

3<sup>rd</sup> Quarter 2019 – 1<sup>st</sup> October to 31<sup>st</sup> December

Issue 3 | March 2020



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# Basis of Categorization of LFCs

This report ranks the finance companies according to their performance across nine parameters: cost/income ratio, net profit margin, impairment to loan book, return on equity, return on assets, net interest margin, loan growth, deposit growth and net profit growth by weighting them and arriving at an aggregate score for each category.

The Categories 1, 2, 3 and 4 denotes the companies having an asset base more than 100 billion, between 20-100 billion, 10-20 billion, and less than 10 billion, respectively.

#### **Category 1**

Asset Base > 100 Bn

#### **Category 3**

Asset Base Between 10 – 20 Bn

#### **Category 2**

Asset Base Between 20 – 100 Bn

#### **Category 4**

Asset Base < 10 Bn



#### **Categorization of LFCs for Analysis**

#### Category 1

- 1. LOLC Finance (LOFC)
- 2. People's Leasing & Finance (PLC)
- 3. LB Finance Central Finance (LB)
- 4. Central Finance (CF)

#### Category 2

- 1. Citizens Development Business Finance (CDB)
- 2. Commercial Credit and Finance (COCR)
- 3. Commercial Leasing & Finance (CLC)
- 4. Vallibel Finance (VFIN)
- 5. Mercantile Investments & Finance (MERC)
- 6. Siyapatha Finance (SLFL)
- 7. Merchant Bank of Sri Lanka & Finance (MBSL)
- 8. Senkadagala Finance (SFCL)
- 9. Alliance Finance (ALLI)
- 10. Softlogic Finance (CRL)
- 11. Singer Finance (SFIN)

#### **Category 3**

- 1. Arpico Finance (ARPI)
- 2. Orient Finance (BFN)
- 3. LOLC Development Finance (NIFL)
- 4. Asia Asset Finance (AAF)
- 5. Trade Finance (TFIL)
- 6. AMW Capital Leasing & Finance (AMCL)

#### Category 4

- 1. Bimputh Finance (BLI)
- 2. Nation Lanka Finance (CSF)
- 3. Abans Finance(AFSL)
- 4. Associated Motor Finance (AMF)
- Sinhaputhra Finance(SFL)
- 6. Prime Finance (GSF)
- 7. People's Merchant Finance(PMB)
- 8. Dialog Finance(CALF)
- 9. Multi Finance(MFL)
- 10. Swarnamahal Financial Services (SFS)



#### **Basis of Ranking**

Ranking has been arrived at based on the following ratios and KPIs

•	Cost/Income Ratio (Excluding Impairment)	Operating Cost Operating Income (Net of Interest Expense)
•	Return on Equity	Profit After Tax Average Equity
•	Return on Assets	Profit After Tax Average Assets
•	Net Profit Margin	Profit After Tax Operating Income
•	Net Interest Margin	Net Interest Average Interest Bearing Assets
•	Impairment to Loan Book	Impairment Average Loans
•	Loan Growth	Loan Growth 3Q2019 Loan Growth 2Q2019 - 1
•	Deposit Growth	Deposit Base 3Q2019 - 1 Deposit Base 2Q2019
•	Net Profit Growth	Net Profit 3Q2019 - 1 Net Profit 3Q2018

# **Category 1**

#### **Overall Ranking**

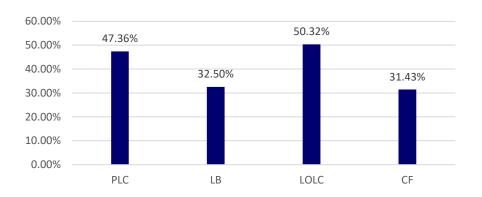
Rank	Company	Code
1	LB Finance	LB
2	People's Leasing and Finance	PLC
3	Central Finance	CF
4	LOLC Finance	LOFC

#### **Other Information**

Position	Revenue ('000)	Growth (%)	Profit ('000)	Growth (%)	Assets ('000)	Market Capitalization ('000)	No. of Employees
1	10,199,000 PLC	8.07% LB		27.88% LB	203,649,863 LOFC		
2	10,023,010 LOFC	5.41% CF		4.14% PLC			2,461 LOFC
3	8,024,351 LB	1.70% PLC		-35.47% CF	143,760,717 LE		2,329 PLC
4	5,443,697 CF	-10.15% LOFC		-91.41% LOFC			

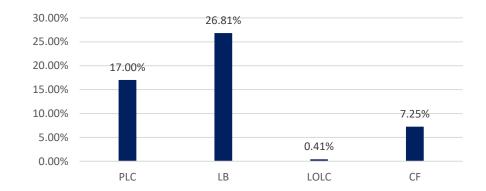


#### **Cost to Income**



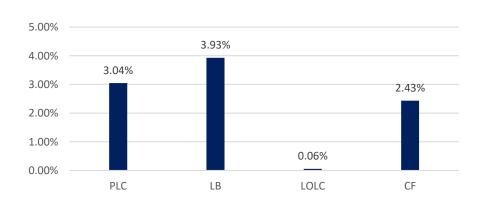
Company Code	3Q 2019
PLC	47.36%
LB	32.50%
LOLC	50.32%
CF	31.43%

#### **Return on Equity**



Company Code	3Q 2019
PLC	17.00%
LB	26.81%
LOLC	0.41%
CF	7.25%

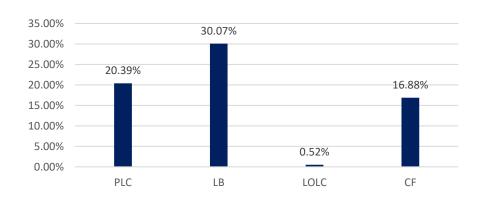
#### **Return on Assets**



Company Code	3Q 2019
PLC	3.04%
LB	3.93%
LOLC	0.06%
CF	2.43%

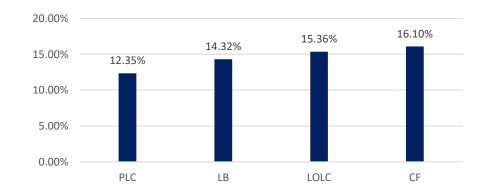


#### **Net Profit Margin**



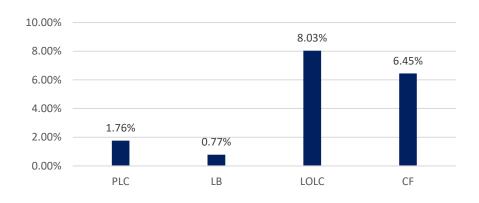
Company Code	3Q 2019
PLC	20.39%
LB	30.07%
LOLC	0.52%
CF	16.88%

#### **Net Interest Margin**



Company Code	3Q 2019
PLC	12.35%
LB	14.32%
LOLC	15.36%
CF	16.10%

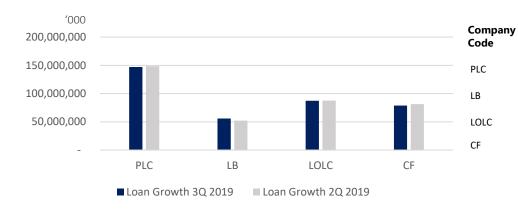
#### **Impairment to Loan Book**



Company Code	3Q 2019
PLC	1.76%
LB	0.77%
LOLC	8.03%
CF	6.45%

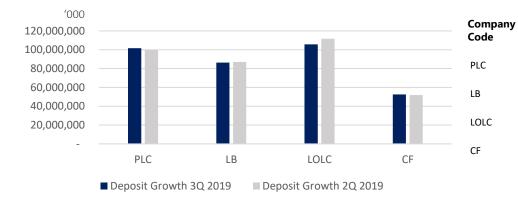


#### **Loan Growth**



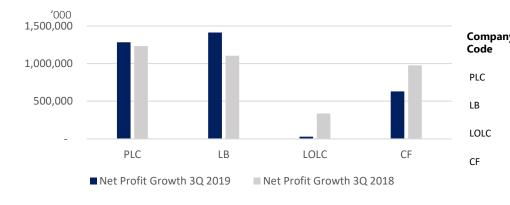
3Q 2019	2Q 2019	%
30 2013	2015	70
146,991,000	148,476,000	-1.00%
55,677,052	52,177,948	6.71%
87,175,063	87,619,213	-0.51%
78,917,539	81,463,034	-3.12%

#### **Deposit Growth**



%	2Q 2019	3Q 2019
1.95%	99,746,000	101,687,000
-0.85%	87,062,879	86,322,649
-5.25%	111,662,565	105,798,986
1.15%	51,858,942	52,456,879

#### **Net Profit Growth**



y			
	3Q 2019	3Q 2018	%
	1,284,000	1,233,000	4.14%
	1,413,098	1,105,035	27.88%
	29,001	337,453	-91.41%
	631,099	977,971	-35.47%

## **Category 2**

### Overall Ranking

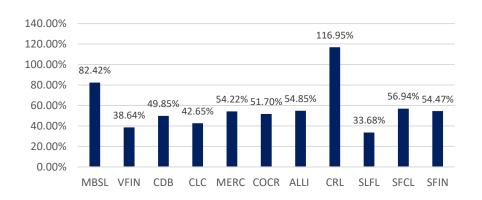
Rank	Company	Code
1	Vallibel Finance	VFIN
2	Mercantile Investments & Finance	MERC
3	Commercial Leasing & Finance	CLC
3	Siyapatha Finance	SLFL
5	Singer Finance	SFIN
6	Merchant Bank of Sri Lanka	MBSL
6	Commercial Credit and Finance	COCR
8	Citizens Development Business Finance	CDB
9	Alliance Finance	ALLI
10	Senkadagala Finance	SFCL
11	Softlogic Finance	CRL

#### **Other Information**

Other Information						Market	
Position	Revenue ('000)	Growth (%)	Profit ('000)	Growth (%)	Assets ('000)	Capitalization ('000)	No. of Employees
71	5,160,108 COCR	10.98% SLFL		130.83% CLC			
2	4,344,988 CDB	9.40% ALLI		50.85% SLFL	80,968,510 COCF		
3	3,715,080 CLC	9.15% VFIN		31.47% MERC	11111		
4	2,485,961 VFIN	7.67% SFIN		28.80% VFIN	51,077,087 VFIN		
5	2,072,617 SLFL	2.60% MBSL		25.86 ALLI			
6	1,960,815 ALLI	0.13% CDB		-2.42 CDB	40,947,345 SLFI		
7	1,908,643 MERC	-1.08% MERC		-23.62 SFIN	37,359,775 MBSI		
8	1,773,714 MBSL	-4.37% COCR		-30.54 COCR			
9	1,716,503 SFCL	-7.76% CLC		-39.61 SFCL	32,577,070 ALL		
10	1,141,825 SFIN	-7.77% SFCL		-56.15 MBSL	22,423,89 <sup>2</sup> CRI		528 CRL
11	932,506 CRL	-7.95% CRL		-71.51 CRL	21,511,048 SFIN		518 SFIN
							9

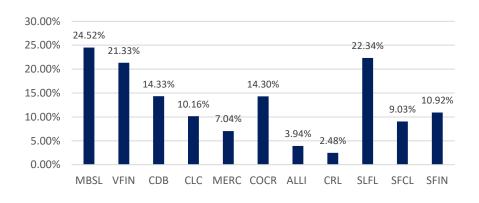


#### **Cost to Income**



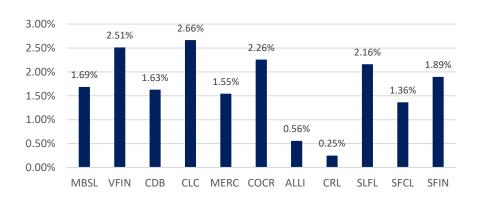
Company Code	3Q 2019
MBSL	82.42%
VFIN	38.64%
CDB	49.85%
CLC	42.65%
MERC	54.22%
COCR	51.70%
ALLI	54.85%
CRL	116.95%
SLFL	33.68%
SFCL	56.94%
SFIN	54.47%

#### **Return on Equity**



Company Code	3Q 2019
MBSL	24.52%
VFIN	21.33%
CDB	14.33%
CLC	10.16%
MERC	7.04%
COCR	14.30%
ALLI	3.94%
CRL	2.48%
SLFL	22.34%
SFCL	9.03%
SFIN	10.92%

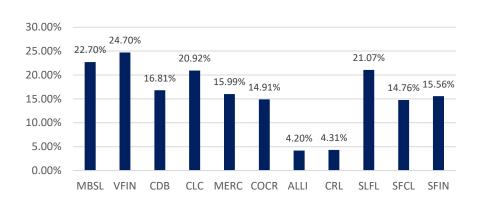
#### **Return on Assets**



3Q 2019
1.69%
2.51%
1.63%
2.66%
1.55%
2.26%
0.56%
0.25%
2.16%
1.36%
1.89%

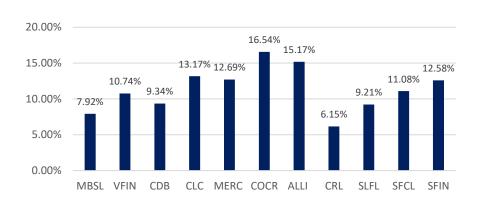


#### **Net Profit Margin**



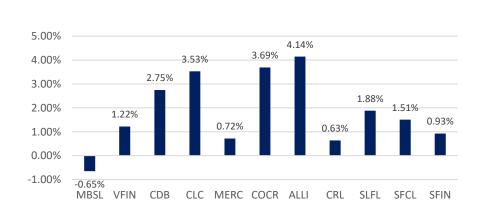
<b>Company Code</b>	3Q 2019
MBSL	22.70%
VFIN	24.70%
CDB	16.81%
CLC	20.92%
MERC	15.99%
COCR	14.91%
ALLI	4.20%
CRL	4.31%
SLFL	21.07%
SFCL	14.76%
SFIN	15.56%

#### **Net Interest Margin**



<b>Company Code</b>	3Q 2019
MBSL	7.92%
VFIN	10.74%
CDB	9.34%
CLC	13.17%
MERC	12.69%
COCR	16.54%
ALLI	15.17%
CRL	6.15%
SLFL	9.21%
SFCL	11.08%
SFIN	12.58%

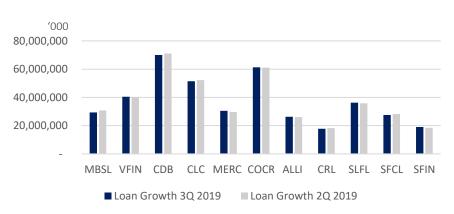
#### **Impairment to Loan Book**



Company Code	3Q 2019
MBSL	-0.65%
VFIN	1.22%
CDB	2.75%
CLC	3.53%
MERC	0.72%
COCR	3.69%
ALLI	4.14%
CRL	0.63%
SLFL	1.88%
SFCL	1.51%
SFIN	0.93%

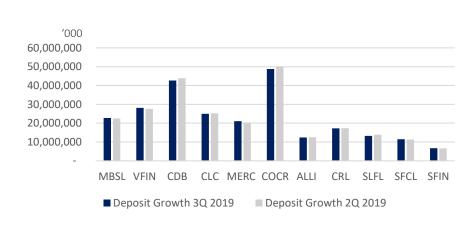


#### **Loan Growth**



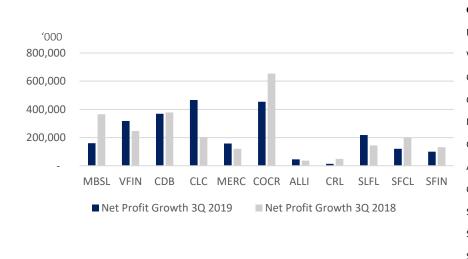
Company Code	3Q 2019	2Q 2019	%
MBSL	29,397,516	30,750,428	-4.40%
VFIN	40,406,669	40,232,571	0.43%
CDB	70,024,026	71,118,408	-1.54%
CLC	51,476,087	52,270,059	-1.52%
MERC	30,451,530	29,734,516	2.41%
COCR	61,351,014	61,126,078	0.37%
ALLI	26,281,699	26,014,985	1.03%
CRL	17,802,826	18,204,137	-2.20%
SLFL	36,226,753	35,854,671	1.04%
SFCL	27,510,086	28,176,293	-2.36%
SFIN	19,048,778	18,509,812	2.91%

#### **Deposit Growth**



Company Code	3Q 2019	2Q 2019	%
MBSL	22,755,930	22,502,975	1.12%
VFIN	28,094,237	27,591,596	1.82%
CDB	42,667,159	43,829,927	-2.65%
CLC	24,977,663	25,227,586	-0.99%
MERC	21,030,097	20,287,714	3.66%
COCR	48,764,688	50,009,430	-2.49%
ALLI	12,386,292	12,468,399	-0.66%
CRL	17,268,437	17,285,814	-0.10%
SLFL	13,221,026	13,867,078	-4.66%
SFCL	11,471,730	11,239,688	2.06%
SFIN	6,643,811	6,628,502	0.23%

#### **Net Profit Growth**



Company Code	3Q 2019	3Q 2018	%
MBSL	160,225	365,432	-56.15%
VFIN	317,483	246,500	28.80%
CDB	368,278	377,426	-2.42%
CLC	466,589	202,133	130.83%
MERC	157,965	120,149	31.47%
COCR	454,053	653,696	-30.54%
ALLI	45,790	36,383	25.86%
CRL	14,006	49,162	-71.51%
SLFL	218,212	144,656	50.85%
SFCL	121,073	200,498	-39.61%
SFIN	100,299	131,322	-23.62%

# **Category 3**

#### **Overall Ranking**

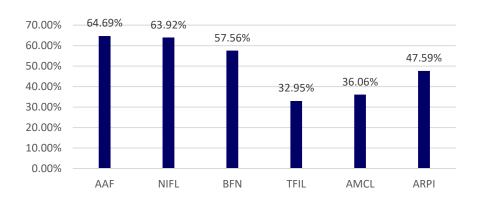
Rank	Company	Code
1	LOLC Development Finance	NIFL
2	Trade Finance	TIFL
3	AMW Capital Leasing & Finance	AMCL
4	Asia Asset Finance	AAF
5	Arpico Finance	ARPI
6	Orient Finance	BFN

#### **Other Information**

Position	Revenue ('000)	Growth (%)	Profit ('000)	Growth (%)	Assets ('000)	Market Capitalization ('000)	No. of Employees
1	1,170,269 NIFL	20.80% AAF		492.61% NIFL			2,441 NIFL
2	859,849 AAF			146.33% AAF			553 AAF
3	852,483 BFN	17.82% TFIL		-15.23% AMCL	14,725,946 AAF		508 BFN
4	836,475 TFIL	-1.88% BFN		-26.05% TFIL	13,648,862 ARPI		
5	738,853 ARPI	-8.35% AMCL		-89.00% ARPI			379 TFIL
6	557,678 AMCL			-463.56% BFN			221 AMCL

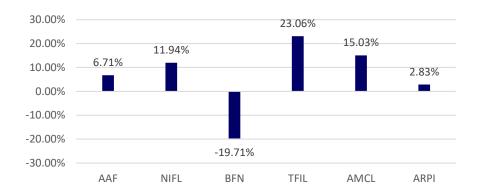


#### **Cost to Income**



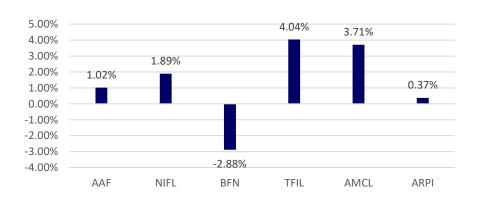
Company Code	3Q 2019
AAF	64.69%
NIFL	63.92%
BFN	57.56%
TFIL	32.95%
AMCL	36.06%
ARPI	47.59%

#### **Return on Equity**



Company Code	3Q 2019
AAF	6.71%
NIFL	11.94%
BFN	-19.71%
TFIL	23.06%
AMCL	15.03%
ARPI	2.83%

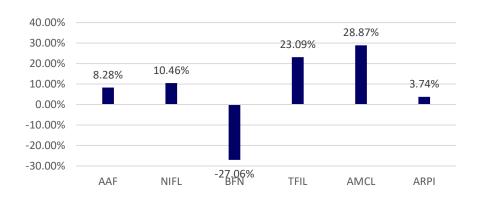
#### **Return on Assets**



Company Code	3Q 2019
AAF	1.02%
NIFL	1.89%
BFN	-2.88%
TFIL	4.04%
AMCL	3.71%
ARPI	0.37%

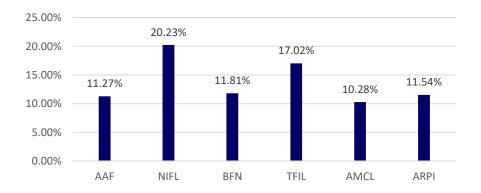


#### **Net Profit Margin**



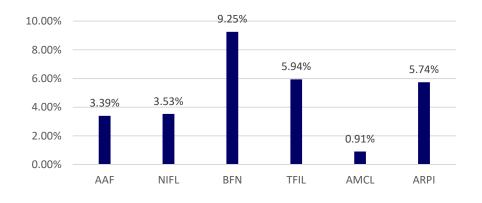
Company Code	3Q 2019
AAF	8.28%
NIFL	10.46%
BFN	-27.06%
TFIL	23.09%
AMCL	28.87%
ARPI	3.74%

#### **Net Interest Margin**



Company Code	3Q 2019
AAF	11.27%
NIFL	20.23%
BFN	11.81%
TFIL	17.02%
AMCL	10.28%
ARPI	11.54%

#### **Impairment to Loan Book**



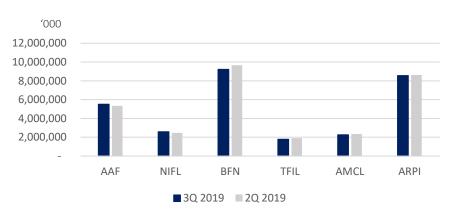
Company Code	3Q 2019			
AAF	3.39%			
NIFL	3.53%			
BFN	9.25%			
TFIL	5.94%			
AMCL	0.91%			
ARPI	5.74%			



# 15,000,000 10,000,000 5,000,000 AAF NIFL BFN TFIL AMCL ARPI

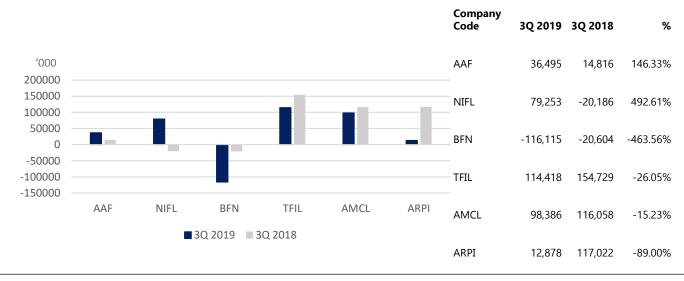
Company Code	3Q 2019	2Q 2019	%
AAF	11,925,463	12,059,433	-1.11%
NIFL	14,475,100	13,053,530	10.89%
BFN	12,620,840	12,991,200	-2.85%
TFIL	9,552,608	10,017,915	-4.64%
AMCL	9,373,578	9,876,078	-5.09%
ARPI	9,661,774	10,488,282	-7.88%

#### **Deposit Growth**



Company Code	3Q 2019	2Q 2019	%
AAF	5,505,846	5,338,671	3.13%
NIFL	2,581,868	2,471,931	4.45%
BFN	9,219,684	9,655,208	-4.51%
TFIL	1,795,343	1,904,092	-5.71%
AMCL	2,265,482	2,353,940	-3.76%
ARPI	8,562,445	8,633,140	-0.82%

#### **Net Profit Growth**



# **Category 4**

#### **Overall Ranking**

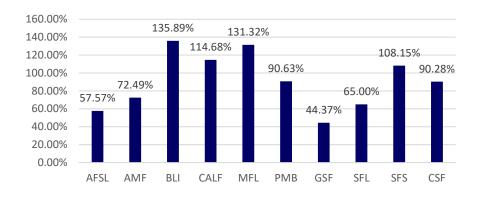
Rank	Company	Code
1	Prime Finance	GSF
2	Sinhaputhra Finance	SFL
3	People's Merchant Finance	PMB
4	Abans Finance	AFSL
5	Swarnamahal Finance	SFS
6	Nation Lanka Finance	CSF
7	Associated Motor Finance	AMF
8	Dialog Finance	CALF
9	Multi Finance	MFL
10	Bimputh Finance	BLI

#### **Other Information**

Position	Revenue ('000)	Growth (%)	Profit ('000)	Growth (%)	Assets ('000)	Market Capitalization ('000)	No. of Employees
1	1,048,130 AMF	9.15% GSF		64.22% PMB	8,883,245 CSF		665 BLI
2	518,396 CSF	-0.24% AFSL		64.12% SFL	8,706,596 AFSL	2,757,974 BLI	
3	478,493 AFSL	-0.66% CALF		7.32% BLI	8,105,486 BLI		383 AFSL
4	418,235 BLI	-2.50% SFL		-47.45% MFL	7,711,718 AMF		251 SFL
5	324,578 GSF	-6.42% PMB		-62.20% CALF	6,389,880 GSF		
6	287,545 SFL	-10.62% AMF		-83.92% GSF	6,087,657 SFL		163 AMF
7	151,285 PMB	-15.58% CSF		-179.61% AFSL	3,616,936 PMB		128 GSF
8	91,494 SFS	-25.69% BLI		-215.07% CSF	2,384,081 CALF		123 PMB
9	83,308 CALF	-28.50% SFS		-347.15% AMF	1,317,411 SFS		100 MFL
10	53,971 MFL	-30.05% MFL			1,291,240 MFL		- SFS

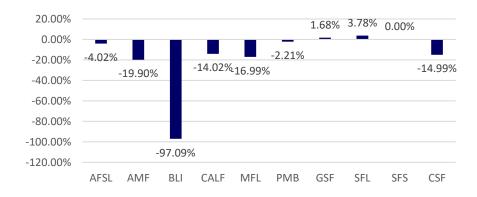


#### **Cost to Income**



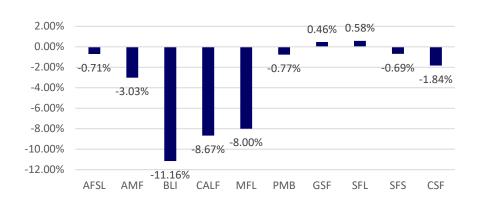
Company Code	3Q 2019
AFSL	57.57%
AMF	72.49%
BLI	135.89%
CALF	114.68%
MFL	131.32%
PMB	90.63%
GSF	44.37%
SFL	65.00%
SFS	108.15%
CSF	90.28%

#### **Return on Equity**



Company Code	3Q 2019
AFSL	-4.02%
AMF	-19.90%
BLI	-97.09%
CALF	-14.02%
MFL	-16.99%
PMB	-2.21%
GSF	1.68%
SFL	3.78%
SFS	0.00%
CSF	-14.99%

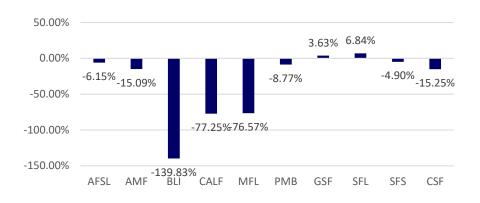
#### **Return on Assets**



Company Code	3Q 2019
AFSL	-0.71%
AMF	-3.03%
BLI	-11.16%
CALF	-8.67%
MFL	-8.00%
РМВ	-0.77%
GSF	0.46%
SFL	0.58%
SFS	-0.69%
CSF	-1.84%



#### **Net Profit Margin**



#### Company Code 3Q 2019

AFSL	-6.15%
AMF	-15.09%
BLI	-139.83%
CALF	-77.25%
MFL	-76.57%
PMB	-8.77%
GSF	3.63%
SFL	6.84%
SFS	-4.90%
CSF	-15.25%

#### **Net Interest Margin**



Company Code	3Q 2019
AFSL	12.05%
AMF	33.22%
BLI	7.62%
CALF	19.39%
MFL	13.07%
PMB	13.40%
GSF	12.39%
SFL	9.85%
SFS	20.56%
CSF	15.48%

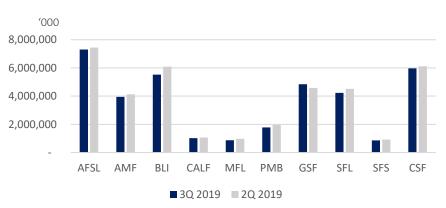
#### **Impairment to Loan Book**



Company Code	3Q 2019
AFSL	6.41%
AMF	13.54%
BLI	12.06%
CALF	16.14%
MFL	6.98%
PMB	2.20%
GSF	6.23%
SFL	2.53%
SFS	-1.97%
CSF	2.57%



#### **Loan Growth**



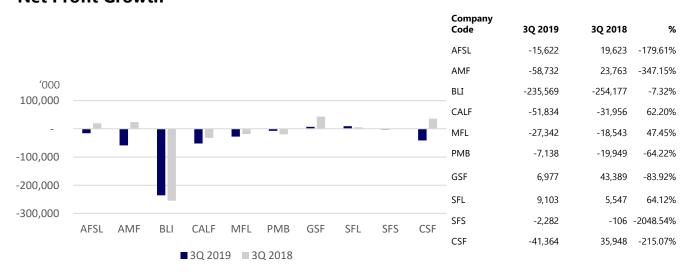
Company Code	3Q 2019	2Q 2019	%
AFSL	7,306,223	7,438,651	-1.78%
AMF	3,945,440	4,125,678	-4.37%
BLI	5,522,325	6,093,932	-9.38%
CALF	1,023,629	1,063,377	-3.74%
MFL	875,491	977,604	-10.45%
PMB	1,778,383	1,969,175	-9.69%
GSF	4,849,052	4,588,316	5.68%
SFL	4,235,506	4,512,620	-6.14%
SFS	862,480	916,140	-5.86%
CSF	5,967,073	6,111,747	-2.37%

#### **Deposit Growth**



%	2Q 2019	3Q 2019
-7.26%	5,828,051	5,404,895
-2.06%	4,860,559	4,760,566
-13.42%	1,978,200	1,712,631
12.84%	725,697	818,872
-10.71%	664,820	593,612
-6.98%	2,394,484	2,227,322
8.66%	2,747,658	2,985,687
-9.95%	4,762,101	4,288,202
-0.16%	2,393,291	2,389,410
-5.29%	6,908,514	6,543,263

#### **Net Profit Growth**





# Directions, Circulars and Guidelines for Non-Banking Licensed Financial Companies

- Finance Business Act Direction No. 4 of 2019 <u>Amendment to Valuation of Immovable Properties</u>
- Finance Business Act Direction No. 1 of 2020 <u>Classification and</u> Measurement of Credit Facilities



#### **Share Price Details**

	Market P Highest (for the Ended	e Quarter	Market P Lowest (for the Ended	Quarter	Market Price 31st Dec 20	
	31.12.2019	31.12.2018	31.12.2019	31.12.2018	31.12.2019	31.12.2018
Category - 1						
LB Finance	159.80	129.00	128.20	110.00	153.30	123.00
Central Finance	110.00	98.90	91.00	87.00	104.00	88.70
LOFC Finance	4.20	3.90	3.60	3.40	3.90	3.40
Peoples Finance	18.20	17.30	14.50	13.90	17.90	16.30
Category - 2						
Vallibel Finance	79.00	72.00	66.00	66.00	72.50	68.70
Commercial Credit	33.80	34.30	26.00	25.20	29.50	28.50
Commercial leasing	4.00	2.80	2.90	2.30	3.40	2.60
CDB	94.40	85.00	83.50	79.10	83.90	79.10
Singer Finance	14.70	16.40	11.90	12.50	13.00	13.90
Siyapatha Finance			N/T	•		
Alliance Finance	53.90	68.50	42.80	56.50	51.40	57.70
Softlogic Finance	18.40	30.00	15.10	22.90	16.70	26.60
Senkadagala Finance	92.00	N/T	92.00	N/T	92.00	N/T
Mercantile Investments and Finance			N/T			
MBSL	10.30	9.60	8.60	7.40	9.60	9.60
Category - 3						
Trade Finance	82.00	70.00	67.00	55.00	73.80	59.90
AMW Finance			N/T			
Asia Asset Finance	9.50	1.20	7.70	0.80	8.80	0.90
Arpico Finance	160.00	170.00	140.10	145.00	150.50	150.00
LOLC Development Finance	54.00	48.00	38.00	32.20	38.80	39.40
Orient Finance	14.90	15.00	11.00	10.50	11.90	12.00
Category - 4						
Nation Lanka Finance	1.40	0.90	0.60	0.60	1.10	0.60
Abans Finance	29.90	21.00	16.40	17.00	20.70	17.90
Sinhaputhra Finance	10.80	9.60	8.20	7.50	9.10	8.80
Prime Finance	19.80	22.00	15.60	17.00	16.90	18.10
Swarnamahal Finance			N/T	-		
Associated Motor Finance	499.00	500.00	405.10	400.00	450.00	400.00
Peoples Merchant Finance	12.50	12.50	8.50	8.20	10.60	11.40
Dialog Finance	45.90	49.70	38.10	35.10	43.00	43.00
Bimputh Finance	33.00	41.00	16.00	28.00	25.60	29.70
Multi Finance	14.30	14.80	11.80	9.20	13.00	13.90

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