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Nib InternationalBank

Annual REPORT

JULY 2016 – JUNE 2017



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Vision

To become an icon of excellence and the leading commercial bank in Ethiopia.

Mission

To provide customer focused, efficient, effective and full-fledged commercial banking services by deploying qualified, honest and motivated staff, state-of-the-art technology and thereby optimize stakeholder's interest

Values

NIB upholds the following values:

- Loyalty;
- Transparency;
- Accountability;
- Social responsiveness;
- Honesty and integrity;
- Organizational excellence;
- Equal employment opportunity;
- Prudent and professional banking practices;
- Competitive services and sustainable growth.



Board of DIRECTORS



Ato Woldetensai Woldegiorgis
Chairman



Ato Sraj Abdella
V/Chairman



W/ro Mebrat W/Tensaie
Director



Ato Alemu Denekew
Director



Ato Simmie Kulala
Director



Ato Kifle Borga
Director



Ato Kifle Yirga
Director



W/ro Martha Hailemariam
Director



Ato Hashim Mustefa
Director
(Mulege Plc)



Ato Mulugeta Asfaw
Director



Ato Mulugeta W/Michael
Director



Ato Theodoros Haile
Board Secretary

Message from the

BOARD CHAIRMAN



Dear Shareholders,

On behalf of NIB Board of directors, it is my pleasure to present the annual report for the year ended June 30, 2017 and honored to extend the Board of director's gratitude for attending the 18th Annual General Meeting of the shareholders of NIB which enables esteemed shareholders of the Bank to conclude resolutions that enhances the Bank's overall performance.

The financial year 2016/17 has exhibited an environment with opportunities and challenges to the banking industry. The increasing compliance requirements at international and national levels have considerably resulted in decline of foreign currency earning of the Bank. It is believed that a higher level of stiff competition is one of the major challenges that the banking industry will facing in the financial years ahead. To address this critical issue at grass root level, all stakeholders of the Bank should come together and prove their solidarity with the Bank.

The Board of Directors of NIB has a strong conviction that doing business and adhering to the compliance requirements of the country's regulatory organs and the international corporate governance principles is very crucial.

The different scale construction projects under progress are testimonies that witness NIB is highly engaged in wealth creation through the transformation of its liquid asset into fixed assets which ensures a long term and sustainable growth of the Bank. However; such aggressive move requires a significant amount of financial resources which affects the operation and the return thereof.

The introduction of IFRS, a new reporting standard principle is considered favorable to the endeavor of the Bank in wealth creation, accumulation and promoting its image and recognition at the global level.

In light of the aforementioned facts and the practical governing situations, the overall performance of the Bank is believed to be commendable. Remarkable achievements have been observed in various strategic areas that are believed to lay a firm foundation which enhances shareholders' value.



The significant growth rate observed in the Bank's profit coupled with other qualitative achievements, the progress in hiring external consultant to develop the Bank's 3rd Strategic Plan and 10 year Road map shows how the Bank is determined in facing the upcoming challenges and strategically aligning itself so as to keep the best interest of its esteemed shareholders.

Finally, I would like to assure all stake holders that in the years to come, the Bank will strongly persevere the laid down strategies to bring about excellence. On behalf of the Board, I would like to extend my heartfelt appreciation to our esteemed customers for having us as their partner, the energetic workforce of NIB for their dedicated effort, the NBE for their significance guidance, correspondent banks, public and private institutions for their co-operation and effort. Without all these, the result registered could have not been perceived.

Woldetensai W/Giorgis

Chairperson, Board of Directors
November 2017

MANAGEMENT



Ato Kibru Fonja
President



Ato Gashawtena Amdetsion
V/P - Strategic Support & Modernization



Ato Genene Ruga
V/P - Operations



Ato Solomon Goshime
V/P - Resource & Facilities



Ato Fresenbet Gebremedhin
Director, E-Banking



Ato Mulugeta Dilnesaw
Director, Corporate Planning
& Business Development



Ato Elias Negassi
Director, Information Systems



Ato Kedir Bedewi
Director, Trade Finance



Ato Lemma Hailemichael
Director, Customer
Relations Management



Ato Seifu Agenda
Director, Credit Appraisal



Ato Menkir Hailu
Director, Domestic Banking



Ato Abera Shire
Director, Human Resource
Management



Ato Asefa Jeza
Director, Logistics & Property
Management



W/ro Eden Haddis
Director, Treasury & Fund
Management



Ato Shiferaw Argaw
Director, Account & Finance



Ato Beyene Alemu
Director, Legal Services



Ato Leulseged Negussie
Director, Risk & Compliance
Management



Ato Melkamu Solomon
Director, Internal Audit



Ato Osman Ali
Executive Assistant
to the President



Message from the

PRESIDENT



It is with a great sense of pride and pleasure that I announce yet another impressive year of record in most areas of banking operations for the Bank in the year ended June 2017, for which I am immensely honored to extend my appreciation to all shareholders, Board of Directors, and all stakeholders for the overall unreserved assistance you extended towards the Bank's achievement so far made.

Both internal and external environmental factors have affected banking operations and consequently profits. National and international compliance requirements, reduction of inward remittances, and decline in the country's export can be cited as some of the major environmental factors that somewhat affected Banks' performance.

However, in the operational year ended June 2017, our Bank has overcome the multi-dimensional challenges, including stiff competition in the financial sector; and has successfully achieved commendable strategic and operational results, observed in the Bank's overall business expansion, growth as well as addition to shareholder value.

Accordingly, during the reporting period of 2016/17, the Bank has earned a gross profit of Birr 681.5 million (after deduction for provision) which is higher than last year by

Birr 222.8 million (i.e. 48.6% growth). The Bank's total asset grew by Birr 5.2 billion or 32.8% and reached Birr 21 billion. The total liability of the Bank rose to Birr 18.1 billion registering a growth of Birr 4.7 billion (35.7%) compared to previous year's balance, of which total deposit constitutes Birr 16.4 billion (90.9%) and shows an absolute growth of Birr 3.99 billion or 32.2% compared to that of last year. This is the highest absolute growth registered during the 17 years history of the Bank. On the other hand, the Bank's total outstanding loans & advances stood at Birr 10.9 billion at the end of 2016/17 financial year. Compared to the last year's balance of Birr 7.6 billion, it showed net increment of Birr 3.2 billion (42.4%) during the budget year.

The Bank's customer base has been significantly growing from year to year and reached 520,791 in the year ended June 2017, showing an absolute increment of 107,881 accounts (growth of 26.1%) from that of last year.

Beyond the commendable financial performance, the Bank has gained considerable strategic achievements where it has continued to broaden its outreach to customers through multiple service delivery channels. The branching competition in the industry is an observable reality and is becoming stronger from time to time. In line with that and with a view to sustain our expansion to regional cities as well as in Addis Ababa, the Bank has opened a total of 50 new branches in the financial year. In doing so, we have managed to raise the total number of NIB branches to 180. The Bank continued its reach to its customers by extending its services through deploying additional ATMs, POS, and by using Mobile and Internet Banking.



With regard to Interest Free Banking services, having finalized all the necessary procedural and legal issues, the Bank has been able to launch operation. In doing so, the Bank has got encouraging results in terms of number of customers and deposits, with the deposit mobilization performance of the branches having reached Birr 322.3 million as of June 30, 2017. In line with this, all the necessary preparations are finalized to commence Profit & Loss Sharing (Mudarabah) deposit and the credit facility.

Moreover, to augment the Bank's product variety and service quality as well as to reach those segments of the society which demand differentiated product type, a number of new and improved product types have been commenced. Among these, the nine additional deposit services, namely, Corporate Saving Account, Nib Kefo Saving Account, Prestige Saving Account, Senior Citizens Saving Account, Lucy Saving Account, Student Saving Account, Executive Special Saving Account, Children Saving Account and Holiday, Vacation & Special Purpose Saving Accounts (Customized) were introduced in the reporting financial year.

The 2016/17 budget year was also a year of success to the Bank with regard to asset building, particularly considering the achievement in a number of construction projects. The long awaited 33 storey Headquarters building construction contract was signed with a Chinese company named China Jiangsu International PLC in the budget year. In this regard, commendable growth and progress has been observed. Moreover, the construction projects of Hawassa branch office & multipurpose building project, Dukem branch office & multipurpose building project work, and the construction work of the Bank's building in Hosa'ena are at commendable and promising progress.

In addition to these existing construction projects, the Bank has recently acquired an 8 storey building in a leased plot of land with a total area of 2,926 sqm around Arat Kilo (near Tourist Hotel). The newly acquired building is planned to be finalized within the current year to serve as transitional Headquarters of the Bank. The Bank also purchased a number of condominium sites to serve as branch offices.

The Bank's achievements registered in a number of parameters were made possible thanks to the collaborated efforts exerted by all stakeholders including the Board of Directors, Management and staff, customers and regulators as well as the general public at large.

The annual plan and budget of 2017/18 is fairly ambitious as it seems to be overstretched. However, the plan and budget of the year shall be achieved not only by working more diligently and strategically, but also by forming synergy among the various stakeholders and through delivering excellent services with a strong sense of team spirit, belongingness, and commitment.

As a part of capacity building process and business strategy, the Bank planned to formulate the third Five-Years Strategic Plan that shall consider new structure, modern system and technology. As part of new strategy, the Bank's existing policies & procedures shall be revised in such a way to facilitate modern customer service delivery process. In the new strategy, Human Resource Development shall be vital element, and capacity building of staff and management shall be pursued through continuous coaching & training both locally and overseas.

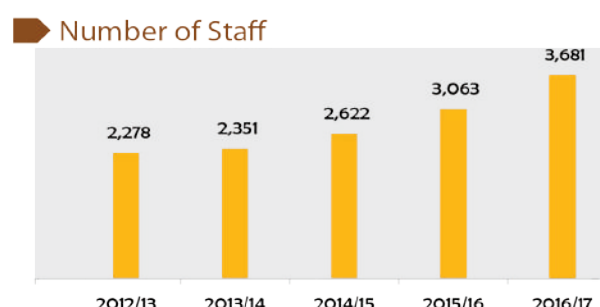
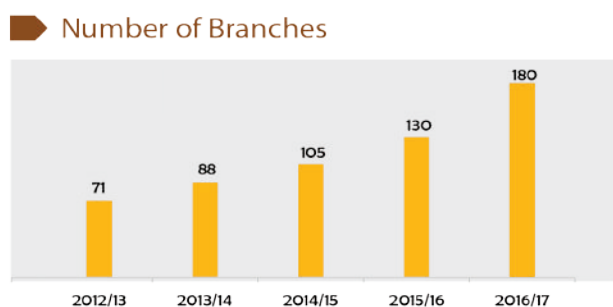
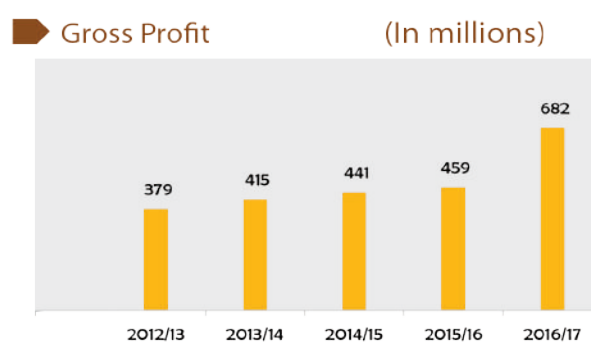
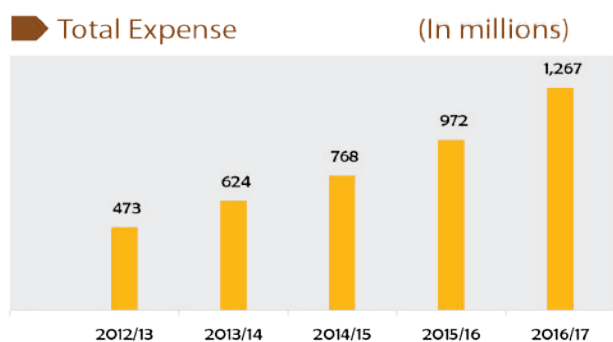
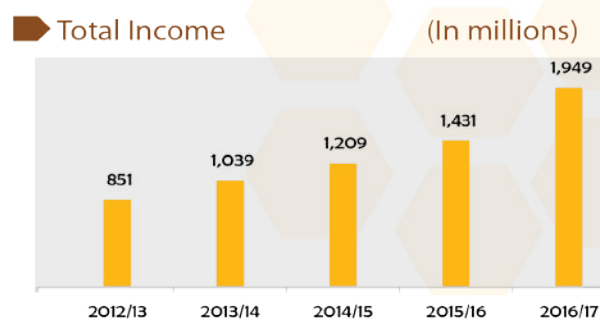
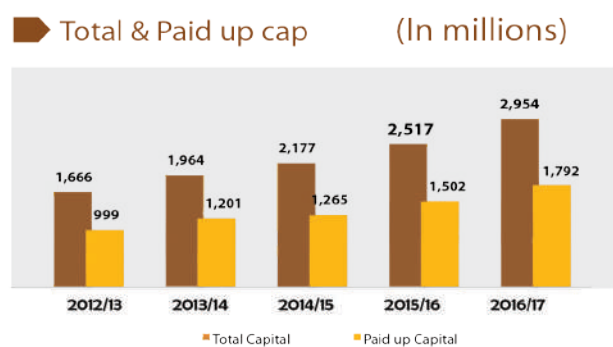
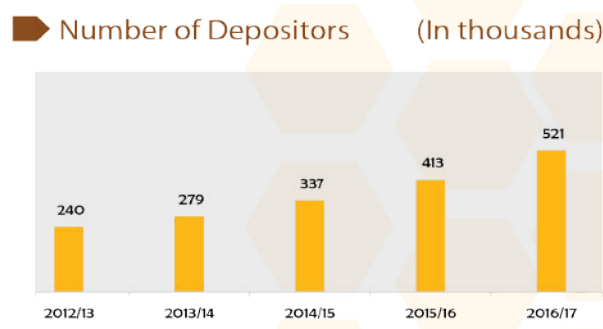
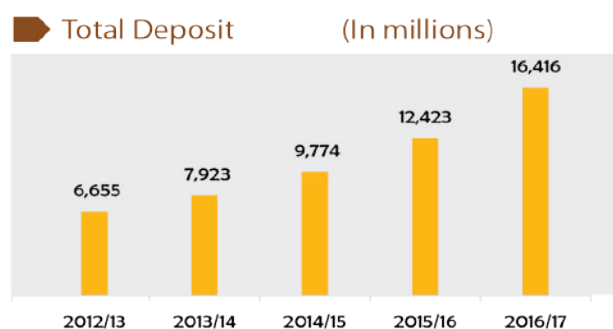
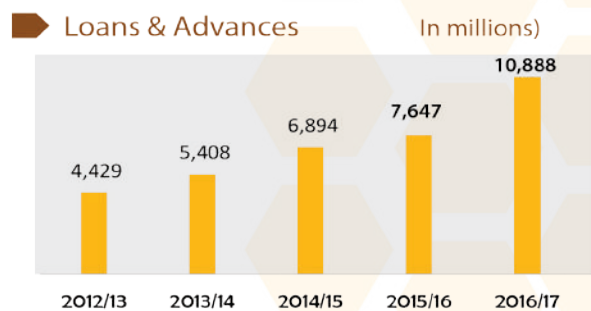
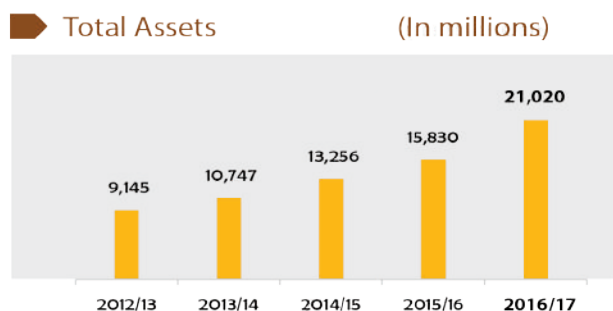
Finally, I would like to take this opportunity to express my gratitude to the Board of Directors for their tireless support and leadership to realize the strategic and operational objectives of the Bank. I am also pleased to express my appreciation to the Bank's management and employees for their unreserved effort towards achieving the overall objectives and goals of the Bank. With concerted efforts of all employees, shareholders, business partners and stakeholders, I have full confidence that we will attain a remarkable result and move the Bank to a new chapter in the 2017/18 financial year.

Kibru Fondja

President
November 2017



HIGHLIGHTS OF THE LAST FIVE YEARS MAJOR OPERATIONAL PERFORMANCE



DIRECTORS' REPORT

The Board of Directors of Nib International Bank is honored to present the 2016/17 financial year performance of the Bank:-

During the reporting period, the Bank has performed different strategic and essential activities; the main ones include the following:-

1. NON FINANCIAL ACTIVITIES

- 1.1. To solve different operational problems, various studies were conducted; based on these several policies and procedural manuals were revised, developed and implemented;
- 1.2. With an effort to reach customers who need distinct type of deposit, financing and other banking facility, Interest free banking services have been introduced in almost all branches;
- 1.3. New and innovative deposit products such as Prestige Saving, Executive Saving, Corporate Saving, Senior citizens Saving, Nib Kefo Saving, New Born Baby Saving, Student Saving and Lucy Saving deposits were developed;
- 1.4. 50 new branches became operational in different parts of Addis Ababa and regional towns. Accordingly, the total number of branches reached 180. 73 additional own ATM machines have been deployed in different branches, hotels and various business centers raising the Bank's overall number of ATMs to 150. Moreover, POS, Mobile and Internet Banking service alternatives are also strengthened and continued as means of reaching the customer at any time, place and circumstances;
- 1.5. A number of internally developed system solutions were implemented and some are under process improvement. Similarly, upgrading and addition of new features on the existing T24 Core Banking system is also under way;
- 1.6. Recruitment of renowned consultants for designing the Bank's future road map and developing the 3rd strategic plan has been embarked upon. Currently, the technical and financial evaluations of bidders are being undertaken;
- 1.7. To strengthen the asset position of the Bank, the task of purchasing and constructing own building continued satisfactorily. To this end, the construction of the Head Quarter building in Addis Ababa, the multipurpose building in Dukem, a multifaceted building in Hawassa town and the finishing works of Hossana building are progressing well;
- 1.8. The Bank has purchased office spaces at various condominium sites in Addis Ababa and has also acquired semi finished multi storey building at Arat Killo.



2. FINANCIAL PERFORMANCE

The financial performance of the Bank during the financial year 2016/17 is presented as follows.

2.1. BALANCE SHEET ITEMS

The total asset of the Bank reached Birr 21.0 billion exceeding the balance of corresponding last year figure of Birr 15.8 billion by Birr 5.2 billion (32.8%).

Total loans and advances constitute 50.9% of total assets which was 47.4% last year same period. The liquid assets of the Bank comprising of cash on hand, deposit with local and foreign banks and reserve account with NBE, constitute 15.6% of the total assets. Comparable figure for the corresponding period was 18.8%. The decline is due to the higher growth of other asset items than liquid asset. In addition, the total amount of NBE bills purchased reached Birr 5.1 billion constituting 24.2% of the total assets which was 26.3% during last year same period. Fixed asset reached Birr 520.6 million comprising a share of 2.4% of the total asset. Comparable figure for the corresponding period was 2.5%. The remaining 6.9% of the total assets is made up of investment in local shares and other assets which was 5% last year same period.

The Total liability of the Bank stood at Birr 18.1 billion registering a growth of Birr 4.7 billion (35.7%) compared to corresponding last year balance. Total deposits constituted 90.9% of the total liability.

The Bank's capital, composed of paid up capital, reserves, retained earnings and undistributed profit, reached Birr 2.95 billion exceeding the balance of last year same period by Birr 436.1 million or 17.3%.

2.1.1. DEPOSITS

The total deposit mobilized by the Bank reached Birr 16.4 billion which shows an absolute growth of Birr 3.99 billion or 32.1% from the balance of Birr 12.4 billion registered in the previous year. This is the highest achievement registered since the establishment of the Bank.

The number of deposit accounts reached 520,791 from the level of 412,910 accounts of June 30, 2016 making an absolute increment of 107,881 accounts (26.1%). This is an indication that the public trust of the Bank is growing from time to time making the Bank one of the strongest Bank in the country. The detail of deposits is presented in table 1, chart 1 and 2 below

TABLE 1: COMPARISON OF DEPOSIT BY TYPE

IN '000'

Deposit Type	Amount June 30, 2017	% Share	Amount June 30, 2016	% Share	Growth	
					Absolute	%
Demand Deposit	4,764,904.8	29.0%	3,601,453.5	29.0%	1,163,451.3	32.3%
Savings Deposit	8,862,920.9	54.0%	7,022,167.2	56.5%	1,840,753.7	26.2%
Fixed Deposit	2,466,316.9	15.0%	1,743,452.0	14.0%	722,864.9	41.5%
Interest Free	322,294.3	2.0%	55,950.3	0.5%	266,344.0	476.0%
Total	16,416,436.9	100.0%	12,423,023.0	100.0%	3,993,413.9	32.1%

The above table depicts that the balance of interest-bearing deposits (Savings Deposit & Fixed time deposits) was Birr 11.33 billion, which is 69% (70.8% as at June 30, 2016) of the total deposits, Birr 5.1 billion (31%) was mobilized in the form of non- interest bearing demand deposit including Interest Free Banking deposits (Amana, Mudaraba and Qard).

CHART 1: COMPOSITION OF DEPOSITS

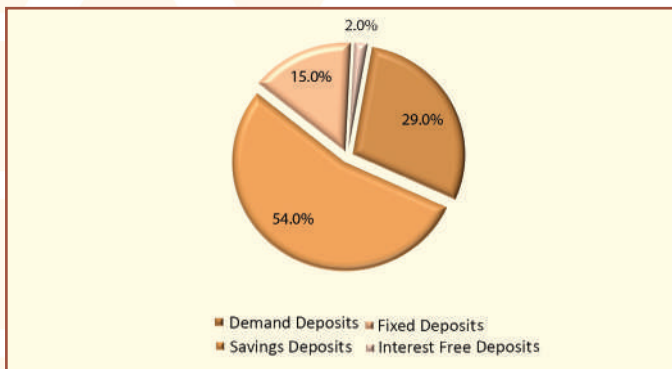
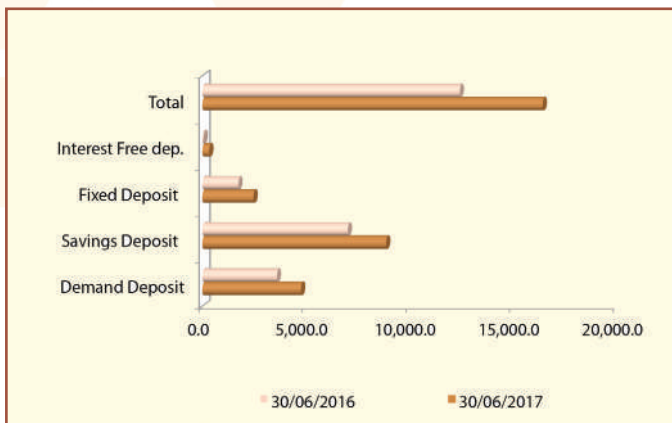


CHART 2: COMPARISON OF DEPOSITS



2.1.2. LOANS AND ADVANCES

At the end of 2016/17 financial year, the Bank's total outstanding loans & advances stood at Birr 10.9 billion. Compared to corresponding year balance of Birr 7.6 billion it showed an increment of Birr 3.2 billion (42.4%).

Out of the total loans and advances, term loans constituted about Birr 9.15 billion (84.1%), while over draft facilities stood at Birr 1.73 billion (15.9%) and advances on import and export bills constituted Birr 1.44 million (0.01%) of the total outstanding loans and advances.

CHART 3: COMPARISON OF LOANS & ADVANCES

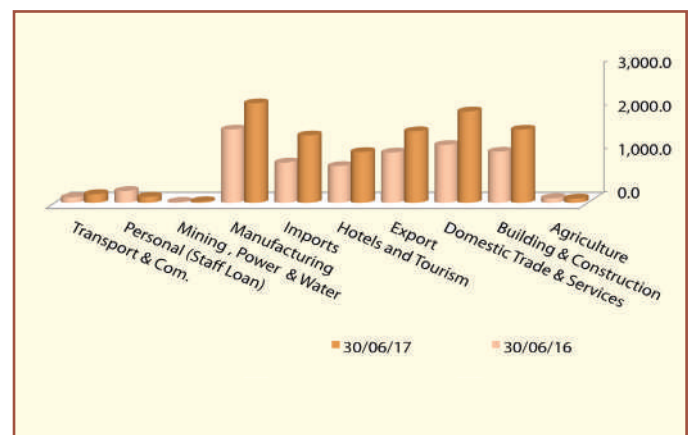


TABLE 2: LOANS AND ADVANCES BY ECONOMIC SECTOR

IN '000'

Type of Sector	30/06/17		30/06/16		Growth	
	Amount	% Share	Amount	% Share	Absolute	%age
Agriculture	96,029.3	0.9%	105,219	1.4%	(9,189.68)	-8.7%
Building & Construction	1,681,034.1	15.4%	1,177,805	15.4%	503,229.1	42.7%
Domestic Trade & Services	2,098,139.4	19.3%	1,331,960	17.4%	766,179.4	57.5%
Export	1,644,138.5	15.1%	1,157,198	15.1%	486,940.5	42.1%
Hotels and Tourism	1,167,571.9	10.7%	845,591	11.1%	321,980.9	38.1%
Imports	1,548,556.8	14.2%	925,174	12.1%	623,382.8	67.4%
Manufacturing	2,287,666.3	21.0%	1,687,686	22.1%	599,980.3	35.6%
Mining, Power & Water	31,291.2	0.3%	18,347	0.2%	12,944.2	70.6%
Personal (Staff Loan)	137,730.9	1.3%	271,630	3.6%	(133,899.1)	-49.3%
Transport & Communication.	196,252.2	1.8%	126,528	1.7%	69,724.2	55.1%
Total	10,888,410.5	100.0%	7,647,138	100.0%	3,241,272.5	42.4%



3. INCOME AND EXPENDITURE

3.1. REVENUE

The Bank is providing loans and advances for the priority sectors which are believed to have tangible impact on the country's growth and development. With this end, the highest amount of loan is given for manufacturing sector which is Birr 2.3 billion followed by trade and services (Birr 2.1 billion) and building and construction sector (Birr 1.7 billion). The chart here below shows comparison of sectoral share of the total loans and Advances.

The Bank has managed to generate a total income of Birr 1.95 billion. The balance showed a growth of Birr 517.6 million (36.2%) from the preceding year same period balance. This indicates that the Bank's volume of income and generation capacity is growing modestly.

CHART 4: SECTORAL SHARE OF LOANS & ADVANCES

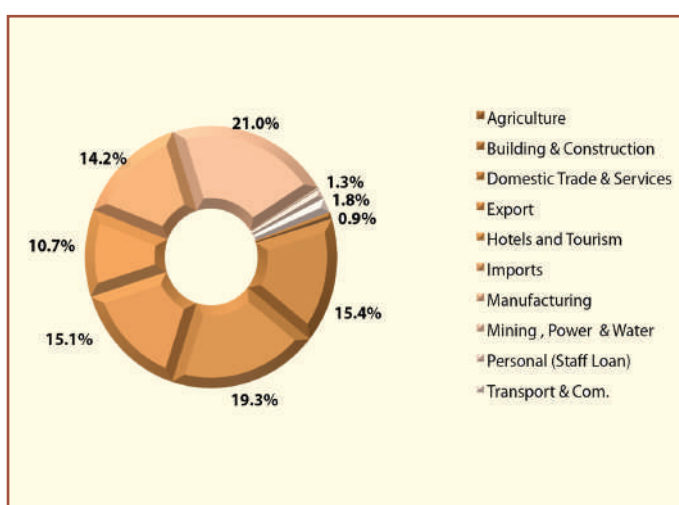
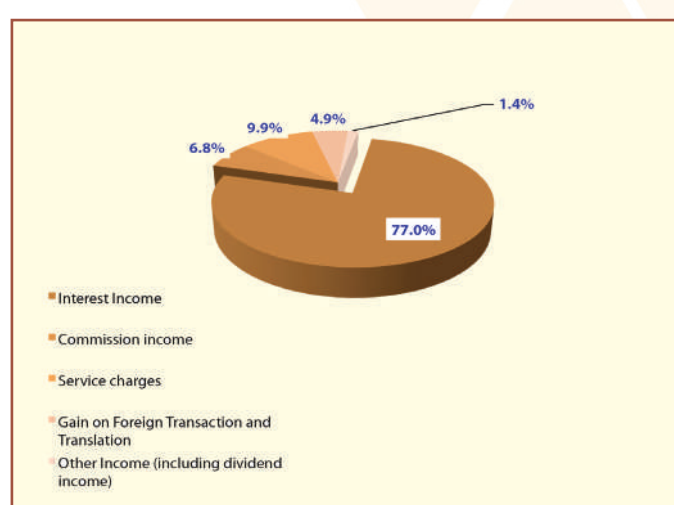


CHART 5: COMPOSITION OF REVENUE SOURCES



The total number of loan accounts has reached 11,085 registering an increase of 3,208 compared to previous year same period balance.

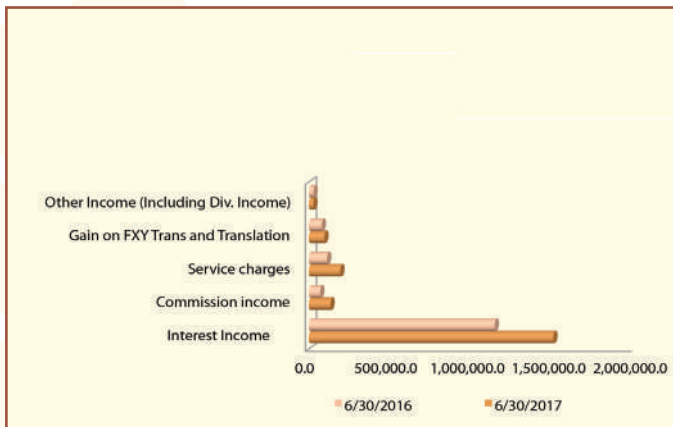
TABLE 3: COMPOSITION OF REVENUE

IN '000'

Types of Income	30/06/2017		30/06/2016		Growth	
	Amount	% Share	Amount	% Share	Absolute	%age
Interest Income	1,500,417.6	77.00%	1,141,051.3	79.7%	359,366.3	31.5%
Commission income	132,856.2	6.82%	69,485.0	4.9%	63,371.2	91.2%
Service charges	193,104.7	9.91%	112,269.0	7.8%	80,835.8	72.0%
Gain on Foreign Exchange Transaction and Translation	94,787.6	4.86%	79,297.6	5.5%	15,490.1	19.5%
Other Income (Including Dividend Income)	27,443.8	1.41%	28,926.3	2.0%	(1,482.6)	-5.1%
Total Income	1,948,610.0	100.00%	1,431,029.2	100.0%	517,580.8	36.2%

Component wise, the largest portion is generated from interest income which is Birr 1.5 billion (77%) followed by service charge Birr 193.1 million (9.9%), commission income Birr 132.8 million (6.8%), gain on foreign exchange transaction and translation Birr 94.8 million (4.9%), and other income (including dividend income) Birr 27.4 million (1.4%).

CHART 6: COMPARISON OF REVENUE SOURCES



3.2. EXPENSES

The total expense of the Bank during the financial period under review reached Birr 1.27 billion which is higher by Birr 294.8 million (30.3%) compared to last year same period. As shown on the table 4 below, the Bank's operational expenses are dominated by spending on interest payments (Birr 530.8 million) followed by salaries and benefits (Birr 387.2 million) and general expenses (Birr 306.8 million). The details are presented on table 4 below.

Of the general expense, the lion's share goes to office rent amounting to Birr 120.4 million (39.2%) followed by depreciation & amortization amounting to Birr 58.9 million (19.2%), and other general expenses accounted for Birr 127.7 million (41.6%). Comparable figures during last year same period was Birr 94.3 million for rent (growth of 36.8%) and Birr 53.6 million (growth of 20.9%) for depreciation & amortization. The chart below shows the share of each expense item.

The increase in interest expense is attributed to the growth of saving deposits and the increasing cost of fixed time deposits. Salaries and benefits grew mainly due to the recruitment of additional employees in line with branch expansion program of the Bank and annual salary increment and benefit for staff. Likewise, administrative and general expenses also grew by Birr 51.2 million or 20% as a result of the continuous increase in the volume of the Bank's operational activities, and the continued increase in the rental expenses of branch offices.

CHART 7: COMPOSITION OF EXPENSES

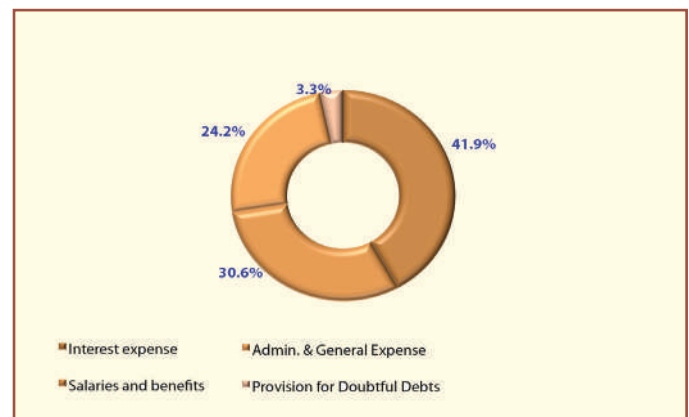


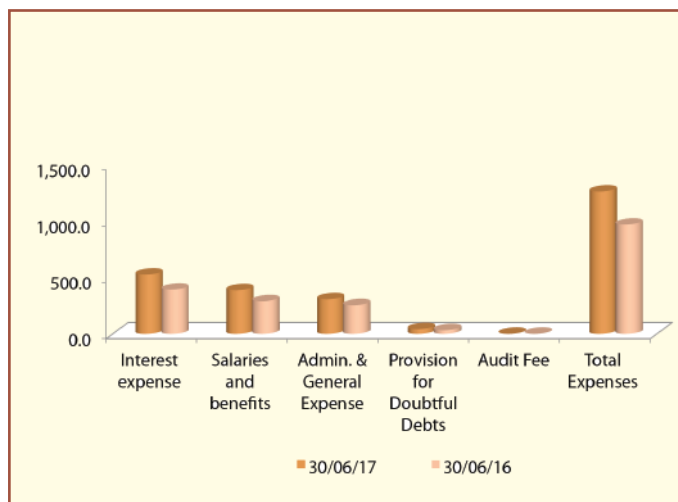
Table 4: BREAKDOWN OF EXPENSE

IN '000'

Expense Items	30/06/17		30/06/16		Change Absolute	Growth %
	Amount	%	Amount	%		
Interest expense	530,762.7	41.9%	392,307.7	40.3%	138,455.0	35.3%
Salaries and benefits	387,234.1	30.6%	290,762.9	29.9%	96,471.3	33.2%
Admin. & General Expense	306,807.1	24.2%	256,436.1	26.4%	50,370.9	19.6%
Provision for Doubtful Debts	41,953.7	3.3%	32,509.9	3.3%	9,443.8	29.0%
Audit Fee	304.8	0.0%	258.8	0.0%	46.0	17.8%
Total Expenses	1,267,062.4	100.0%	972,275.4	100.0%	294,786.9	30.3%



CHART 8: COMPARISON OF EXPENSES



3.3. INTERNATIONAL BANKING OPERATIONS

Out of the gross income of Birr 1.9 billion generated during the 2016/17 financial year, the total income generated from international banking activities reached Birr 384.6 million which is 19.7% of the total income (17.3% on June 30, 2016). The actual figure increased by Birr 135.8 million (54.6%) from last year same period which is an indication of income earned from international banking operation is growing moderately.

Out of the total income earned from foreign banking activities, income from service charge and other charges took the lion's share amounting to Birr 191.8 million (49.9%), followed by foreign currencies transaction and translation amounting to Birr 95.8 million (24.9%) and the remaining Birr 96.9 million (25.2%) is generated from commission on L/C, Interest earned on advance on import bill and interest earned on correspondent accounts.

3.4. PROFIT AND LOSS ACCOUNT

The Bank's pretax profit shows a moderate rate of change during the past few years with an increasing trend. In 2016/17 financial period, the Bank was able to generate a pretax and net profit of Birr 681.5 million and Birr 516.4 million respectively. The net profit showed an increase of Birr 159.7 million (44.8%) compared to Birr 356.6 million registered in

the financial year 2015/16. Similarly the gross profit of the Bank has increased by Birr 222.7 million (48.6%) from last year same period balance.

3.5. RETURN ON ASSETS AND PAID-UP CAPITAL

In relation to return on assets and paid-up capital the Bank's return on assets (ROA) expressed as the ratio of profit before tax to the average assets is 3.7% in the financial year 2016/17 which is higher compared to last year same period of 3.2%. On the other hand, during the financial year, return on paid-up capital expressed as the ratio of net profit after tax to average paid-up capital stood at 31.4%. The percentage for last year same period was 25.8%.

4. HUMAN RESOURCE

Employee engagement continued to be an area of priority. At the close of the financial year, the staff strength of the Bank reached 3,681 from the previous year number of 3,069. In the financial year 2016/17, the Bank employed 941 additional employees; of which 456 were professionals and clerical and the remaining 485 of employees were non clerical. During the same period, 329 employees left the Bank due to various reasons.

Occupational development opportunities were also made available to staff both locally and internationally. In this regard, the Bank organized 36 in-house (including induction), 81 out-sourced and 6 overseas training programs during the financial year. Accordingly, a total of 4,334 employees have attended the trainings. In addition, 492 employees are continuing their education in different educational institutions.

5. RISK AND COMPLIANCE MANAGEMENT

To become successful in today's highly dynamic business environment and satisfy the interests of all stakeholders, putting in place efficient and effective risk and compliance management system is



extremely important. With this in mind, the Bank has a well established Risk & Compliance Management Department that is directly accountable to the Board and responsible for conducting independent oversight of the management of risks inherent in the Bank. In doing so, the Bank has given due consideration to identifying, measuring, monitoring and controlling the most common types of risks that include, credit, operational, liquidity and market using a comprehensive risk management framework designed for this purpose. Following the advancement in banking technologies coupled with the increasing demand for better customer service and competition in the banking industry, the Bank has conducted various risk based assessment to avoid or minimize a strategic risk by paying close attention to the changing business environment.

In order to comply with the national and international regulatory requirements, the Bank has established effective Anti-Money Laundering & Combating the Financing of Terrorism (AML/CFT) policy and procedures. Further, the Bank has developed its own action plan and created awareness among all concerned organs to implement the National Risk Assessment plan recently issued by Financial Intelligence Centre (FIC). Risk management program, policies and procedures have also been reviewed regularly to reflect changes in market conditions, products and services offered by the Bank.

As part of capacity development and building a strong risk management culture across the Bank, various trainings and awareness creation sessions have been given to employees to better understand and manage risks in their areas of operations thereby contributing more for the successful achievement of the Bank's overall objectives.

6. INFORMATION TECHNOLOGY

Nib International Bank is committed to operation under the changing information technologies. In this regard, various software solutions were

internally developed. Among which; software that ensures a secure intra office communication platform is implemented. Inventory Management System and Signature Capture and Retrieval System are under implementation. Furthermore, a Queue Management enhancement for the foreign exchange application and Approval and Report System are also implemented. With the view to automating human resource management, employees' full data entry is underway.

The Bank's mobile and internet banking services are improving from time to time and has continued serving customers as a result significant number of customers subscribed to the Bank's Mobile Banking and Internet Banking Services.

To enhance the application of modern banking technologies and provide competitive service via a wide range of card banking services, the Bank is also providing payment service with Master Card, VISA and Union Pay international branded cards.

ATM card banking and POS, which are the Bank's priority service delivery channels, are progressing well. Apart from the Premier Switch Solution (PSS) and EthSwitch member banks ATM machines, the Bank is delivering card banking service with its own ATMs and Point of Sale (POS) deployed at different locations. In this regard, the Bank has distributed a total of 42,254 NIB Cards to its customers raising the number of ATM card holders to 115,889.

7. BRANCH NETWORK

Regarding the expansion of branch network in strategically important sites, it was planned to open 50 new branches in the financial year and as per the plan the Bank opened 50 new branches. Out of which; 27 were opened in different parts of Addis Ababa and the remaining 23 branches were opened in the regional towns. Accordingly, the total number of branches reached 180 as at June 30, 2017.



8. 2017/18 PRIORITIES

Our priorities for the budget year 2017/18 based on our strategic aspirations includes the following:

- 8.1. Innovate, digitize and simplify our services in order to improve productivity and effectiveness; to this effect upgrading process of Core Banking System will start this year.
- 8.2. Strengthen the efforts to diversify service delivery channels;
- 8.3. Implement new banking products and services in order to meet customers' demand and increase customer base of the Bank.
- 8.4. Design transformational road map and develop 3rd strategic plan by employing renowned consultant;
- 8.5. Effectively continue the construction activities of the Head Office, Hawassa, Dukem and other construction projects in Addis Ababa and regional towns
- 8.6. Implement International Financial Reporting Standard and cyber security system following NBE's directives.

We believe delivering on each of these priorities is key to the continuous success in our journey towards building sustainable business growth in our Bank.

9. VOTE OF THANKS

The Board of Directors would like to express its heartfelt gratitude to our customers, shareholders, management and staff of NIB as well as the National Bank of Ethiopia, for their respective contribution towards the satisfactory performance of our Bank during the financial year 2016/17.

Woldetsai Weldegiorgis

Chairman, Board of Directors
November 2017



Photo Gallery

ANNUAL GENERAL MEETING OF SHAREHOLDERS



MANAGEMENT MEETING IN SESSION



BEST PERFORMING BRANCHES AWARD





▼ NIB FUTURE HEAD QUARTER



NIB DUKEM BUILDING ▼



▼ NIB HAWASSA BUILDING



NIB ARAT KILO BUILDING ▼



▼ FINANCED PROJECT: GETFAM SUPERMARKET



FINANCED PROJECT: DH GEDA STEEL FACTORY



Auditors' REPORT





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Getachew Kassaye & Co.
Chartered Certified Accountants

Tel. 011-551 37 11 011-551 17 08
011-551 74 47 011-551 72 76
Fax. 251-11-551 02 20

P. O. Box 1432
ADDIS ABABA
ETHIOPIA

**INDEPENDENT AUDITORS' REPORT
TO THE SHAREHOLDERS OF
NIB INTERNATIONAL BANK SHARE COMPANY**

1. We have audited the accompanying financial statements of Nib International Bank Share Company (hereinafter referred to as the Bank) for the year ended June 30, 2017, set out on pages 21 to 37, which have been prepared under the accounting policies set out on pages 26 to 28.

DIRECTOR'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

2. The directors of the Bank are responsible for the preparation and fair presentation of these financial statements in accordance with the historic cost convention, generally accepted accounting principles and the laws and regulations of Ethiopia. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error, selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

AUDITORS' RESPONSIBILITY

3. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.
4. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on our 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, we considered internal control relevant to the preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control. The audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

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Getachew Kassaye & Co.
Chartered Certified Accountants

OPINION

5. In our opinion, the financial statements present fairly, in all material respects, the financial position of the Bank as at June 30, 2017, and its financial performance and its cash flows for the year then ended in accordance with Generally Accepted Accounting Principles.
6. We have no comments to make on the report of the Board of Directors relating to the financial matters and pursuant to Article 375 (2) Of Commercial code of Ethiopia of 1960, we recommend that the above mentioned financial statements be approved.

Addis Ababa,
October 17, 2017


GETACHEW KASSAYE & CO.
CHARTERED CERTIFIED ACCOUNTANTS





NIB INTERNATIONAL BANK SHARE COMPANY
BALANCE SHEET
AS AT JUNE 30, 2017

ASSETS

Cash and Bank Balance

Cash on hand
 Deposits with local commercial Banks
 Deposits with foreign Banks
 Deposits with National Bank of Ethiopia

Loans and advances to customers
 NBE Bills
 Equity Investment
 Other assets
 Tangible Fixed assets

TOTAL ASSETS

LIABILITIES

Deposits From Customers

Demand
 Saving
 Fixed

Margin held on letters of credit
 Borrowing from other Banks
 Other liabilities
 Provision for taxation

TOTAL LIABILITIES

CAPITAL AND RESERVES

Paid up share capital
 Premium on shares
 Legal reserve
 Special reserve
 Retained earnings
 Profit and loss account

TOTAL CAPITAL AND RESERVES

TOTAL LIABILITIES, CAPITAL AND RESERVES

Notes

4 1,160,846,033
5 307,512,595
 707,314,948
6 1,106,242,435
 3,281,916,010
7 10,711,303,668
 5,095,628,000
8 131,033,740
9 1,279,197,535
10 520,630,108
21,019,709,062

Currency: Ethiopian Birr
 2016

978,521,630
 7,512,595
 867,081,189
1,124,864,933
 2,977,980,347
 7,511,984,948
 4,168,435,000
 125,777,840
 652,621,145
 393,522,482
15,830,321,762

		4,795,050,599	4,138,959,318
		9,155,069,408	6,540,611,705
		<u>2,466,316,868</u>	<u>1,743,451,964</u>
		16,416,436,875	12,423,022,987
		367,433,103	108,531,285
		200,000,000	-
	11	916,672,897	678,736,757
	24	165,104,279	102,074,855
		18,065,647,153	13,312,365,885
	12	1,792,391,500	1,502,380,000
		8,062,500	-
		765,675,373	636,564,528
	13	1,800,000	1,700,000
	14	-	111,002,135
		<u>386,132,535</u>	<u>266,309,214</u>
		<u>2,954,061,908</u>	<u>2,517,955,877</u>
		21,019,709,062	15,830,321,762

For

Weldetensai Weldegiorgis
 Chairman of the Board



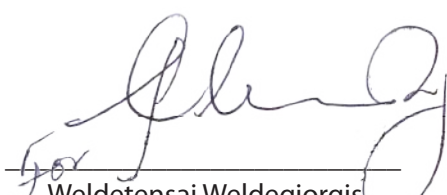
For

Kibru Fondja
 President/CEO

**NIB INTERNATIONAL BANK SHARE COMPANY
PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED JUNE 30, 2017**

Currency: Ethiopian Birr

	Notes		<u>2016</u>
INCOME			
Interest Income	15	1,500,417,612	1,141,051,271
<u>Less: Interest expense</u>	21	<u>530,762,715</u>	<u>392,307,725</u>
Net interest income		969,654,898	748,743,546
Commission income	16	132,856,217	69,485,045
Service charges	17	193,104,747	112,268,997
Net gain on foreign exchange dealings and translations	18	94,787,647	79,297,567
Dividend income	19	3,959,958	3,858,842
Other income	20	<u>23,483,837</u>	<u>25,067,504</u>
		<u>1,417,847,303</u>	<u>1,038,721,501</u>
EXPENSES			
Salaries and benefits	23	387,234,129	290,762,861
General and administrative expense	22	306,188,765	256,098,649
Provision for doubtful debt		41,953,699	32,509,934
Directors' monthly allowances		618,300	337,500
Audit fee		<u>304,750</u>	<u>258,750</u>
		<u>736,299,644</u>	<u>579,967,694</u>
PROFIT BEFORE TAXATION		681,547,659	458,753,807
PROVISION FOR TAXATION	24	<u>165,104,279</u>	<u>(102,074,855)</u>
PROFIT AFTER TAXATION		516,443,380	356,678,952
TRANSFER TO LEGAL RESERVE		<u>(129,110,845)</u>	<u>(89,169,738)</u>
TRANSFER TO SPECIAL RESERVE		<u>(100,000)</u>	<u>(100,000)</u>
NET PROFIT AFTER TAX AND RESERVES		387,232,535	267,409,214
BOARD OF DIRECTORS' REMUNERATION	26	<u>(1,100,000)</u>	<u>(1,100,000)</u>
CURRENT YEAR PROFIT		<u>386,132,535</u>	<u>266,309,214</u>
EARNINGS PER SHARE		<u>157</u>	<u>129</u>


 Weldetsai Weldegiorgis
 Chairman of the Board




 Kibru Fondja
 President/CEO

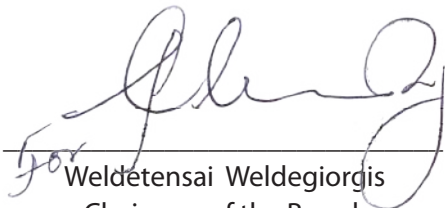


NIB INTERNATIONAL BANK SHARE COMPANY
CASH FLOW STATEMENT
FOR THE YEAR ENDED JUNE 30, 2017

Currency: Ethiopian Birr

Cash Flow from Operating Activities

		<u>2016</u>
Profit before tax	681,547,659	458,753,807
Depreciation and amortization	58,891,938	53,632,428
Provision for doubtful loans and others	41,953,699	32,509,934
Investment income	(141,500,088)	(128,552,154)
Directors allowance paid	<u>(1,100,000)</u>	(600,000)
Operating profit before change in operating assets and liabilities	639,793,208	415,744,016
(Increase) in loans and advances to customers	(3,241,272,420)	(647,945,916)
Decrease (increase) in other assets	(626,576,390)	(255,107,192)
Increase in demand deposits	656,091,281	1,142,330,929
Increase in saving deposits	2,614,457,703	1,084,824,712
Increase in fixed time deposits	722,864,904	421,751,472
Increase (decrease) in margin held on letters of credit	258,901,818	(38,140,227)
Increase in other liabilities net of directors' allowance	237,936,140	(376,068,423)
Dividend transferred to liability	(10,320,858)	(20,209,614)
Income tax Paid	<u>(102,074,855)</u>	(103,727,831)
Net Cash Inflow/(Outflow) from Operating Activities	510,007,323	1,207,707,910
Cash flow from investing activities		
Purchase of fixed assets	(99,354,329)	(129,965,315)
Payment for the construction in progress	(86,645,235)	(11,962,388)
Interest on deposit with other Banks	2,609,353	740,996
Increase in NBE bills purchased	(927,193,000)	393,923,942)
Interest on NBE bills	134,930,777	123,952,316
Equity Investment	(5,255,900)	(41,140,740)
Income from equity investment	<u>3,959,958</u>	3,858,842
Net cash received from (used in) investing activities	(976,948,377)	(448,440,232)
Cash Flow from Financing Activities		
Proceeds from issue of share capital	290,011,500	237,177,500
Share premium	8,062,500	-
Dividend paid	(366,990,491)	(231,895,045)
Borrowing from other local Banks	200,000,000	-
Net cash received from (used in) financing activities	131,083,509	5,282,455
Net Increase (Decrease) in Cash For the year	303,935,663	1,180,294,149
Cash Balance at the Beginning of the Year	2,977,980,34	1,797,686,198
Cash Balance at the End of the Year	<u>3,281,916,010</u>	<u>2,977,980,347</u>


 For
 Weldetensai Weldegiorgis
 Chairman of the Board




 Kibru Fondja
 President/CEO



**NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017**

1. BACKGROUND

Nib International Bank is a privately owned commercial Bank established in 1999 in accordance with the "Licensing and Supervision of Banking Business Proclamation No. 84/1994" of Ethiopia , now superseded by Proclamation No. 592/2008 to undertake commercial Banking activities.

The Bank obtained its license from the National Bank of Ethiopia (NBE) on 26, May 1999 and started its business activities in the month of October 1999. It operates through its head office in Addis Ababa and 180 branches and 3 agency offices for foreign exchange transactions in and outside Addis Ababa.

2. BASIS OF PREPARATION

These financial statements have been prepared in accordance with the historical cost convention, Generally Accepted Accounting Principles (GAAP) and laws and regulations of Ethiopia including the commercial Code of Ethiopia 1960, the Banking Business Proclamation No 592/2008 and the Directives of the National Bank of Ethiopia. The financial statements have been prepared on the going concern basis.

The preparation of these financial statements requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities as at the date of the financial statements. Although these estimates are based on management's best knowledge of current events and actions, actual results ultimately may differ from those estimates.

3. SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies adopted by the Bank are stated below:-

3.1 Fixed assets

Fixed assets are stated at cost, less depreciation. Depreciation is applied on book value by adding acquisitions and deducting disposal proceeds except for building and intangible assets:

Building	5% straight line
Computer hardware and software	25%
Other assets	20%
User right on lease	10% straight line



NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017

3.2 Intangible assets

Expenditure incurred before the commencement of operations is treated as pre-operational costs and amortized on the straight-line method for an expected useful life of 5 years.

3.3 Interest income and expenses

Interest income and expenses are accounted for on accrual basis. However, interest accruing on non-performing loans and advances are maintained under memorandum account and are recognized as income when collected in cash.

3.4 Bonus

Bonus and compensation for services of the Bank's employees are accounted for when paid.

3.5 Other income

All other income is accounted for at the time of completion of related Banking transactions

3.6 Conversion of foreign currencies

- (i) Foreign currencies denominated transactions are converted into Birr at the prevailing rates of exchange and realized foreign exchange gains or losses are reflected in the profit and loss account.
- (ii) Year-end balances of foreign currencies on hand and with correspondent Banks are converted into Birr at the closing selling rates on the balance sheet date.
- (iii) Year end balances of foreign Currencies customer deposit are converted into Birr at the closing buying rates on the balances sheet date.

3.7 Off-setting

Financial assets and liabilities are off-set and the net amount reported in the balance sheet only when there is a legally enforceable right to offset the recorded amounts, and there is an intention to either settle on a net basis, or to realize the asset and settle the liability simultaneously.

3.8 Provisions for loans and advances

Loans and advances are financial instruments originated by the Bank by providing money to the debtors. The loans and advances are stated at cost less impairment losses. Impairment losses comprise specific provisions against debts identified as bad and doubtful and general provisions against losses which are likely to be present in any loans and advances portfolio. The Bank follows the National Bank of Ethiopia, Supervision of Banking Business Directive SBB43/2008 in determining the extent of provisions for impairment losses. The Directive classifies loans and advances into the following;

i Pass Loans

Loans and advances in this category are fully protected by the current financial and paying capacity of the borrower and are not subject to criticism. In general, loans and advances, which are fully secured, both as to principal and interest, by cash or cash substitutes, are classified under this category regardless of past due status or other adverse credit factors.



**NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017**

ii Special Mention

Any loan or advance past due 30 days or more but less than 90 days is classified under this category.

iii Substandard

Non-performing loans or advances past due 90 days or more but less than 180 days is classified under this category.

iv Doubtful

Non-performing loans or advances past due 180 days or more but less than 360 days is classified as doubtful.

v Losses

Non-performing loans or advances past due 360 days is classified as loss.

As per the Directive, provisions for impairment losses are determined by applying the following minimum provision percentages against outstanding principal balance of each loan and advance.

No.	Loan Category	Extent of provision required
1	Pass loans	1% of the outstanding loan balance
2	Special mention loans	3% of the outstanding loan balance
3	Substandard loans	20% of the net loan balance
4	Doubtful loans	50% of the net loan balance
5	Loss loans	100% of the net loan balance

Note: Net loan balance is outstanding loan balance less net recoverable value of collateral.

4. CASH ON HAND

		Currency: Ethiopian Birr
		<u>2016</u>
Local Currency	1,146,456,118	964,970,918
Foreign Currency	<u>14,389,914</u>	<u>13,550,712</u>
	<u>1,160,846,033</u>	<u>978,521,630</u>



NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017

5. DEPOSITS WITH LOCAL BANKS

		Currency: Ethiopian Birr
		<u>2016</u>
ECX and other accounts with other Banks	12,595	12,595
Fixed Time Deposit	307,500,000	<u>7,500,000</u>
	<u>307,512,595</u>	<u>7,512,595</u>

6. DEPOSITS WITH NATIONAL BANK OF ETHIOPIA

Statutory Reserve Balance	817,190,920	620,190,920
Payment and Settlement Account	120,478,835	186,519,333
Issue Account	<u>168,572,680</u>	<u>318,154,680</u>
	<u>1,106,242,435</u>	<u>1,124,864,933</u>

7. LOANS AND ADVANCE TO CUSTOMERS

Agriculture	96,029,321	105,219,216
Manufacturing	2,287,666,311	1,687,686,038
Domestic Trade and Service	2,098,139,392	1,331,960,094
Transport and Communication	196,252,201	126,527,992
Hotel and tourism	1,167,571,872	845,591,306
Export	1,644,138,465	1,157,198,048
Import	1,548,556,757	925,173,576
Building and Construction	1,681,034,114	1,177,805,315
Mines, Power, and Water Resource	31,291,195	18,347,198
Personal	<u>137,730,869</u>	271,629,294
	<u>10,888,410,499</u>	<u>7,647,138,079</u>
Less: Provision for Doubtful debts Other than Loans	<u>(177,106,830)</u>	<u>(135,153,131)</u>
	<u>10,711,303,668</u>	<u>7,511,984,948</u>



**NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017**

8. EQUITY INVESTMENT

	Currency: Ethiopian Birr	
		<u>2016</u>
Nib Insurance S.C	12,500,000	9,696,000
Agar Micro finance S.C	8,619,100	6,167,200
Premier Switch Solution S.C.	44,996,000	44,996,000
Jemar Hulegeb Industrial S.C.	28,000,000	28,000,000
Ethio Switch S.C.	11,370,000	11,370,000
Genb Gebeya S.C	20,548,640	20,548,640
Ethiopian Reinsurance S.C	<u>5,000,000</u>	<u>5,000,000</u>
	<u>131,033,740</u>	<u>125,777,840</u>

9. OTHER ASSETS

Acquired properties	41,394,484	17,670,481
Uncleared effect- local	205,169,803	75,507,938
Uncleared effect - foreign	85,776,794	36,263,215
Stationery stock	3,844,800	5,415,283
Other stock items	10,110,713	6,781,015
Prepaid rents	177,247,977	179,745,182
Withholding tax receivable	5,286	38,251
Other advances (9.1)	687,989,374	272,972,830
Cheque book and revenue stamps	2,901,443	1,027,018
Accrued interest	<u>73,130,849</u>	<u>65,573,921</u>
	1,287,571,523	660,995,133
Less: Provision for doubtful debts other than loans	<u>(8,373,988)</u>	<u>(8,373,988)</u>
	<u>1,279,197,535</u>	<u>652,621,145</u>

9.1 Other advances

Other advances	126,758,105	124,206,782
Deposit for rent for branches under establishment	12,815,607	29,405,078
ATM inter-operability account	29,278,680	21,629,257
Automatic transfer system -suspense	31,054,165	18,905,844
Purchase advance	79,498,371	61,957,929
Advance payment computerized CORE Banking system	16,867,940	16,867,940
Construction advance payment	<u>391,716,507</u>	-
	<u>687,989,374</u>	<u>272,972,830</u>



NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017

10. TANGIBLE FIXED ASSETS

Cost	Balance 30/06/2016	Addition	Balance 30/06/17
Leasehold land	34,831,925	-	34,831,925
Fixed assets stock	37,875,407	20,841,941	58,717,349
Motor vehicles	90,434,689	8,401,986	98,836,675
Computer hardware and software	179,021,152	22,264,565	201,285,717
Office equipment	71,562,135	25,266,780	96,828,915
Furniture and fittings	70,111,353	21,096,291	91,207,643
User rights on lease	2,000,000	-	2,000,000
Buildings	<u>73,086,606</u>	<u>146,476</u>	<u>73,233,083</u>
	558,923,267	98,018,039	656,941,306
Accumulated depreciation			
Motor vehicles	57,244,618	8,318,411	65,563,030
Computer hardware and software	101,907,667	24,836,704	126,744,371
Office equipment	34,665,848	12,432,613	47,098,461
Furniture and fittings	38,779,226	10,485,683	49,264,910
User rights on lease	2,000,000	-	2,000,000
Buildings	8,743,185	2,818,525	11,561,710
	<u>243,340,544</u>	<u>58,891,938</u>	<u>302,232,482</u>
Net Book Value	315,582,723		354,708,825
Construction in Progress	<u>79,276,048</u>	86,645,235	<u>165,921,284</u>
	<u>394,858,771</u>		<u>520,630,108</u>

10.1 The Bank acquired 3,682.4 M² of leasehold land in Lideta Sub City from Addis Ababa City Administration for 55 years at a cost of Birr 12,695,207.35. The Bank paid Birr 4,133,924 in advance and agreed to pay the remaining Birr 8,561,282 within 30 years with annual lease payment of Birr 285,376 starting from September 10, 2008 E.C.

The Bank also acquired on 12 June 2013 leasehold land of 1.980 M² for its Hawassa branch office building for 70 years and Birr 1,108,800 was paid in advance. the Bank agreed to pay the remaining Birr 9,979,200 with annual rental of Birr 255,877 for 40 years commencing from 12 June 2014

On 18 November 2013 the Bank acquired new leasehold land of 2,353 M² for its Dukem branch office building for 70 years at a cost of Birr 9,591,651 and paid Birr 3,836,660 in advance . The Bank agreed to pay the reaming Birr 5,754,991 with an annual lease payment of Birr 574,499 for 10 years.

The Bank also acquired on Hidar 5, 2001 E.C leasehold land of 688.64 M² for its Wolkite branch office building for 70 years at a cost of 255,628 and Birr 76,688.64 was paid. The Bank agreed to pay the remaining Birr 178,940 with annual rental of Birr 2,510 for 70 years.



**NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017**

11. OTHER LIABILITIES

	Currency: Ethiopian Birr	
		<u>2016</u>
Leasehold land payable	22,280,147	23,426,935
Guarantee deposit	6,326,299	4,304,632
Cash Payment Order issued	265,956,459	281,612,764
Cheques and Claims in-transit	19,813,892	19,502,436
Exchange Payable to NBE	41,480,374	21,007,447
Current accounts blocked	13,113,488	35,122,428
Accrued interest on fixed time deposit	141,515,506	86,411,934
Telegraphic transfers payable	3,800,018	7,035,525
Board of Directors allowance	1,100,000	1,100,000
Tax payables	10,592,054	9,092,705
Dividend Payable	50,688,781	40,367,923
Other accruals	37,909,562	30,638,236
Others (11.1)	<u>302,096,316</u>	<u>119,113,792</u>
	<u>916,672,897</u>	<u>678,736,757</u>

11.1 Others

Customers loan deposit accounts	36,037,492.37	1,492,681
Retention re-construction work	3,161,870.88	3,348,801
ATM Inter-operability account	15,755,665.56	15,655,363
Money transfer payable	(7,092,819.10)	46,940,337
Others	<u>254,234,106.45</u>	<u>51,676,611</u>
	<u>302,096,316.16</u>	<u>19,113,792</u>

12. SHARE CAPITAL

Subscribed	<u>2,200,000,000</u>	<u>2,200,000,000</u>
Paid-up	<u>1,792,391,500</u>	<u>1,502,380,000</u>

The Authorized capital of NIB International Bank S.C. is Birr 2,200,000,000 comprising 4,400,000 ordinary shares of Birr 500 Each.



NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017

13. SPECIAL RESERVE

The Bank has a special reserve of Birr 1,800,000 against fidelity risk in accordance with article 21(7) of the Banking Business Proclamation No 592/2008.

14. RETAINED EARNING

Currency: Ethiopian Birr

2016

Opening Balance	111,002,135	111,002,135
Add: Transfer of surplus for 2015/16	266,309,214	252,104,659
Less: Dividend paid	<u>(377,311,349)</u>	<u>(252,104,659)</u>
	-	<u>111,002,135</u>

15. INTEREST INCOME

Loans and advances	1,362,624,037	1,015,829,212
Government bond	134,930,777	123,952,316
Deposits with domestic Banks	2,609,353	740,996
Interest on correspondent Bank accounts	<u>253,445</u>	<u>528,747</u>
	<u>1,500,417,612</u>	<u>1,141,051,271</u>

16. COMMISSION INCOME

Telegraphic transfers and drafts	2,467,174	3,042,897
Cashiers Payment Orders	3,336,120	1,832,113
L/C opening confirmations and extensions	85,164,908	41,291,586
Letters of guarantee issued	23,289,760	17,584,888
Other commissions	<u>18,598,255</u>	<u>5,733,562</u>
	<u>132,856,217</u>	<u>69,485,045</u>

17. SERVICE INCOME

Service charges - foreign	191,058,468	110,210,345
Service charges - local	<u>2,046,279</u>	<u>2,058,652</u>
	<u>193,104,747</u>	<u>112,268,997</u>



NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017

18. GAIN ON FOREIGN CURRENCY TRANSACTION AND TRANSLATION

Currency: Ethiopian Birr

2016

Gain in foreign currency dealings	1,672,051,846	1,416,467,949
Loss in foreign currency dealings	(1,577,264,199)	(1,337,170,382)
	<u>94,787,647</u>	<u>79,297,567</u>

19. DIVIDEND INCOME

Nib Insurance S. C.	1,938,991	2,515,484
Agar Micro finance S. C.	<u>2,020,967</u>	<u>1,343,358</u>
	<u>3,959,958</u>	<u>3,858,842</u>

20. OTHER INCOME

L/C opening charges	278	1,855
Telecommunications	1,692,542	606,645
Estimation fees	6,459,919	5,528,435
Correspondent charges	1,382,731	1,335,498
Gain on sale of acquired property	3,924	586,841
Rent	1,412,272	1,077,161
Sundry income	<u>12,532,171</u>	<u>15,931,068</u>
	<u>23,483,837</u>	<u>25,067,504</u>

21. INTEREST EXPENSE

Saving Deposits	282,432,777	228,508,116
Time Deposits	238,836,126	152,284,893
Loan from NBE	2,841,131	11,514,717
Interest on loans from other Banks	<u>6,652,680</u>	<u>0</u>
	<u>530,762,715</u>	<u>392,307,725</u>



**NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017**

22. GENERAL AND ADMINISTRATIVE EXPENSES

Currency: Ethiopian Birr

		<u>2016</u>
Office rent	120,473,229	94,300,972
Advertising	7,494,741	7,867,565
Depreciation and amortization	58,891,938	53,632,428
Stationery and printing	12,592,917	14,499,948
Communications	14,522,842	10,379,934
Maintenance and repair	9,899,640	9,242,474
Insurance	10,027,601	9,326,928
Fuel	6,516,054	6,269,517
Bank charges	2,045,390	2,785,362
Consultancy	240,744	50,503
Membership fee	197,167	165,267
Perdiem and travel	3,488,822	3,069,758
Transportation	1,665,742	1,981,256
General assembly and meeting	1,205,434	1,483,059
Entertainment	10,511,000	7,972,422
Utility fees	1,764,096	1,452,572
Car and representation allowance	2,253,217	1,911,212
Meeting, workshop and seminars	2,406,784	2,345,330
ATM transactions and card personalization	6,706,185	8,309,832
License fee	6,071,888	4,471,261
Swift expense	1,227,325	2,048,773
Correspondent charges	658,615	303,174
Others	<u>25,327,394</u>	<u>12,229,105</u>
	<u>306,188,765</u>	<u>256,098,649</u>

**NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017**

23. EMPLOYEE BENEFIT SCHEMES

The Bank has a provident fund scheme for all its permanent employees hired before July 2011, for which the Bank contributes 13% and employees contribute 7% of basic salary. These contributions are held for each individual in saving accounts at the Bank. All employees hired after June 2011 are included in private pension scheme as per the Private Organization employees Pension Proclamation No. 715/2011 issued in June 2011. For those employees included in private pension contribution, the excess amount is deposited to the individual Bank accounts.

All other employee benefits are in accordance with the Labor Proclamation No.377/2003 and Amendment No. 494/2006.

24. PROVISION FOR TAXATION

	Currency: Ethiopian Birr	
		<u>2016</u>
Profit (Loss) before tax	681,547,659	458,753,807
Add: Representation allowance in excess of 10%	228	11,635
Entertainment	10,511,000	7,972,422
Provision for loans & advances (20%)	-	
General provision on debts	-	2,504,430
Less: Interest on local deposits	(2,609,353)	(740,996)
Interest on foreign deposits	(253,445)	(528,747)
Dividend income taxed at source	(3,959,958)	(3,858,842)
Interest on NBE Bills	<u>(134,930,777)</u>	<u>(123,952,316)</u>
Taxable profit	550,305,354	340,161,393
Profit tax at 30%	165,091,606	102,048,418
Tax on interest on foreign deposit at 5%	<u>12,672</u>	<u>26,437</u>
Provision for taxation	165,104,279	102,074,855



**NIB INTERNATIONAL BANK SHARE COMPANY
NOTES TO THE FINANCIAL STATEMENTS
FOR THE YEAR ENDED JUNE 30, 2017**

25. CAPITAL COMMITMENTS

- I. The Bank has signed an agreement with China Jiangsu International Economic Technical Cooperation Group LTD for construction of its Head Quarter building with total contract price of Birr 1,610,425,510.42 (including 15% VAT). Up to June 30, 2017, the Bank had paid Birr 322,085,102.08 to the contractor as advance payment. The remaining Birr 1,288,340,408.34 is expected to be paid in the next three financial years.
- II. The Bank has also signed an agreement with Santa Maria Construction PLC for construction of branch office building in Hawassa town with total contract price of Birr 304,059,659.8 (including 15% VAT). Up to June 30, 2017, the Bank had paid Birr 60,811,931.83 to the contractor as advance payment. The remaining Birr 243,247,727.83 is expected to be paid in the next financial year.
- III. The Bank has signed an agreement with SA Construction PLC for the construction of G+5 branch bank & multi-use building at Dukem town with total contract price of Birr 64,795,424.23 (including 15% VAT). So far, the Bank had paid Birr 33,092,637.16 to the contractor. The remaining Birr 31,702,787.07 is expected to be paid in the next financial year.

26. BOARD OF DIRECTORS' REMUNERATION

The Board of Directors remuneration was computed as per the directive No SBB/63/2016 issued by NBE in June 2016.

27. EARNINGS PER SHARE

Earnings per share for the year are calculated on the basis of average number of shares outstanding during the year.

28. COMPARATIVE FIGURES

Some comparative figures have been reclassified for better presentation.

29. CONTINGENT AND MEMORANDUM ITEMS

	Currency: Ethiopian Birr	
		<u>2016</u>
Contingent liabilities		
Guarantees issued to customers	753,835,177	849,698,738
Contingent assets		
Interest on loans and advances under litigation	12,321,666	10,764,671
Accrued interest income on NPL	<u>37,553,498</u>	79,356,132
	49,875,164	90,120,803
Unutilized overdraft, pre shipment and merchandise loan	<u>1,438,766,092</u>	<u>1,125,664,886</u>
Overdraft and loan facilities approved but not disbursed	1,824,539,004	416,285,927
Commitments		
Letters of credit	1,157,564,173	418,888,788
Less: Margin held	<u>(367,433,103)</u>	<u>(108,531,285)</u>
	790,131,070	310,357,503
Inward bills for collection	26,041,103	69,849,968
Outward bills for collection	<u>9,424,799</u>	<u>9,696,711</u>
Memorandums on export letters of credit	<u>(285,999,135)</u>	<u>(170,838,567)</u>



BRANCHES OUTLYING

SNNPR

Tel Fax P.O.Box	AGENA	-	DAREGE	-	GUNCHIRE	-	HOSSANA	+251 46 555 03 71 +251 46 554 44 44 615	SHINSHICHO	+251 46 339 06 70 +251 46 339 08 11 47	WOLAITA SODO	+251 46 180 00 20 +251 46 180 06 00 393		
	Tel Fax P.O.Box	ALETA WENDO	+251 46 224 10 33 +251 46 224 10 06 2	DILLA	+251 46 331 43 31 +251 46 331 39 25 152	HADERO	+251 46 432 01 00 +251 46 432 02 41 10	HOSSANA MENAHARIA	+251 46 555 24 21 +251 46 555 29 73 615	HADERO	+251 46 432 01 00 +251 46 432 02 41 10	WOLKITE	+251 11 330 25 41 +251 11 330 25 44 189	
		Tel Fax P.O.Box	ARBA MINCH	+251 46 881 20 12 +251 46 881 41 74 2078	DILLA EDGET	+251 46 331 01 13 +251 46 331 01 02 258	HALABA KULITO	+251 46 556 15 55 +251 46 556 17 71 100	NSENO	+251 46 558 04 11 +251 46 558 04 11 175	SHONE	+251 46 553 06 12 +251 46 553 06 14 60	YEJOKA	+251 11 365 80 31/34 +251 11 365 65 80/32 189
			Tel Fax P.O.Box	ATOTE	+251 46 212 15 16 or 15/97 +251 46 212 12 91 2171	EMDIBIR	+251 11 331 03 80 +251 11 331 03 17 79	HAWASSA	+251 46 220 71 78 +251 46 220 71 81 1247	KELLA	- - -	WARKA	+251 46 212 00 12 +251 46 212 00 05 88	YIRGA ALE M
Tel Fax P.O.Box				BUTAJIRA	+251 46 115 07 52 +251 46 115 14 61 117	GUBRE	+25111 322 03 30/31 +251 11 322 03 23117 189	HAWASSA ARAB SEFER	+251 46 212 38 26 +251 46 212 46 17 2269	KOSE	- - -	WERABE	+251 46 771 05 44 +251 46 771 03 27 63	YIRGACHEFE

DIRE DAWA CITY

Tel Fax P.O.Box	AFETESA	+251 211 04 16/19/23 +251 25 211 03 40 1952	DIRE DAWA	+251 25 111 93 43 +251 25 112 34 92 1952	ZEBIDAR	+251 46 115 09 06 +251 46 115 01 30 103
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OROMIA REGION

Tel Fax P.O.Box	ADA BISHOFTU	251 11 430 19 61 251 11 430 75 38 1324	ARSI NEGELE	251 46 116 26 70 251 46 116 25 59 297	BEKOJI	- - -	GIMBI	251 57 771 26 03 251 57 771 28 10 100	MEKI	251 22 118 01 14 251 22 118 01 16 53	SEBETA	251 11 338 02 22 251 11 338 02 08 177		
	Tel Fax P.O.Box	ADAMA	+251 22 112 48 44 +251 22 112 51 88 1714	AWEDAY	+251 25 662 01 54 +251 25 662 04 62 90	BISHOFTU	+251 11 433 75 27 +251 11 433 05 54 1599	JIMMA	+251 47 112 12 34 +251 47 112 12 32 1469	MIZAN	+251 47 135 43 89 +251 47 135 43 89 466	SULULTA	+251 11 161 74 87 +251 11 161 77 68 07	
		Tel Fax P.O.Box	ADAMA MENAHERIA	+251 211 27 29 +251 211 22 56 2930	ASSELA	+251 22-238 0015 +251 22-238 00 24 638	BULE HORA	+251 916115919 - -	JIMMA ABA GIFAR	+251 47 211 85 15 +251 47 211 71 65 1469	MOJO	+251 22 236 00 13 +251 22 236 00 30 87	SHASHEMENE	+251 46 110 26 23 +251 46 110 42 89 1177
			Tel Fax P.O.Box	ALEM GENA	+251 11 387 05 53 +251 11 387 04 08 1177	BALE ROBE	+251 22 665 00 84 +251 22 665 00 94 4	DUKEM	+251 11 432 06 52 +251 11 432 06 53 27	JIMMA MENHARIA	+251 47 211 09 43 +251 47 211 36 09 120	NEKEMET	+251 57-661 32 11 +251 57 661 31 66 79	WECHECHEA
Tel Fax P.O.Box				AMBO	+251 22 118 00 13 +251 22-118 00 13 245	BATU	+251 22 118 00 06 +251 22-118 00 13 49	FURI	+251 11 367 91 21 +251 11 367 91 31 2439	MEHAL ARADA-ADAMA	+251 22 111 85 54 +251 22 111 85 52 2288	ODA	+251 46 211 00 35 +251 46 211-00 44 1177	WOLISO



BRANCHES

OUTLYING

SOMALI REGION

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+251 25 777 00 36
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+251 25 278 00 33
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JIJIGA SHEBELE

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+251 278 83 56
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TOGOCHALE

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587

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HARAR

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+251 312 32 26
214

AMHARA REGION

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+251 312 32 26
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+251 226 62 44
2221

DANGELLA

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+251 221 21 53
147

DEBRE BIRHAN

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+251 681 23 83
232

DEBER MARKOSE

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-
-

DESSIE

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+251 33 112 51 09
214

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Fax
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FINOTE SELAM

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+251 58 775 21 07
25

GONDER

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+251 58 112 17 97
185

GONDER MARAKI

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+251 58 211 50 44
185

KOMBOLICHA

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+251 33 351 11 42
140

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WORETA

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+251 58 446 18 40
39

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GAMBELLA

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+251 47 551 07 91
51

TIGRAY REGION

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Fax
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AXUM

251 34 275 05 90
251 34 275 16 31
156

HUMERA

251 34 448 09 39
251 34 448 04 25
84

MEKELE

251 34 440 93 00
251 34 441 10 95
869

MESSEBO

251 34 240 51 31
251 34 240 51 85
869

SHIRE

251 34 444 34 25
251 22 118 01 16
10

WUKIRO

251 34 443 12 41
251 34 443 12 34
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BRANCHES

ADDIS ABABA

Tel Fax P.O.Box	ABAKORAN	+251 11 126 60 52/64/66	ADDISU GEBEYA	+251 11 127 02 40	ARADA	+251 11 157 41 86	BALCHA ABANEFSO	+251 11 554 80 05	BOLE	+251 11 663 38 13	BOLE MEDHANELEM	+251 11 662 23 22	
		+251 11 126 60 66	+251 11 127 01 25	+251 11 157 41 87	+251 11 554 80 04	+251 11 663 33 34	+251 11 663 33 34	+251 11 663 33 34	+251 11 662 23 21				
		2439	2439	2439	2439	2439	2439	2439	2439				
		ABINET	+251 11 277 00 73/74/75	AFRICA AVENUE	+251 11 661 10 05	ARAT KILLO	+251 11 126 48 33	BESHALE	+251 11 667 73 99	BOLE ATLAS	+251 11 689 20 49	BOLE MICHAEL	+251 11 639 21 51
		+251 11 277 94 912	+251 11 661 09 97	+251 11 126 49 42	+251 11 667 73 35	+251 11 689 20 58	+251 11 639 21 17	2439	2439	2439			
	2439	2439	2439	2439	2439	2439	2439	2439	2439				
	ABUNE PETROS	+251 911 19 70 74	ADDISU MICHEAL	+251 11 273 69 73	ASKO	+251 11 273 04 03	BEKELO BET	+251 11 470 39 83	BOLE BRASS	+251 11 641 50 19	BOLE SHALA	+251 91145 82 64/11635 80 18	
	-	+251 11 273 69 61	+251 11 273 69 61	+251 11 273 04 15	+251 11 470 68 21	+251 11 664 29 72	+251 11 664 29 72	+251 11 664 29 72	+251 11 689 20 58	+251 11 689 20 58	+251 11 689 20 58		
	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439		
	ADARASH	+251 11 275 85 75/112 77 10 64	ALEM BANK	+251 11 369 45 17	ASEFAW WOSSEN	+251 11 273 54 69	BETHEL	+251 11 369 64 45/48	BOLE ENIREDADA	+251 11 662 53 47	BOLE STADIUM	+251 11 156 96 73	
	+251 11 277 02 20	+251 11 369 45 13	+251 11 369 45 13	+251 11 273 55 49	+251 11 273 04 15	+251 11 273 04 15	+251 11 273 04 15	+251 11 662 53 49	+251 11 662 53 49	+251 11 156 96 74	+251 11 156 96 74		
	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439		
	ADDIS KETEMA	+251 11 277 39 41/42	AKAKI TOTAL	-	AYER TENA	+251 11 369 34 10	BISRATE GABRIEL	+251 11 320 35 34	BOLE 24	+251 11 667 46 99	CMC	+251 1166708 11/80/911887852	
	+251 11 277 39 44	-	-	+251 11 369 34 18	+251 11 320 35 50	+251 11 667 46 40	+251 11 320 35 50	+251 11 667 46 40	+251 11 667 46 40	+251 11 667 07 42	+251 11 667 07 42		
	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439		

Tel Fax P.O.Box	D'AFRIQUE	251 11 515 03 15	GEJA SEFER	+251 11 557 97 51	GURD SHOLA	911 627486/11 647 92 72	IMPERIAL SPORT ACA.	+251 11 667 48 22	KALITY MENHARIA	11471 64 05/011471 64 13/93	KIRKOS	11470 31 91/11470 31 98	
		251 11 515 04 56	+251 11 557 78 45	+251 11 647 40 67	+251 11 667 46 50	+251 11 667 46 50	+251 11 667 46 50	+251 11 471 63 78	+251 11 471 63 78	+251 11 470 32 39	+251 11 470 32 39		
		2439	2439	2439	2439	2439	2439	2439	2439	2439	2439		
		DARMAR	+251 11 557 79 53	GERJI	+251 11 639 46 61	HABTEGIORGIS	+251 11 156 49 76	JACROS	+251 911 116228	KARA	+251 11 665 88 47	KOLFE EFOYITA	+251 11 279 93 86
		+251 11 557 91 28	+251 11 639 50 73	+251 11 156 49 88	-	+251 11 666 44 30	+251 11 279 52 72	2439	+251 11 666 44 30	+251 11 666 44 30	+251 11 279 52 72	+251 11 279 52 72	
	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439		
	EHIL BERENDA	+251 11 275 87 22	GOFFA MAZORIA	+251 11 416 06 61	HAYAHULET MAZORIA	+251 11644 7858/911 41 9720	JAN MEDA	-	KARA KORE	+251 11 369 38 92	KOLFE	+251 11 273 80 55	
	+251 11 275 87 20	+251 11 416 04 05	+251 11 664 99 18	+251 11 664 99 18	-	+251 11 369 36 23	-	+251 11 369 36 23	+251 11 369 36 23	+251 11 273 80 59	+251 11 273 80 59		
	2439	2439	243	2439	2439	2439	2439	2439	2439	2439	2439		
	ENQUALALE FABERICA	+251 911 66 24 19	GOTERA	+251 11 466 46 34	HAYAT MALL	-	JEMO	+251 11471 35 47/91166 81 33	KAZANCHIS	+251 11 558 63 99	KOTEBE	+251 11 645 12 94	
	-	+251 466 46 89	+251 466 46 89	-	-	+251 11 471 37 88	+251 11 471 37 88	+251 11 558 63 99	+251 11 558 63 99	+251 11 645 13 07	+251 11 645 13 07		
	2439	2439	2439	-	-	2439	2439	2439	2439	2439	2439		
	FERENSAY LEGASION	+251 11 154 85 44/79	GOTERA IBEX	+251 11470 26 59/911 69 44 20	ILRI	911 42 85 18/11 647 16	KALITY	+251 11 439 10 89	6 KILLO	-	LAFETO	+251 11 471 09 48	
	+251 11 154 85 89	+251 11 470 09 49	+251 11 470 09 49	+251 11 667 74 53	+251 11 439 53 26	+251 11 667 74 53	+251 11 439 53 26	+251 11 439 53 26	-	-	+251 11 471 09 38		
	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439	2439		



BRANCHES

ADDIS ABABA

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	LEBU +251 11 471 29 56 +251 11 471 29 54 2439		MEHAL SUMMIT +251 11 667 96 76 +251 11 667 95 98 2439		MEGENAGNA +251 11 667 38 23 +251 11 667 38 26 2439		RAS +251 11 554 03 48 +251 11 553 68 20 2439		SHOLA +251 11 662 26 94 +251 11 662 16 71 2439		TEWODROS ADEBABAY +251 11 111 86 43 +251 11 111 08 20 2439
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	TOR HAILOCH +251 11 372 71 57 +251 11 320 43 55 2439		TULU DIMITU - - 2439		VATICAN +251 11 369 05 90 +251 11 369 28 87 2439		WUHALEMAT +251 11 636 22 67/69 +251 11 636 22 68 2439		YEKAKEWARDWOT +251 11 273 30 92/91117 55 15 +251 11 273 28 67 2439		YERER GORO 11 667 78 36/912 06 53 60 +251 11 157 41 87 2439
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ATM LOCATIONS

ADDIS ABABA

Branch

22 Mazoria
 Abinet Around
 Addisu Gebeya
 Addisu Michael
 Africa Avenue
 Alem Bank
 Arada
 Arat Killo
 Asfaw Wesen
 Asko
 Ayer Tena
 B/Gabreal
 Balcha Abanefso
 Beklobet
 Beshale
 Bethel
 Bole
 Bole 24
 Bole Atlas
 Bole Medhanealem
 Bole Michael
 Bole Shalla
 Bole Stadium
 Cathedral
 CMC
 D'afrique
 Darmar
 Enkulal Fabrica
 Ferensay Legasion
 Gejasefer
 Gerji
 Goffa Mazoria
 Gotera
 Gotera Ibex
 Gurd Sholla
 H/Giorgis
 ILRI
 Imperial Sport Academy
 Jemo
 Kality
 Kality Menaharia
 Kara kore
 Kolfe
 Kolfe Efoyta
 Kotebe
 Lafto
 Lambert
 Lebu
 Lideta
 Main
 Megenagna
 Mehal Summit
 Nefas Silk
 Peacock
 Raguel
 Ras
 Rufael
 Saris
 Sefere Selam
 Senga Tera
 Sheger Menafesha
 Shola
 T/Haimanot
 Tana
 Tigat
 Torhayloch
 Urael
 Vatican
 Wollo Sefer
 Wuha Limat
 Yekake Wordwot
 Yerer Ber
 Yerer Goro
 Mekanisa Michael
 Meri Ioke
 Jan Meda

22 Mazoria area, Golagol Business Center
 Molla Maru, Jos Hansson Bldg
 Addisu Gebeya area, Around Ajip Taxi Tera
 Addisu Michael area, Adjucent to Michael Church
 Bole area, In front of Novis Super Market
 Alem Bank adebabay area
 Piassa area, in front of Empire Cinema
 Arat Killo area, Adjucent to Total Gas Station
 Merkato area
 Burayu Taxi Tera area, Aklilu Agew Bldg
 Near to Ayer Tena Adebabay
 Bisrate Gabreal Church area, Lafto Mall
 Mexico area, Alsam Chelelek Bldg
 Beklobet area, Omedad Bldg
 Beshale area, Beside to Salite Mihret Church
 Bethel area, near shoa bakery
 Bole area, DH Geda Tower
 Bole area, In front of Kokeb Bldg
 Around Atlas area, In front of Club H2O
 Bole Medhanealem Church area, in front of Sheger Bldg
 In front of Bole Michael adebabay
 Bole area, Around Shalla Recreation Center
 Bole area, Around Adeyi Abeba New National Stadium
 On Cathedral School Bldg
 CMC area, near to Michael Church
 At D'afrique Hotel Bldg
 Lideta Condominium, In front of Lideta Menafesha
 Enkulal Fabrica area
 Ferensay Legasion area
 Lideta Condominium Gejasefer area
 Around Gerji Taxi Tera area
 Goffa Mazoria inside Sofia Mall Bldg
 Gotera area, Adjacent to Agona Cinema , Balaker Bldg
 Wollo Sefer area, Adjacent to Addis Ababa Bible Collage
 Gurd Sholla area, Around Elfora
 H/Giorgis area, Tefera City Center Bldg.
 Gurd Shola area at the campus of ILRI
 Bole area, Near to National Sport Academy
 Jemo area, In front of Saba Bldg.
 Kality area, Around Ale Bejimila
 Kality Total
 Kara kore area
 Kolfe area, In front of Kolfe 18 Mazoria
 Kolfe Efoyta Gebeya area, Around kolfe book store
 Kotebe area, Around Kotebe 02
 Lafto area
 Lambert bus station
 Lebu area, In front of Safe Way Super Market
 Lideta area, Lideta Church
 Africa Avenue Road, inside Dember City Center
 In front of Zefemshe Mall, Megenagna Tamegas Bldg.
 Mehal Summit area
 Nefas Silk Keleme Factory area, Tekila Trading Bldg.
 In front of Bole Printers, Yeshi Bldg.
 Merkato area, In front of Raguel Church
 In front of Ras Hotel, Around National Theatre
 Rufael area, In front of Rufael Church
 Saris area, in front of Ries Engineering
 Sefere Selam area, Dejasmach Bldg.
 Senga Tera area, In front of Yobek Bldg.
 In front of Sheger Menafesha
 Around shola area, Megenagna Bldg.
 Around Tekle Haimanot Church, Leyila Bldg.
 Merkato area, Tana Business Center Bldg.
 In front of Ethiopian Patent Right Agency
 Torhayloch Shoa Supermarket area
 Bambis area, Near to Deopol Hotel
 Vatican area, In front of Vatican Embassy
 Around Wollo Sefer Taxi Tera area
 Wuha Limat area, Hackomal Bldg.
 Merkato area, Yediget Meselal Bldg.
 Yerer Ber area, Angels Tower
 Yerer Goro area
 Besides to Mekanisa Michael Church
 Around Wosen Grocery
 Jan Meda

Hotels

Beer Garden Hotel
 Churchill International Hotel
 Desalegn Hotel
 Foyat Hotel
 Intercontinental Hotel
 Zola International Hotel

Behind Edna Mall
 Churchill road, Tewodros Adebabay area
 In front of European Union
 Bole area
 Kazanchis area
 The road from Imperial Hotel to 22

Commercial Centers

Abadir Supermarket
 Abyssinian Plaza
 Ahmed Commercial Center
 Dil Betegil Commercial Center
 DJ Vision Real Estate
 Golf Club
 Morning Star Mall
 Salvaz Bldg
 San Bldg

4 kilo area, in front main entrance of AAU 4Kilo Campus
 Adjacent to Bole Medhanealem Church
 Behind Dej. Balcha Hospital
 In front of Head Quarter of EthioTele
 Meskel Flower Road next to Dream liner Hotel
 Inside Golf Club
 At the back of Edna Mall
 Around Atlas Hotel
 Bisrat Gabreal Church area

OUT SIDE ADDIS ABABA

Hotels

Bini International Hotel
 Central Hawassa Hotel
 Fitsum Belay Hotel
 Hail Resort
 Jacaranda Hotel
 Jantekel Hotel
 Landmark Hotel
 Lucy Hotel
 Planet Hotel
 Samrat Hotel
 Tourist Hotel
 Yina Grand Hotel
 Yordanos Blue Bar & Restaurant

Bishoftu Town
 Hawassa Town, Arab sefer area
 Furi area
 Shashemen Town
 Bahir Dar Town, Giorgis area
 Gonder Town, maraki area
 Gonder Town, Beleko area
 Arbaminch Town
 Mekelle Town, Semahetate obelisk area
 Dire Dawa Town
 Arbaminch Town
 Dukem Town
 Mekelle Town

Commercial Centers

Alliance Market Center
 Yeteberabut

Hawassa Town, Gabreal area
 Hossana Town, in front of Hossana Menharia Branch

University

Jimma University
 Jimma Town

Branch

Adama
 Adama Menaharya
 Afetesa
 Alem Gena
 Arsi Negele
 Assela
 Axum
 Ayteyef
 Bahir Dar
 Batu
 Bishoftu
 Bisoftu Aada
 Butajira
 Debre Birhan
 1Dessie
 1Dilla
 1Dire Dawa
 Dukem
 Furi
 Gonder Maraki
 Gubre
 Halaba Kulitu
 Harar
 Hawassa
 Hawassa Arab Sefer
 Hawassa Atote
 Hawassa Warka
 Hossana
 Jigjiga Shebele

Adama Town, Hawas Bldg.
 Adama City, Adama Menaharya area
 Dire Dawa City, Afetesa area
 Alem Gena Town, Around NOC Gas Station
 Arsi Negele Town
 Assela Town
 Axum Town
 Dessie Town, Ayteyef area
 Bahir Dar Town, Papyrus Hotel area, Ambay Bldg.
 Batu Town, Near to Ziway Hotel
 Bishoftu Town, Tinekir Hotel Building, in front of bus station
 Bishoftu Town
 Butajira Town
 Debre Birhan Town, Around Main market area
 Dessie Town
 Dilla Town, inside Delight Hotel building
 Dire Dawa City
 Dukem Town
 Furi Town
 Gonder Town, Maraki area, Around Gonder Oil Factory
 Gubre Town
 Halaba Kulitu Town
 Harar Town
 Hawassa Town, Pissa area, Shenkore Building
 Hawassa Arab Sefer area
 Hawassa Atote area
 Hawassa Town, Around South Star Hotel
 Hossana Town, Colonel Bezabeh petros adebabay area
 Jigjiga Shebele area



Jijiga	Jijiga Town
Jimma	Jimma Town, Around Arada
Kombolcha	Kombolcha Town
Lakemelza	Dessie Town
Mehal Arada Adama	Adama Town, Arada area
Mekele	Mekelle Town, Kidamay Weyane market area
Mesebo	Mekelle City
Mojo	Mojo Town, Around the Main Market area
Nekemt	Nekemt Town
Sebeta	Sebeta Town
Shashemene	Shashemene Town
Shire	Shire Town, Around Main Market area
Sululta	Sululta Town
Wechecha	Alem Gena Town, Around Main Market area
Wolaia Sodo	Wolaia Sodo Town
Woldia	Woldia Town
Woliso	Woliso Town, Former Gete Wele Restaurant
Wukro	Wukro Town
Yejoka	Wolkite Town, Nib Building
Yirgalem	Yirgalem Town
Zebidar	Butajira Town
Finote Selam	Finote selam Town
Debre Markos	Debre Markos town

POS LOCATIONS

ADDIS ABABA

Branch

Abakoran	Around Chew Berenda
Addis ketema	Dire Tower, Around Sebategna
Addisu Gebeya	Addisu Gebeya area, Around Ajip Taxi Tera
Addisu Michael	Addisu Michael area, Adjacent to Michael Church
Africa Avenue	Bole area, in front of Novis Super Market, Japan Embassy Road
Arat Killo	Arat Killo area, Adjacent to Total Gas Station
Asko	Burayu Taxi Tera area, Akililu Agew Building
Balcha Abanefso	Mexico area, Alsam Chelelek Building
Bole 24	Bole area, In front of Kokeb Building
Bole Brass	In front of ODA Building
Bole Eniredada	Desalegn Hotel
Bole Medhanialeam	Bole Medhanealem Church area, in front of Sheger Building
Bole Michael	In front of Bole Michael adebabay
CMC	CMC area, near to Michael Church
CMC adebabay area	At International Cardiovasul Hospital
D'afrique	At D'afrique Hotel
Ehil Berenda	Around Mesalemia, Amanuel Tsega Market Center
Enqulal Fabrica	Enkulal Fabrica area
Ferensay Legasion	Ferensay Legasion area
Gotera	Gotera area, adjacent to Agona Cinema, Balaker Bldg.
Kara kore	Kara kore area
Kazanchis	Near to Intercontinental Hotel
Kirkos	Kirkos Church building
Lamberet	Lambert area, in front of country wide transportation station
Mamo Kacha	Around Genet Hotel
Megenagna	In front of Zefemshe Mall, Megenagna Tamegas Building
Mehal Merkato	Around Mirab Hotel, Jabulani Building
Mehal Summit	Mehal Summit area
Raguel	Merkato, In front of Raguel Church, Addis Ababa Market center
Ras	In front of Ras Hotel
Saris	Saris area, in front of Ries Engineering
Shola	Around shola area, Megenagna Building, near Lem Hotel
T/Adebabay	Haron Tower, In front of Firdu Commercial (Eliana)
T/Haimanot	Around Tekle Haimanot Church, Leyila Bldg.
Tana	Merkato area, Tana Business Center Bldg.
Tatari	Merkato (Amede Gebeya)
Tigat	In front of Ethiopian patent right agency
Tikur Anbesa	In front of Tikur Anbesa School, Tracone Bldg.
Tiret	Around 4th Police station
Urael	Bambis area, Near to Deopol Hotel
Yerer Ber	Yerer Ber area, Angels Tower

Hotels

Bekelobet area	At Bekelobet NOC, Around Global Hotel
Bole Bras	At Foyat Hotel
Bole Eniredada	At the branch, Desalegn Hotel
Bole Medhanealem	At Haimi Apartment Hotel
Bole Medhanealem	At Venetion Hotel Apartment
Bole Medhanealem	At Saro-Maria Hotel
Bole Medhanialeam	At Washington Hotel
Bole Medhanialeam	At Sidama INN Hotel, Around Atlas Hotel
Kazanchis	At the branch, Near to Intercontinental Hotel
Lamberet	At Pacific Hotel, Near Lesotho Embassy Residence
Lamberet	At Gentel Hotel
Mesekel Flower	At Adot Tina Hotel
Saris	At Nega Bongor Hotel, Saris area
Urael	At De Leopold Hotel, Around Bambis area

Commercial Center

Bekelobet area	At Bekelobet NOC, Around Global Hotel
Bisrate Gebriel	At TS General Trading
Bole	At Robel Kelati Hair Supplier
Bole	At Boston Partners P.L.C.
Bole	At SIMA Trading P.L.C. around Bole Airport
Bole	At H&M Furniture, Around Ruwanda Embassy
Bole	At International Cardiovascular Medical Center (ICMC)
Bole Eniredada	At Best Travel & Tours P.L.C
Bole Medhanealem	At WEGGA Medical Service P.L.C.
Bole Medhanialeam	At WOW Prime Shop, Next to Bole Medhanialeam Church
CMC	At Safe Way SuperMarket
Demble City Center	At Dabi Original Brand Boutique
Demble City Center	At John Boutique
Lebu	At Safe Way SuperMarket, In front of Lebu branch
Pastor adebabay	At Zewdu Gudeta Pastor NOC Service

OUT SIDE ADDIS ABABA

Hotels

Alem Gena Town	At Enkore Hotel
Furi area	At Fitsum Belay Hotel
Hawassa Town	At South Star International Hotel
Hawassa Town	At Central Hawassa Hotel
Hawassa Town	At Lake View Hotel
Hawassa Town	At Ker Awud International Hotel
Mekelle Town	At Milano Hotel
Mekelle Town	At Yordanos Blue and Bright Hotel
Mekelle Town	At Axum Hotel
Mekelle Town	At Planet Hotel

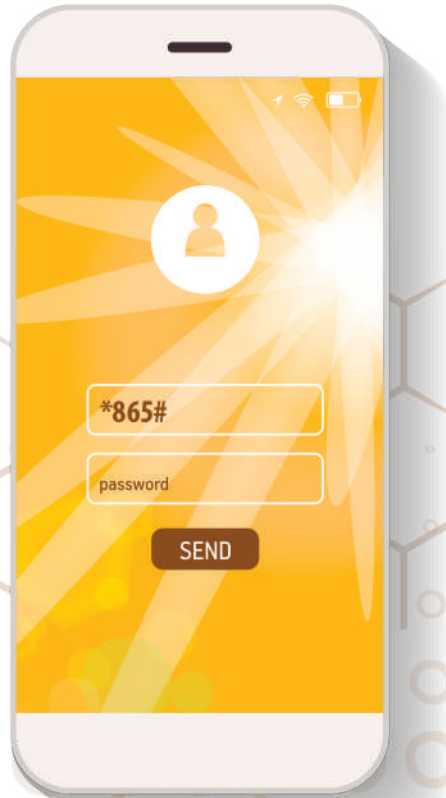
Commercial Center

Alem Gena Town	At Welete Total
Alem Gena Town	At Jimma Ber NOC
Hawassa Town	At Lewi General Trading P.L.C.



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