail Portfolio

i. DPD : 360 Days+	<b>1.48</b>	<b>2.23</b>	<b>1.18</b>	<b>0.07</b>	<b>0.04</b>
ii. DPD : 900 Days+	<b>1.84</b>	<b>2.76</b>	<b>1.12</b>	<b>0.18</b>	<b>0.09</b>
iii. DPD : 1800 Days+	<b>4.52</b>	<b>2.26</b>	<b>1.54</b>	<b>0.45</b>	<b>0.23</b>

b. Secured Movable Portfolio

	<b>2.42</b>	<b>1.73</b>	<b>0.74</b>	<b>0.07</b>	<b>0.03</b>
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c. Secured Immovable Portfolio

	6.58	5.92			
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d. SME Loan Portfolio

	3.59	6.41			
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**Subsequent Pool**

a. Unsecured Retail Portfolio

i. DPD : 360 Days+			2.37	1.86	0.69
ii. DPD : 900 Days+			2.40	2.49	0.88
iii. DPD : 1800 Days+			4.52	2.26	1.54

b. Secured Movable Portfolio

			2.42	1.73	0.74
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c. Secured Immovable Portfolio

	6.58	12.50	12.50	5.92	
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d. SME Loan Portfolio

	3.59	10.00	10.00	6.41	
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	<b>20.44</b>	<b>31.48</b>	<b>38.79</b>	<b>31.61</b>	<b>16.57</b>
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**COST OF PORTFOLIO IN STOCK**

Opening Stock	0.00	27.06	18.08	26.79	17.68
Add: Acquisition/Purchase	47.50	22.50	47.50	22.50	0.00
<b>Less Cost of Pool amortisation</b>	<b>20.44</b>	<b>31.48</b>	<b>38.79</b>	<b>31.61</b>	<b>16.57</b>
<b>Closing Stock</b>	<b>27.06</b>	<b>18.08</b>	<b>26.79</b>	<b>17.68</b>	<b>1.10</b>

## Banking Portfolio Management Project

Figures in USD Millions

<b>1 Finance</b>	
Amount:	USD 50 Million (INR 3250 Million)
Cost:	a. 9% one time fee to be spread over 5 years in equated monthly. i.e. 1.8% p.a. b.10% p.a. finance cost to be paid yearly in last month. Total Cost (a+b) : 11.80% p.a. subject to withholding tax
Repayment:	100% principal repayment at the end of 5th year.

<b>2 Portfolio Investment :</b>	Invest %	Millions	Month of Fund Deployment
a. Unsecured Retail Portfolio: consist of Credit Card, Personal Loans :			
i. DPD : 360 Days+	10%	5.00	5th Month
ii. DPD : 900 Days+	12%	6.00	3rd Month
iii. DPD : 1800 Days+	18%	9.00	1st Month
b. Secured Movable Portfolio: consist of vehcile and household loans :	10%	5.00	1st Month
c. Secured Immovable Portfolio: Mortgaged Property Loans :	25%	12.50	6th Month
d. SME Loan Portfolio: business loans to SME:	20%	10.00	4th Month
e. Working capital/Buffer Capital 5% of USD 50 million.	5%	2.50	
	<b>100%</b>	<b>50.00</b>	

Note:Amount of buffer capital 2.5 million (approx 5 months interst payable) and amount collected during the portfolio cycle (Idle money) will be kept in Bank Term Deposits or Government bonds with average rate of interest 6%

First Portfolio will be acquired within first six months, average time to deploy the funds in full.

### 3 Portfolio Cost of Acquisition & Size

Portfolio	Pool Size	Acquisition Cost	
		USD	%
a. Unsecured Retail Portfolio			
i. DPD : 360 Days+	12.50	5.00	40%
ii. DPD : 900 Days+	40.00	6.00	15%
iii. DPD : 1800 Days+	150.00	9.00	6%
b. Secured Movable Portfolio	12.50	5.00	40%
c. Secured Immovable Portfolio	16.67	12.50	75%
d. SME Loan Portfolio	66.67	10.00	15%
<b>Total</b>	<b>298.33</b>	<b>47.50</b>	<b>16%</b>

### 4 Portfolio Active Cycle Period and Number cycles in 5 Years project period

Portfolio	Active Cycle Period Years	No of Cycles
a. Unsecured Retail Portfolio	3	2
b. Secured Movable Portfolio	3	2
c. Secured Immovable Portfolio	1	4
d. SME Loan Portfolio	1	4

i). Active Cycle Period is taken as most of projected recovery will be taken place. After end of active cycle period, out of balance portfolio will be resold as below

	Resale at end of Year	% of pool Resold
a. Unsecured Retail Portfolio	3rd Year	50%
b. Secured Movable Portfolio	3rd Year	50%
c. Secured Immovable Portfolio	N.A.	0%
d. SME Loan Portfolio	1st Year	100%

ii) Number of cycles indicates amount will be reinvested in same project.

iii) Subsequent acquisitions of portfolio will be at the beginning of cycle.

**5 Collection (Revenue) % of Pool Size in Active Cycle period (First Pool)**

		Collection /Revenue % of Pool Size					
a. Unsecured Retail Portfolio	Pool Size	Total %	Year I	Year II	Year III	Year IV*	Year V*
i. DPD : 360 Days+	12.50	65%	<b>20%</b>	<b>30%</b>	<b>15%</b>	1.00%	0.50%
ii. DPD : 900 Days+	40.00	30%	10%	15%	5%	1.00%	0.50%
iii. DPD : 1800 Days+	150.00	18%	<b>10%</b>	<b>5%</b>	<b>3%</b>	1.00%	0.50%
b. Secured Movable Portfolio	12.50	70%	<b>35%</b>	<b>25%</b>	<b>10%</b>	1.00%	0.50%
c. Secured Immovable Portfolio	16.67	95%	50%	45%	N.A.	N.A.	N.A.
d. SME Loan Portfolio	66.67	40%	15%	25%	N.A.	N.A.	N.A.
			25%	10			

\*Revenue % from balance pool of 50%

		Collection /Revenue USD Million					
a. Unsecured Retail Portfolio	Pool Size	Total	Year I	Year II	Year III	Year IV	Year V
i. DPD : 360 Days+	12.50	8.31	2.50	3.75	1.88	0.13	0.06
ii. DPD : 900 Days+	40.00	12.60	4.00	6.00	2.00	0.40	0.20
iii. DPD : 1800 Days+	150.00	29.25	15.00	7.50	4.50	1.50	0.75
b. Secured Movable Portfolio	12.50	8.94	4.38	3.13	1.25	0.13	0.06
c. Secured Immovable Portfolio	16.67	15.83	8.33	7.50	N.A.	N.A.	N.A.
d. SME Loan Portfolio	66.67	26.67	10.00	16.67	N.A.	N.A.	N.A.
<b>Total</b>	<b>298.33</b>	<b>101.60</b>	<b>44.21</b>	<b>44.54</b>	<b>9.63</b>	<b>2.15</b>	<b>1.08</b>

**6 Resale Value of 50% Balance Pool after active Period**

**50% of Balance pool will be re-sold and 50% will be worked upon in subsequent years**

	Resale at end of Year	Balance Pool For Resale	Resalable	Sale %	Resale Pool	Revenue % of pool	Revenue USD Millior
a. Unsecured Retail Portfolio							
i. DPD : 360 Days+	3	4.38	Yes	50%	2.19	5%	0.11
ii. DPD : 900 Days+	3	28.00	Yes	50%	14.00	3%	0.42
iii. DPD : 1800 Days+	3	123.00	Yes	50%	61.50	1%	0.62
b. Secured Movable Portfolio	3	3.75	Yes	50%	1.88	5%	0.09
c. Secured Immovable Portfolio	N.A	-	No	0%	-	0	0.00
d. SME Loan Portfolio	2	40.00	Yes	100%	40.00	3%	1.20
<b>Total</b>		<b>199.13</b>			<b>119.56</b>		<b>2.44</b>

**7 Purchase of new Portfolio Cost**

	Year I	Year II	Year III	Year IV	Year V	Total
a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	5.00	-	5.00	-	-	10.00
ii. DPD : 900 Days+	6.00	-	6.00	-	-	12.00
iii. DPD : 1800 Days+	9.00	-	9.00	-	-	18.00
b. Secured Movable Portfolio	5.00	-	5.00	-	-	10.00
c. Secured Immovable Portfolio	12.50	12.50	12.50	12.50	-	50.00
d. SME Loan Portfolio	10.00	10.00	10.00	10.00	-	40.00
<b>Total</b>	<b>47.50</b>	<b>22.50</b>	<b>47.50</b>	<b>22.50</b>	<b>-</b>	<b>140.00</b>

**8 Revenue from Collection and Resale of Profolio (Gross from All Pools)**

	Year I	Year II	Year III	Year IV	Year V	Total
a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	2.50	3.75	5.98	3.25	1.22	16.71
ii. DPD : 900 Days+	4.00	6.00	7.62	5.80	2.10	25.52
iii. DPD : 1800 Days+	15.00	7.50	20.12	9.00	5.87	57.48
b. Secured Movable Portfolio	4.38	3.13	5.72	3.25	1.41	17.88
c. Secured Immovable Portfolio	8.33	15.83	15.83	15.83	7.50	63.33
d. SME Loan Portfolio	10.00	27.87	27.87	27.87	17.87	111.47
<b>Total</b>	<b>44.21</b>	<b>64.08</b>	<b>83.14</b>	<b>65.00</b>	<b>35.96</b>	<b>292.39</b>

**9 Cost of Collection**

		Year I	Year II	Year III	Year IV	Year V	Total
a. Unsecured Retail Portfolio							
i. DPD : 360 Days+	20%	0.63	0.94	1.47	0.81	0.28	4.12
ii. DPD : 900 Days+	30%	1.40	2.10	2.52	2.03	0.59	8.64
iii. DPD : 1800 Days+	45%	7.50	3.75	9.75	4.50	2.63	28.13
b. Secured Movable Portfolio	20%	1.09	0.78	1.41	0.81	0.33	4.42
c. Secured Immovable Portfolio	5%	0.83	1.58	1.58	1.58	0.75	6.33
d. SME Loan Portfolio	20%	3.50	9.33	9.33	9.33	5.83	37.33
<b>Total</b>		<b>14.95</b>	<b>18.49</b>	<b>26.06</b>	<b>19.07</b>	<b>10.40</b>	<b>88.98</b>



10 Cost of Portfolio -Amortisation

	Year I	Year II	Year III	Year IV	Year V	Total
a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	1.48	2.23	3.55	1.93	0.73	9.92
ii. DPD : 900 Days+	1.84	2.76	3.51	2.67	0.97	11.76
iii. DPD : 1800 Days+	4.52	2.26	6.06	2.71	1.77	17.32
b. Secured Movable Portfolio	2.42	1.73	3.17	1.80	0.78	9.90
c. Secured Immovable Portfolio	6.58	12.50	12.50	12.50	5.92	50.00
d. SME Loan Portfolio	3.59	10.00	10.00	10.00	6.41	40.00
<b>Total</b>	<b>20.44</b>	<b>31.48</b>	<b>38.79</b>	<b>31.61</b>	<b>16.57</b>	<b>138.90</b>

11 Gross Contribution :8-9-10

	Year I	Year II	Year III	Year IV	Year V	Total
a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	0.39	0.59	0.96	0.51	0.22	2.67
ii. DPD : 900 Days+	0.76	1.14	1.59	1.10	0.54	5.12
iii. DPD : 1800 Days+	2.98	1.49	4.30	1.79	1.47	12.04
b. Secured Movable Portfolio	0.86	0.61	1.15	0.64	0.30	3.56
c. Secured Immovable Portfolio	0.92	1.75	1.75	1.75	0.83	7.00
d. SME Loan Portfolio	2.91	8.53	8.53	8.53	5.62	34.13
<b>Total</b>	<b>8.82</b>	<b>14.11</b>	<b>18.28</b>	<b>14.32</b>	<b>8.99</b>	<b>64.51</b>

12 Directors Remuneration is projected to be paid @ 15% of Gross Contribution

	Year I	Year II	Year III	Year IV	Year V	Total
Gross Contribution	8.82	14.11	18.28	14.32	8.99	64.51
Directors Remuneration	1.32	2.12	2.74	2.15	1.35	9.68

13 Portfolio -Stock

	Year I	Year II	Year III	Year IV	Year V	
<b>First Pool</b>						
a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	10.00	6.25	2.19	2.06	2.00	
ii. DPD : 900 Days+	36.00	30.00	14.00	13.60	13.40	
iii. DPD : 1800 Days+	135.00	127.50	61.50	60.00	59.25	
b. Secured Movable Portfolio	8.13	5.00	1.88	1.75	1.69	
c. Secured Immovable Portfolio	8.33	0.83	0.83	0.83	0.83	
d. SME Loan Portfolio	56.67	-				
<b>Total</b>	<b>254.13</b>	<b>169.58</b>	<b>80.40</b>	<b>78.25</b>	<b>77.17</b>	<b>-</b>
	Year I	Year II	Year III	Year IV	Year V	
<b>Subsequent Pool</b>						
a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	-	-	8.50	5.38	2.14	
ii. DPD : 900 Days+	-	-	34.80	29.40	13.92	
iii. DPD : 1800 Days+	-	-	135.00	127.50	61.50	
b. Secured Movable Portfolio	-	-	8.13	5.00	1.88	
c. Secured Immovable Portfolio	-	8.33	9.17	10.00	2.49	
d. SME Loan Portfolio	-	56.67	56.67	56.67	-	
<b>Total</b>	<b>-</b>	<b>65.00</b>	<b>252.26</b>	<b>233.94</b>	<b>81.92</b>	<b>-</b>
	Year I	Year II	Year III	Year IV	Year V	
<b>Total Pool Stock</b>						
a. Unsecured Retail Portfolio						
i. DPD : 360 Days+	10.00	6.25	10.69	7.44	4.14	
ii. DPD : 900 Days+	36.00	30.00	48.80	43.00	27.32	
iii. DPD : 1800 Days+	135.00	127.50	196.50	187.50	120.75	
b. Secured Movable Portfolio	8.13	5.00	10.00	6.75	3.56	
c. Secured Immovable Portfolio	8.33	9.17	10.00	10.83	3.32	
d. SME Loan Portfolio	56.67	56.67	56.67	56.67	-	
<b>Total</b>	<b>254.13</b>	<b>234.58</b>	<b>332.65</b>	<b>312.19</b>	<b>159.09</b>	<b>-</b>