

An Internship Report
on
**“Loan and Deposit Management of United Finance Limited,
Dinajpur Branch”**

[This report is submitted to the Faculty of Business Studies Hajee Mohammad Danesh Science and Technology University, Dinajpur in partial fulfillment of the requirement for the degree of MBA(Evening) Program-2016.]

Prepared for

Supervisor

Md. Kutub Uddin

Associate Professor
Department of Management
Faculty of Business Studies

Co-Supervisor

Md. Main Uddin Ahammed

Lecturer
Department of Finance and Banking
Faculty of Business Studies



Hajee Mohammad Danesh Science and Technology University, Dinajpur.

Prepared By

Md. Elahe Boxe Kanchan

Program: MBA (Evening)

ID: E-140503052

Batch-03

Major in Marketing

Faculty of Business Studies

Hajee Mohammad Danesh Science and Technology University, Dinajpur.

October, 2016

An Internship Report
on
“Loan and Deposit Management of United Finance Limited,
Dinajpur Branch”

Prepared By

Md. Elahe Boxe Kanchan

Program: MBA (Evening)

ID: E-140503052

Batch-03

Major in Marketing

Faculty of Business Studies

Hajee Mohammad Danesh Science and Technology University, Dinajpur



Approved By-

Supervisor

Md. Kutub Uddin

Supervisor and Associate Professor

Department of Management

Faculty of Business Studies

Co-Supervisor

Md. Main Uddin Ahamed

Co-Supervisor Lecturer

Department of Finance and Banking

Faculty of Business Studies

Hajee Mohammad Danesh Science and Technology University, Dinajpur.

October, 2016

LETTEER OF TRANSMITAL

October 24, 2016
Md. Kutub Uddin
Associate Professor
Department of Management
Faculty of Business Studies
Hajee Mohammad Danesh Science and Technology University, Dinajpur.

Subject: Submission of internship report.

Dear Sir,

Here is the report on “**Loan and Deposit Management of United Finance Limited**”A Study on Dinajpur Branch. An integral part of Course curriculum of Hajee Mohammad Danesh Science and Technology University.It is my great pleasure and gratitude that I got the opportunity to prepare the report under your kind supervision and guidance.

This report highlights the foreign exchange operations by United Finance Limited, Dinajpur Branch in details. While preparing this report, it will help me to analyze available literatures on banking procedure of United Finance Limited. To prepare this report, my best effort despite some limitations has been given by me.

Preparation of the report was a valuable experience for me and it helped me a lot to enrich my knowledge.

Thanking you,

Sincerely yours

Md. Elahe Boxe Kanchan
ID: E-140503052
Batch-03
Faculty of Business Studies
Major in Marketing
Hajee Mohammad Danesh Science and Technology University, Dinajpur,
Bangladesh.

CERTIFICATE FROM SUPERVISOR

This is to certify that Mr. Md. Elahe Boxe Kanchan a student of MBA (Evening) program Major in Marketing, Faculty of Business Studies, and bearing Roll No. E-140503052 prepare an internship report entitled on “**Loan and Deposit Management of United Finance Limited**” under my supervision. I also certify that I have gone through the draft copy of the report. Thoroughly found it satisfactory for submission as a part of fulfillment of MBA (Evening) program.

I wish him every success in life.

Md. Kutub Uddin
Associate Professor
Department of Management
Faculty of Business Studies
Hajee Mohammad Danesh Science and Technology University, Dinajpur

CERTIFICATE FROM CO-SUPERVISOR

This is to certify that Mr. Md. Elahe Boxe Kanchan a student of MBA (Evening) program Major in Marketing, Faculty of Business Studies, and bearing Roll No. E-140503052 prepare an internship report entitled on “**Loan and Deposit Management of United Finance Limited**” under my supervision. I also certify that I have gone through the draft copy of the report. Thoroughly found it satisfactory for submission as a part of fulfillment of MBA (Evening) program.

I wish him every success in life.

Md. Main Uddin Ahammed
Lecturer
Department of Finance and Banking
Faculty of Business Studies
Hajee Mohammad Danesh Science and Technology University, Dinajpur

STUDENT FROM DECLARATION

I hereby declare that the internship report entitled “**Loan and Deposit Management of United Finance Limited**” embodies the result of my own research works and efforts, prepared under the supervision of Md. Kutub Uddin, Associate Professor, Department of Management, Hajee Mohammad Danesh Science and Technology University, Dinajpur.

I further affirm that work and information reported in this internship report is original and any part or whole has not been submitted to, in any other University or Institution for any degree or any other purpose.

Md. Elahe Boxe Kanchan
Student ID: E-140503052
Program- MBA (Evening)
Batch: 03
Major in Marketing
Faculty of Business Studies
Hajee Mohammad Danesh Science and Technology University, Dinajpur.

Acknowledgement

In preparing the long and rigorous internship report, I acknowledge the encouragement and assistance given by a number of people and institution who have contributed directly and indirectly in preparing this report.

First of all, it is the Almighty, the Merciful and the Benevolent Allah who gives me the sense to understand what I am doing and for everything.

I am most grateful to the management of United Finance Limited for giving me the opportunity to complete my internship in their organization. I truly believe that saying, "Thank You," to all individuals of United Finance Limited is not good enough to honor their support that I have been provided in preparing my report. My extreme gratitude goes to Md. Mahmudur Rahman, Branch Manager, Patuatully Branch for giving me the opportunity to do my internship in this reputed organization.

I also would like to render my sincere thanks to Md. Shakil Islam Talukder, Officer, Central Service Center. S.M. Wahid Raihan, Sales-Asset. Masudur Rahman, Sales - Asset, Md. Rafeus Selim, Group Coordinator, Deposit Management. Dinajpur Branch, for providing me guidance, inspiration and above all flexibility of work.

Finally, heartiest gratitude to my reverend teacher and Supervisor, Md. Kutub Uddin, Associate Professor, Department of Management, And Co-Supervisor, Md. Main Uddin Ahammed, Lecturer, Department of Accounting, Faculty of Business Studies, Hajee Mohammad Danesh Science and Technology University, Dinajpur of the internship program, whose enthusiastic guidance and critical comments during the entire phase of the study made it possible for me to prepare this report.

My debt to them is warmly acknowledged.

Md. Elahe Boxe Kanchan

ID: E-140503052

Batch: 03

Faculty of Business Studies

Major in Marketing

Hajee Mohammad Danesh Science and Technology University, Dinajpur,
Bangladesh.

LIST OF CONTENTS

CHAPTER	TITLE	PAGE
	Letter of Transmittal	iii
	Certificate from Supervisor	iv
	Certificate from Co-Supervisor	v
	Student from Declaration	vi
	Acknowledgement	vii
CHAPTER 1	INTRODUCTION	1-3
	Introduction	1
	Objective of the Report	1
	Scope of the Report	2
	Methodology	2
CHAPTER 2	OVERVIEW ON UNITED FINANCE LTD	4-22
	The Company	4
	Milestone	4
	Economy	6
	Distributor Finance	11
	Revolving Credit	12
	Price Sensitive Information	13
CHAPTER 3	PRODUCTS AND SERVICES	23-44
	Insurde Deposit Scheme	23
	Insured Education Support Scheme	25
	Shanchoy Scheme	27
	Easy Millionaire Scheme	29
	Millionaire Plus Scheme	31
	Term Deposit Scheme	33
	Earnar Scheme	35
	Affordable Home Loan	36
	Term Finance	39
	Small Loan	40
	Lease	42
CHAPTER 4	RECOMMENDATIONS AND CONCLUSIONS	45-46
	Recommendations	45
	Conclusion	46
	REFERENCES	47

CHAPTER ONE

INTRODUCTION

Introduction:

The financial system of Bangladesh consists of Bangladesh Bank (BB) as the central banks, nationalized commercial banks, 5 government owned specialized banks, 30 domestic private banks, 10 foreign banks and 28 non-bank financial institutions. The financial system also embraces insurance companies, stock exchanges and co-operative banks. In our country Bangladesh Bank (BB), as the central bank, has legal authority to supervise and regulate all the banks. It performs the traditional central banking roles of note issuance and of being banker to the government and banks. Commercial banks and domestic private banks are the profit-making institution that holds the deposits of individuals and business in checking and savings accounts and then uses these funds to make loans. Both general public and the government are dependent on the services of banks as the financial intermediary. We have chosen United Finance Limited as a representative of other private banks and non-banking institution. We have learned so many things in our course and here we tried to relate the theories with real life situation and also find out the similarities.

Objectives of report:

The main objective of this report is to understand the operations and procedures of Loan and Deposit Management. The specific objectives are as follows:

- i. To provide an overview of United Finance Limited and its Loan and Deposit Management Sector.
- ii. To analyze the deficiencies of the Loan and Deposit Management Division.
- iii. To generate solutions that will help the Institution in overcoming the deficiencies.

Scope of the report:

My main concern was to learn from the operations of the Loan and Deposit Management Division. Therefore I allocated my whole time and effort in the Loan and Deposit Management Division. The scopes of the report are as follows:

- i. Asset and Liability operation of United Finance Limited.
- ii. Comparison of the various deposit schemes.
- iii. Loan and Deposit Management of United Finance Limited.

Methodology of the Study:

For the implementation of the study I have worked on “United Finance Limited”. In order to make the report more meaningful and presentable, two sources of data and information have been used widely.

The “Primary Sources” are as follows-

Face-to-face conversation with the respective Executives and Officers of the organization.

- Informal conversation with the clients.
- Practical work exposures from the different desks of the various departments of the branch covered.
- Relevant file study as provided by the officers concerned.

The “Secondary Sources” of data and information are-

- Annual Reports of United Finance Limited.
- Periodicals published by Bangladesh Bank.
- Various books, articles, compilations etc. Regarding general functions, and credit policies.

After collection of data, a list of table was prepared on the basis of aims and objectives of the study and processing, editing and coding of the data were done simultaneously. The tabulated data were then analyzed and condensed to obtain the result / objective.

CHAPTER TWO

OVERVIEW ON UNITED FINANCE LIMITED.

The Company:

United Finance Limited started its journey as United Leasing Company Limited in 1989 with a single product focus. Duncan Brothers Limited, a well established company operating in Bangladesh for over 150 years, Asian Development Bank, Commonwealth Corporation along with several local and international corporations came together to form this institution. In 1995, the Company obtained license from Bangladesh Bank as a financial institution and has been trading in A-category shares in the Dhaka Stock Exchange. United Finance is one of the only 13 financial institutions that is allowed by the Government to take Public Sector deposits.

Initially United Finance focused on providing lease financing mostly to the medium sized customers but over the years it has diversified its range of products to meet the financial needs of clients ranging from corporate to individuals, irrespective of size.

The Company started operation as a leasing company with only one office in the capital. With the progression of time it expanded the wings to cover areas beyond Dhaka. Now United Finance operates through 19 business offices across the country bringing all 64 districts under its financial coverage.

Milestone:

United Finance Limited started its journey as United Leasing Company Limited in 1989 as a public limited company, to cater to the investment needs of our economy.

United Finance Milestones:

- Incorporation of the Company, April 27, 1989
- Commencement of operation, September 12, 1989
- Public Issue of shares, March 28, 1994
- Trading of shares on Dhaka Stock Exchange, June 23, 1994

- First dividend declared, April 20, 1995
- Authorised capital increased, May 18, 2000
- Launch of Fixed Investment Products, September 2005
- Commencement of Credit Sale Financing Operation, October 3, 2005
- Commencement of Extended Head Office (Noor Tower), June 13, 2008
- Commencement of Training Centre (Northern S.R.Tower), May 15, 2010
- Authorised capital increased, November 24, 2011
- Change of name to United Finance Limited, November 13, 2014

Branch Offices Opened:

- Chittagong Branch, June 16, 1994
- Jessore Branch, December 26, 2005
- Gazipur Branch, February 19, 2006
- Bogra Branch, June 19, 2006
- Sylhet Branch, February 27, 2010
- Rangpur Branch, November 23, 2010
- Chuadanga Branch, December 14, 2010
- Bongshal Branch, January 23, 2011
- Barisal Branch, April 21, 2011
- Noakhali Branch, June 5, 2011
- Farmgate Branch, December 21, 2011
- Rajshahi Branch, August 30, 2012
- Khulna Branch, December 31, 2012
- Mymensingh Branch, January 20, 2013

- Cox's Bazar Branch, March 24, 2014

- Dinajpur Branch, June 11, 2014

Booth Offices Opened:

- Commencement of Booth Office (Belkuchi, Sirajgong), September 19, 2010

- Commencement of Booth Office (Rangamati), January 10, 2012.

Economy:

During the fiscal year 2013-14, the country achieved a GDP growth of 6.1%. Services grew by 5.8%, up from the previous year (5.5%). Low investor confidence and subdued consumption demand cut industry growth from 9.6% to 8.4%. Agriculture grew by 3.3%, from previous year's 2.17%, aided by good weather and continued government support.

Inflation rate came down to 6.11% by December, 2014 from 7.35% in December, 2013 because of Central Bank's tight monetary policy and also slow growth of the economy.

Financial Services Sector:

Bangladesh Bank adopted a monetary stance to preserve external sector stability, build up reserves and avoid excessive volatility of the exchange rate, ensure credit growth in productive sectors to attain targeted real GDP growth with a careful consideration to managing inflation. Banking sector repayment and profitability indicators have shown mixed performance throughout the year.

The banking sector faced a few scams of enormous proportions which became widely publicized in the media. This, along with low consumer demand that resulted in less business volume overall, increased the non-performing loans (NPL) at the end of the year and also left the financial sector very fragile. Gross NPL went up from 8.9% to 10.5%. Bangladesh Bank has strengthened its monitoring to reduce such vulnerability in future.

The capital market performance in 2014 was moderate with continued lack of investor's trust and confidence.

Although foreign reserve was above \$22 Billion at the end of the year, our current account was in deficit of more than billion dollars. This is because export growth was almost nil and import grew by about 10%.

Company Performance:

I am pleased to inform you that your Company has successfully faced all these challenges and has registered 12.88% growth in operating revenue and 21.53% growth in net profit over the previous year.

Earnings Per Share (EPS) on the basis of current number of shares, increased by 21.58% (from Taka 1.90 in 2013 to Taka 2.31). Net Asset Value (NAV), on the basis of current number of share, increased by 11.98% (from Taka 15.44 in 2013 to Taka 17.29).

Business:

Deposit portfolio grew by 5.72% to Tk. 6.15 Billion. The deposit product offerings are quite diversified and appeals to a wide range of customers. Like previous years, deposit collection was sufficient to support the financing activities of your Company.

Long term portfolio, consisting of mostly lease financing, affordable home loan and some term loans, is almost 80% of your Company's asset portfolio. Long term portfolio grew at 6.48% and stood at Tk. 8.58 Billion. Your Company now operates affordable home loans through our offices in Rangpur, Bogra, Belkuchi, Rajshahi, Dinajpur, Barisal, Khulna, Jessore, Chuadanga, Kushtia, Mymensingh, Begumganj, and Sylhet.

Working Capital Solutions offered by your Company has been well accepted by the clients and now constitutes around 20% of the portfolio. Distributor Financing, which provides working capital support to small and large distributors to procure goods from suppliers, has become very popular in the smaller cities and is the main contributor to this growth. The client acceptance of each of our working capital financing product is high. Physical service elements built into these products are appreciated as it helps the clients outsource some of their activities to your Company. As a result, short term portfolio grew 20.36% and stood at Tk. 2.15 Billion.

Our charter document signed in 1989, stated that the main objective behind the establishment of this Company was “to contribute to the development of the economy by assisting the development of productive private enterprises by extending financing for industrial, agricultural, transport and commercial purposes with emphasis on the small and medium industry sector.” I am pleased to announce that your Company has finally fulfilled the last of its charter objective by introducing agricultural financing. In 2014 your Company introduced seasonal cash flow based agricultural financing after a successful pilot of 3 years. It now offers agricultural financing ranging from cultivation of crops to cattle rearing. The financing model has been jointly developed with iDE, a development organization. Agricultural financing of your Company now operates in a total of 14 upazillas of Noakhali, Bhola, Rangpur, Barisal, Rangamati and Bogra. Although the portfolio is modest, your Company has been able to improve livelihood of more than 7,500 farmers. Our financing has also helped employment creation of 58,500 seasonal agricultural labors and 30 agricultural input businesses. The financing model is being promoted by iDE in the international development arena and has received international recognition. Many donor and development agencies have shown interest in the model and your Company is exploring opportunities to work with them.

In 2014, United Finance opened two branches in Cox’s Bazar and Dinajpur. With these additions, your Company now serves all the 64 districts of the Country through our 19 offices.

Cost Administration:

Liquidity during most of last year continually drove down the deposit rates. The deposits were collected at a rate comparatively lower than the market. Though the deposit portfolio grew by more than 5%, the financial cost of your Company in 2014 was less than the cost in 2013.

Major cost increase was related to the name change of your Company, during which advertisement in newspapers and bill boards, legal and regulatory expenses and various business promotion expenses were undertaken, as a result of which "Other expenses" increased by 40.04% and postage, stamp, telecommunication etc. increased by 23.47%.

Office expenses increased by 42.15% and salaries and allowances increased by 20.83%, both due to new additions in 2014 and full year's impact of human resources, rent on branch and office spaces added during 2013. Other costs increased to accommodate the needs of growing business volume and impact of inflation. In all, total operating costs increased by 20.49%.

Risk Management:

The developments and activities of Company's three risk management components during 2014 were as follows:

Pre-emptive Risk Management:

Operational Risk Management has been restructured and strengthened to proactively create new processes and review existing processes to manage risk associated with processes, systems and people to bring efficiency and meet the challenges associated with expanding diversified products and services.

Knowledge Center successfully spearheaded the transition of the name change and branding during the silver jubilee celebration. Despite its engagements, it provided value added reports to the Credit-Sale Financing clients. Customer satisfaction surveys were done to better understand customer expectations to improve our services.

Human resource department successfully met the challenges of staffing as and when they were needed. Efforts to increase the per person productivity assessed by a quantitative evaluation system for all field level officers continued during 2014. Trainings were arranged as an ongoing effort to strengthen the understanding of our employees and thereby improve efficiency. During the year the Company provided a total of 229 man-days of training to 221 employees.

Contemporaneous Risk Management:

Operations department continued to maintain your Company's risk mitigating features with high efficiency. The collection, recovery and litigation teams were effective in keeping collection rate high and their recovery efforts yielded tangible results and non performing loan ratio were maintained at below 3.53%.

Post-facto Risk Management:

Branch Dashboard was created to summarize the activities of the branches in terms of performances to help monitor branch performances efficiently and take early remedial measures. Management Information Systems department further improved its existing reporting to facilitate the actions of the senior management team to better direct the operations of the Company. The reports also aided mid level managers to efficiently and effectively supervise resources.

To achieve better checks and balances and provide equal focus on both issues of compliance and audit, separate Compliance and Internal Audit departments have been formed. Audit and compliance reports were regularly placed to the Audit Committee of the Board for its review and recommendations.

Sustainability and Efficiency Initiatives:

Your Company gives importance to environmental sustainability, which is reflected in both its financing and own activities. A separate Green Financing Unit has been established to find out ways to improve sustainability and efficiency of both the Company and the clients we serve.

Company initiatives: The Company took initiatives to reduce its carbon footprint. To reduce paper consumption it has established paperless internal processes and created 'green' desks where no print outs can be taken. Traditional lighting system is being converted into more environment friendly LED lighting systems.

Financing initiatives: Quantitative data of the impact of your Company's financing on the economic environment as well as on the physical environment is captured and measured.

Data of our efforts is presented in the Sustainability and Efficiency Statement separately.

Post Balance Sheet Date Events:

Subsequent to the balance sheet date, the Directors recommended 1 share for every 10 shares held and cash dividend of Tk. 0.50 per share. There were no circumstances in

the Company in which non-disclosure affected the ability of the users of the financial statements to make proper evaluation and decisions.

Outlook:

The challenges of 2015 would be to ensure economic growth. GDP growth in 2015 is projected at 6.0% and private consumption is expected to remain stable and contribute to GDP growth. Exports are expected to perform better in the second half of the year. The Government is stepping up project implementation to improve public investment in infrastructure. Several downside risks could, however, affect the GDP growth projection. Political unrest could reduce investor confidence and slow down economic activity.

Bangladesh Bank is expected to continue to focus on keeping inflation low while providing sufficient scope to encourage investments. The financial services sector will be under strict scrutiny of the central bank as it would continue to take measures to reduce irregularities.

Your Company is well prepared to take on the challenges in 2015. Competition will intensify as the overall liquidity in the market might instigate price competition. Achieving growth, while maintaining the portfolio quality, would be the major challenge. Your Company will focus on various financing opportunities and it is expected that service quality, coupled with cost advantage, would help your Company to expand its client base and portfolio across its product range. Emphasis will be on trainings to increase productivity to achieve better efficiency.

Distributor Finance:

Distributor Finance is a revolving working capital facility for distributors of local and multinational FMCG products. The facility offers distribution businesses to make procurement from suppliers. It also allows distributors to enjoy 100% payment support for every purchase made from appointee suppliers.

Benefits of Distributor Finance:

- Ensures availability of fund for procurement
- Serves as payment assurance to suppliers of a distributor

- Allows distributor to control interest expenses
- Frees up time to accentuate business expansion
- Faster loan processing
- Collateral free loan limit (conditions apply)
- Helps to maintain satisfactory relationship with suppliers
- Make advance payment for procurement from suppliers on regular basis

Features of Distributor Finance

- Facility to support 100% procurement from supplier
- Daily basis interest calculation
- Financial transaction with supplier done by United Finance
- Built in stock insurance over inventory
- Flexible credit period based on cash cycle of distributorship business

Services with Financing Package:

- Direct payment processing to supplier
- Uninterrupted support for working capital requirement
- SMS Alert Service for every transaction
- Dedicated service team for support and assistance.

Revolving Credit:

Revolving loan is a tailor-made credit facility, specifically designed for the companies with seasonal activity, which need to cover their temporary liquidity gaps, until the collection of the commercial receivables.

Benefits of Revolving Credit:

- We provide minimum loan amount of Tk. 1 lakh for new and existing client
- Your installments can be structured to match with your cash flow generation
- Usually for a tenure of 90-180 days

Eligibility Criteria:

- Where cash flow resources are sufficient to service the shorter term debt
- The entrepreneur must have minimum 2 years experience in the same line of business
- Subject to clean CIB report form Bangladesh Bank.

Price Sensitive Information:

Price sensitive information, dated February 17, 2016

This is to inform you that the Board of Directors of the Company in its 173rd meeting held on February 17, 2016 made the following dividend recommendations for the year ended December 31, 2015 which will be placed before the next AGM for shareholders' approval:

- Bonus Share: 1 (one) Bonus share for every 10 shares (10%)
- Cash: Tk 0.50 per share (5% on face value)

The Board further decided to hold the Annual General Meeting as follows:

- Venue: Dhaka Ladies Club, 36, Eskaton Garden Road, Dhaka-1000
- Date: Thursday, April 21, 2016
- Time: 10.00 A.M.

The record date has been set on Thursday, March 10, 2016

The following information is given as per the requirement of Bangladesh Securities and Exchange Commission and Dhaka Stock Exchange Ltd.:

For the Year-2015 (January-December)

- Net Profit After Tax (Tk. in Million): 343.25
- Earning Per Share (EPS)(Tk.): 2.22
- Net Asset Value Per Share (Tk.): 17.49
- Net Operating Cash Flow Per Share (Tk.): 18.27

Price sensitive information, dated October 15, 2015

Board of Directors of the Company in its 171st meeting held on October 15, 2015 approved the un-audited Financial Statements for the third quarter ended September 30, 2015.

During this period the Company earned after tax profit of Tk 210.23 million resulting in Earning Per Share (EPS) of Tk 1.36.

Price sensitive information, dated July 6, 2015

Board of Directors of the Company in its 169th meeting held on Monday, July 6, 2015 approved the Financial Statements (un-audited) of the company for the half year ended on June 30, 2015.

Half Year (unaudited) Financial Highlights-2015

- Net profit after tax (Tk. in million): 138.47
- Earnings per share (Tk.): 0.90
- Net asset value per share (Tk.): 16.16
- Net operating cash flow per share (Tk.): 6.27

Price sensitive information, dated May 13, 2015

Board of Directors of the Company in its 167th meeting held on May 13, 2015 approved the un-audited Financial Statements for the first quarter ended March 31, 2015.

During this period the Company earned after tax profit of Tk 62.97 million resulting in Earning Per Share (EPS) of Tk 0.45

Price sensitive information, dated March 5, 2015

This is to inform you that the Board of Directors of the Company in its 166th meeting held on March 5, 2015 made the following dividend recommendations for the year ended December 31, 2014 which will be placed before the next AGM for shareholders approval:

- Bonus Share: 1 (one) Bonus share for every 10 shares (10%)
- Cash: Tk 0.50 per share (5% on face value)

The Board further decided to hold the Annual General Meeting as follows:

- Venue: Dhaka Ladies Club, 4/A, Eskaton Garden Road, Dhaka-1000
- Date: Thursday, April 23, 2015
- Time: 10.00 A.M.

The record date has been set on Wednesday, March 18, 2015

The following information is given as per the requirement of Bangladesh Securities and Exchange Commission and Dhaka Stock Exchange Ltd.:

For the Year-2014 (January-December)

- Net Profit After Tax (Tk. in Million): 323.79
- Earning Per Share (EPS)(Tk.): 2.31
- Net Asset Value Per Share (Tk.): 17.29
- Net Operating Cash Flow Per Share (Tk.): 6.15

Price sensitive information, dated October 23, 2014

Board of Directors of the Company in its 165th meeting held on October 23, 2014 approved the un-audited Financial Statements for the third quarter ended September 30, 2014.

During this period the Company earned after tax profit of Tk 245.10 million resulting in Earning Per Share (EPS) of Tk 1.75.

Price sensitive information, dated July 14, 2014

The 164th meeting of the Board of Directors of United Finance Limited was held on Monday, July 14, 2014. The Board, among other matters, approved the accounts (un-audited) of the company for the half year ended on June 30, 2014. The company earned operating profit before tax of Tk 238.51 million and after tax profit of Tk 136.51 million during the first half of the year.

Price sensitive information, dated March 05, 2014

This is to inform you that the Board of Directors of the Company in its 162nd meeting held on March 5, 2014 made the following dividend recommendations for the year ended December 31, 2013 which will be placed before the next AGM for shareholders approval:

- Bonus Share: 1 Bonus share for every 10 shares (10%)
- Cash: Tk 0.50 per share (5% on face value)

The Board further decided to hold the Annual General Meeting as follows: - Venue:

Trust Milonayaton, 545 Old Airport Road, Dhaka Cantonment, Dhaka

- Date: Thursday, April 10, 2014
- Time: 10.00 A.M.

The record date has been set on Tuesday 18 March, 2014.

The following information is given as per the requirement of Securities and Exchange Commission and Dhaka Stock Exchange Ltd.

For the Year-2013

- Net Profit After Tax (Tk. in Million): 266.42
- Earning Per Share (EPS)(Tk.): 2.09
- Net Asset Value Per Share (Tk.): 16.98
- Net Operating Cash Flow Per Share (Tk.): 6.09

Price sensitive information, dated January 08, 2014

The Board of Directors of the Company in its 161st meeting held on January 8, 2014, among others, decided to purchase 9,503 sft commercial space at the ninth floor of SEL Rose-N-Dale, 116 KaziNazrul Islam Avenue, Dhaka at a total cost of Tk 140.04m (approximately) excluding the cost of registration, VAT, AIT and any other admissible cost subject to approval of Bangladesh Bank.

The Board also decided to change the Company's name from United Leasing Company Limited to United Finance Limited. The execution of name change of the Company shall be subject to the approval of shareholders in the General Meeting and all concerned Regulatory Authorities.

Price sensitive information, dated October 24, 2013

Board of Directors of the Company in its 159th meeting held on October 24, 2013 approved the un-audited Financial Statements for the third quarter ended September 30, 2013.

During this period the Company earned after tax profit of Tk 193.25 million resulting in Earning Per Share (EPS) of Tk 1.52.

Price sensitive information, dated July 27, 2013

The 158th meeting of the Board of Directors of United Finance Limited was held on Saturday, July 27, 2013. The Board, among other matters, approved the accounts (un-audited) of the company for the half year ended on June 30, 2013. The company earned operating profit before tax of Tk 213.03 million and after tax profit of Tk 121.03 million during the first half of the year.

Price sensitive information, dated October 23, 2012

Board of Directors of the Company in its 154th meeting held on October 23, 2012 approved the un-audited Financial Statements for the third quarter ended September 30, 2012.

During this period the Company earned after tax profit of Tk 142.20 million resulting in Earning Per Share (EPS) of Tk 1.28.

Price sensitive information, dated July 18, 2012

The 152nd Meeting of the Board of Directors of United Finance Limited was held on July 18, 2012. The Board, among other matters, approved the Accounts (un-audited) of the Company for the half year ended on June 30, 2012.

The Company earned operating profit before tax of Tk 162.09 million and after tax profit of Tk 88.46 million during the first half of the year.

Price sensitive information, dated April 26, 2012

Board of Directors of the company in its 151st meeting held on April 26, 2012 approved the un-audited Financial Statements for the first quarter ended March 31, 2012.

During this period the company earned Operating Income of Tk 333.23 million and after tax profit of Tk 43.35 million.

Price sensitive information, dated March 06, 2012

The Board of Directors of the Company in its 150th meeting held on March 06, 2012 made the following dividend recommendations for the year ended December 31, 2011 which will be placed before the next AGM for shareholders approval:

- Bonus Share: One (1) bonus share for every five (5) shares (20%)
- Cash: Tk. 0.75 per share (7.5% on face value)

The Board further decided to hold the Annual General Meeting as follows:

- Venue: Trust Milonayaton, 545 Old Airport Road, Dhaka Cantonment, Dhaka
- Date: Monday, April 9, 2012
- Time: 10.00 A.M.

The record date has been set on Sunday, March 18, 2012

The following information is given as per the requirement of Securities and Exchange Commission and Dhaka Stock Exchange Ltd.:

For the Year-2011 (Jan-Dec)

- Net Profit After Tax (Tk. in Million): 213.34

- Earning Per Share (EPS)(Tk.): 2.31
- Net Asset Value Per Share (Tk.): 19.42
- Net Operating Cash Flow Per Share (Tk.): 6.47

Price sensitive information, dated October 13, 2011

The Board of Directors of the Company in its 148th meeting held on October 13, 2011 took the following decisions subject to the approval at the Extra Ordinary General Meeting of the Company and Regulatory Authorities:

1. Increase of Authorized Capital of the Company:

Authorized Capital of the Company will be increased to Tk 300,00,00,000/- (Taka three hundred crore) from existing Tk 100,00,00,000/-(Taka one hundred crore).

2. Change the denomination of shares:

The denomination of Face Value of shares of the Company will be changed from existing Tk 100/-(one hundred) to Tk 10/-(ten) each with the market lot of shares from existing 20 (twenty) shares to 200 (two hundred) shares.

The 6th Extra-Ordinary General Meeting of Company will be held on Thursday, November 24, 2011 at 10.00 a.m at Trust Milonayaton, 545 Old Airport Road, Dhaka Cantonment, Dhaka. The record date for EGM will be Tuesday, October 25, 2011.

Price sensitive information, dated July 28, 2011

The 146th Meeting of the Board of Directors of United Finance Limited was held on July 28, 2011. The Board, among other matters, approved the accounts (un-audited) of the Company for the half year ended on June 30, 2011.

The Company earned operating revenue of taka 346.07 million and after tax profit of take 114.28 million during the first half of the year.

22nd AGM - Change of Venue, dated May 22, 2011

This is for kind information of all concerned that the 22nd Annual General Meeting of the Company will be held at Trust Milonayataon, 545 Old Airport Road, Dhaka Cantonment, Dhaka on Thursday, June 9, 2011 at 11:00 a.m. instead of Celebrity Hall

of Bangabandhu International Conference Centre, Dhaka due to unavoidable circumstances.

We regret for the inconvenience of the Shareholder.

Price sensitive information, dated May 05, 2011

The Board of Directors of the Company in its meeting held at 5:00 p.m. Thursday, May 5, 2011, was informed, vide a letter, on behalf of the following shareholders viz.

- Lawrie Group Plc., UK
- Surmah Valley Tea Co. Limited
- Duncan Brothers (Bangladesh) Limited
- Macalms Bangladesh Trust
- Octavius Steel and Co. of BD Ltd
- The Lungla (Sylhet) Tea Company Limited
- Camellia Duncan Foundation
- The Chandpur Tea Company Limited
- Amo Tea Company Limited
- Chittagong Warehouses Limited
- The Allynugger Tea Company Limited
- The Mazdehee Tea Company Limited; and
- Duncan Products Limited

(hereinafter collectively referred to as the “Shareholders”)

that the Memorandum of Agreement dated 8 September 2010 and Share Purchase Agreement dated 19 September 2010 to sell their entire shareholdings in the Company to:

- Summit Industrial and Mercantile Corporation (Pvt.) Limited
- Cosmopolitan Traders (Pvt.) Limited

- Summit Holdings Limited

stands terminated by operation of law and therefore, the Shareholders shall not be selling and transferring their shares in Company under the Memorandum of Agreement and the Share Purchase Agreement.

Price sensitive information, dated April 10, 2011

Board of Directors of the company in its 143rd meeting held on April 10, 2011 approved the un-audited Financial Statements for the first quarter ended March 31, 2011.

During this period the company earned Operating Income of taka 175.25 million and after tax profit of taka 52.43 million.

Price sensitive information, dated March 31, 2011

The Board of Directors of the Company in its 142nd meeting held on March 31, 2011 took the following decisions:

Dividend for the year 2010 which will be placed for the approval before the next AGM:

- Bonus Share: 3 bonus shares for every 4 shares (75%)
- Cash: Tk. 7.5 per share (7.5% on face value)

Date and time of the 22nd AGM: Thursday, June 09, 2011 at 11:00 a.m.

Venue of the of the 22nd AGM: Celebrity Hall, Bangabandhu International Conference Centre, Agargaon, Sher-e-Bangla Nagar, Dhaka

Record date of the 22nd AGM: Thursday, April 28, 2011

Financial Highlights-2011

- Net Profit after Tax (Tk. in Million): 378.28
- Earning Per Share (EPS) (Tk.): 71.64
- Net Asset Value per Share (Tk.): 307.00
- Net Operating Cash Flow per Share (Tk.): 54.08

. ULC declared cash dividend and bonus shares as well.

The 133rd Meeting of the Board of Directors of United Finance Limited was held on February 9, 2010. The Board, among other matters, recommended one bonus share for every one share and cash dividend @ Tk. 7.5 per share, which will be placed for approval before the next (twenty first) Annual General Meeting to be held on March 25, 2010 at 3:00 p.m.

The record date for the distribution of dividend is March 03, 2010. The Company earned after tax profit of tk. 162.13 million in 2009 (Jan-Dec). The Net asset value (NAV) per share as on December 31, 2009 was Tk. 478.20. Earnings per share (EPS) and Net Operating Cash Flow per share (NOCFPS) for the year ended December 31, 2009 were Tk. 61.41 and Tk. 309.98 respectively.

CHAPTER THREE

PRODUCTS AND SERVICES

Insured Deposit Scheme (IDS):

It is a unique monthly savings scheme that gives the depositor an opportunity to save money for the future as well as provide peace of mind that the scheme benefit will be paid even in the case of sudden demise of the first depositor.

The monthly instalments have built-in life insurance coverage that assures that the maturity value will be paid to the nominee in case of first depositor's death due to any cause (details will be available in the original Group Insurance Policy Contract).

Benefits of Insured Deposit Scheme (IDS):

- Safe investment with high return
- Flexible and diversified products tailored for your need
- Insured Deposit Scheme is allowed only for individuals
- Premature encashment allowed after completion of minimum duration (3 months)
- Best consumer service
- No incidental costs

Eligibility Criteria:

- Any Bangladeshi citizen can apply
- Age range between 18 to 56 years

Features of Insured Deposit Scheme (IDS):

- A depositor can save Tk. 1,000 (minimum) to Tk. 25,000 (maximum) per month
- Tenure is 3 to 5 years

Terms and Conditions:

- Instalments must be deposited through cheque/cash/BEFTN within 15th day of each month at the bank nominated by United Finance

- Opening deposit must be made by Account Payee Cheque/Pay Order/Bank Draft only in favor of United Finance
- The scheme will be closed if three consecutive monthly instalments are not paid within stipulated time
- There can be more than one beneficiary for a single IDS Scheme, if share of multiple beneficiaries are not specified, all beneficiaries will get equal share
- Assurance of scheme benefit in case of sudden demise of the Sole/First Depositor is subject to the terms and conditions stated in the Group Insurance Policy Contract
- Any benefit from United Finance IDS is subject to income tax, excise duty or any other levy as determined by the Government of Bangladesh
- A leading Insurance Company is the underwriter of this scheme
- Insurance Company's decision about settlement of claims shall be final and binding.

Required Documents:

- United Finance Deposit Account Opening Form duly filled in and signed
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the applicant, co-applicant and nominee
- One recent color photograph of the applicant
- One recent color photograph of nominee, attested by the applicant
- Copy of E-TIN certificate (if any)

Account Opening Procedure:

- Drop the application form along with the cheque and necessary documents to your nearest and convenient branch location of United Finance
- Account will be opened as soon as the cheque is cleared, and account certificate will be available within the next day
- You can also contact our customer service, we will attach an associate with you
- Your account will be opened and duly delivered to you by the deposit associate.

Insured Education Support Scheme (IESS):

It is a monthly savings scheme which gives the opportunity to depositors toward building deposit overtime. The depositors will get the money back a period for future expenses like college or university education.

This scheme also assures that in case of sudden demise of the depositor his/her children or family member gets the money for meeting the desired educational expenses. IESS is a product that ensures both savings and security for a depositor.

Benefits of Insured Education Support Scheme (IESS):

- Safe investment with high high return
- Flexible and diversified products tailored for your need
- Premature encashment allowed after completion of minimum duration (3 months)
- Best consumer service
- No incidental costs

Eligibility Criteria:

- Insured Education Support Scheme is allowed only for individuals
- Any Bangladeshi citizen can apply
- Age range between 18 to 56 years

Features of Insured Education Support Scheme (IESS):

- The scheme is designed with the tenure starting from 66 months to 108 months
- A depositor can save from Tk. 2,000 (minimum) up to Tk. 25,000 (maximum) per month
- Tenure is 3 years (36 months), 4 years (48 months) and 5 years (60 months)
- Upon maturity repayable in 10 quarters (30 months), 13 quarters (39 months) and 16 quarters (48 months) accordingly in equal instalments

- Built-in life insurance coverage assures the maturity value of the deposit in case of first depositor's demise due to any cause (details will be available in the original Group Insurance Policy Contract)
- A leading Insurance Company will provide the life insurance coverage for United Finance's IESS

Terms and Conditions:

- The depositor is liable to ensure timely payment of instalments as per the terms and conditions of the scheme
- If the monthly instalments are not paid for three consecutive months, the scheme will become dormant and will stand closed
- Payment against any dormant account will not be accepted
- The scheme cannot be encashed within 3 months from its opening date
- Any benefit from United Finance's IESS may come under purview of income tax, excise duty or any other levy as decided by the Government of Bangladesh
- In the event of any drastic change in the interest rate or imposition of any tax or levy by the Government, the redemption rate will be adjusted
- Instalments must be deposited through cheque/cash/BEFTN within 15th day of each month at the bank nominated by United Finance
- There can be more than one beneficiary for a single IESS Scheme, if the shares of multiple beneficiaries are not specified, all beneficiaries will get equal share
- In the event underwriter insurance company pays the due on premature demise of the accountholder, United Finance will keep the entire amount in its custody and shall disburse the amount as per the original schedule
- The depositor shall be bound by the terms and conditions stated in the master group insurance policy and United Finance shall not be liable for any claim declined by underwriter insurance company

Required Documents:

- United Finance Deposit Account Opening Form duly filled in and signed
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the applicant, co-applicant and nominee
- One recent color photograph of the applicant
- One recent color photograph of nominee, attested by the applicant
- Copy of E-TIN certificate (if any)

Account Opening Procedure:

- Drop the application form along with the cheque and necessary documents to your nearest and convenient branch location of United Finance
- Account will be opened as soon as the cheque is cleared, and account certificate will be available within the next day
- You can also contact our customer service, we will attach an associate with you
- Your account will be opened and duly delivered to you by the deposit associate.

Shanchoy Scheme:

Shanchoy Scheme is a deposit investment product where you can deposit on a monthly basis and at maturity you will get the principal amount along with profit.

Benefits of Shanchoy Scheme:

- Safe investment with high return
- Flexible and diversified product tailored for your needs
- Premature encashment is allowed after completion of minimum duration (3 months)
- Shanchoy Scheme is allowed only for individual depositors (e.g. housewives, students, teachers, doctors, architects, lawyers, consultants, etc.)

- Quick Loan Facility is available as per the prevailing rules and regulations of United Finance

- Best consumer service

- No incidental costs

- Helps you to build the habit of saving

- Assurance to face any future uncertainty

- Serves specific purpose in future, like education, matrimony etc.

Features of Shanchoy Scheme:

- Shanchoy Scheme does not require initial deposit

- Monthly deposit starting from Tk. 500 up to Tk. 10,000

- Tenure is minimum 3 years up to maximum 7 years

- Maturity benefit is Tk. 20,403 (minimum) up to Tk. 1,128,607 (maximum)

Required Documents:

- United Finance Deposit Account Opening Form duly filled in and signed

- A cheque or Pay Order in favor of 'United Finance Limited'

- Copy of Passport or National ID of the applicant, co-applicant and nominee

- One recent color photograph of the applicant

- One recent color photograph of nominee, attested by the applicant

- Copy of E-TIN certificate (if any)

Account Opening Procedure:

- Drop the application form along with the cheque and necessary documents to your nearest and convenient branch location of United Finance

- Account will be opened as soon as the cheque is cleared, and account certificate will be available within the next day

- You can also contact our customer service, we will attach an associate with you
- Your account will be opened and duly delivered to you by the deposit associate.

Easy Millionaire Scheme:

Easy Millionaire Scheme is a deposit investment product where you can make fixed monthly deposits and at maturity you will get more than Tk. 1 million, depending on your monthly deposit amount.

Benefits of Easy Millionaire Scheme:

- Safe investment with high return
- Flexible and diversified product tailored for your needs
- Premature encashment is allowed after completion of minimum duration (3 months)
- Easy Millionaire Scheme is allowed for both individual and institutional depositors (e.g. housewives, students, businessmen, institutions, NGOs, Clubs, Provident Fund, Gratuity Fund, WPPF etc.)
- Quick Loan Facility is available as per the prevailing rules and regulations of United Finance
- Best consumer service
- No incidental costs
- Helps you to build the habit of saving
- Assurance to face any future uncertainty/business loss (e.g. fire, theft, damaged goods, etc.)
- It is an investment plan for capital formation and to fulfill your dreams
- Improves lifestyle while providing security for future earnings

Features of Easy Millionaire Scheme:

- Easy Millionaire Scheme does not require initial deposit
- Monthly deposit starting from Tk. 5,000 up to Tk. 1,000,000

- Tenure is minimum 3 years up to maximum 10 years and 10 months
- Maturity benefit is Tk. 1,020,145 (minimum) up to Tk. 158,479,066 (maximum)

Required documents for individual depositor:

- United Finance Deposit Account Opening Form duly filled in and signed
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the applicant, co-applicant and nominee
- One recent color photograph of the applicant
- One recent color photograph of nominee, attested by the applicant
- Copy of E-TIN certificate (if any)

Required documents for institutional depositor:

- United Finance Deposit Account Opening Form duly filled in and signed by the authorized signatory(s)
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the signatory(s)
- One recent color photograph of the signatory(s)
- Forwarding letter on organization letterhead pad
- Board resolution/Partner resolution/Resolution of Managing Committee
- Partnership Deed/Agreement
- Up-to-date Trade License/Certificate of incorporation
- Copy of E-TIN certificate of signatory(s) (if any)
- E-TIN certificate of the concern
- Form XII/List of Director's

Account Opening Procedure:

- Drop the application form along with the cheque and necessary documents to your nearest and convenient branch location of United Finance
- Account will be opened as soon as the cheque is cleared, and account certificate will be available within the next day
- You can also contact our customer service, we will attach an associate with you
- Your account will be opened and duly delivered to you by the deposit associate

Millionaire Plus Scheme

Millionaire Plus Scheme is a deposit investment product where you can make an initial deposit at the beginning along with fixed monthly installment deposits and at maturity the investor will get more than Tk. 1 million.

Benefits of Millionaire Plus Scheme:

- Safe investment with high return
- Flexible and diversified product tailored for your needs
- Premature encashment is allowed after completion of minimum duration (3 months)
- Millionaire Plus Scheme is allowed for both individual and institutional depositors (e.g. housewives, students, businessmen, institutions, NGOs, Clubs, Provident Fund, Gratuity Fund, WPPF etc.)
- Quick Loan Facility is available as per the prevailing rules and regulations of United Finance
- Best consumer service
- No incidental costs
- Assurance to face any future uncertainty/business loss (e.g. fire, theft, damaged goods, etc.)
- It is an investment plan for capital formation and to fulfill your dreams - Improves lifestyle while providing security for future earnings

Features of Millionaire Plus Scheme:

- Millionaire Plus Scheme requires initial deposit starting from Tk. 50,000 up to Tk. 2,000,000
- Monthly deposit starting from Tk. 5,000 up to Tk. 500,000
- Tenure is minimum 3 years up to maximum 7 years
- Maturity benefit is Tk. 1,004,072 (minimum) up to Tk. 59,948,508 (maximum)

Required documents for individual depositor:

- United Finance Deposit Account Opening Form duly filled in and signed
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the applicant, co-applicant and nominee
- One recent color photograph of the applicant
- One recent color photograph of nominee, attested by the applicant
- Copy of E-TIN certificate (if any)

Required documents for institutional depositor:

- United Finance Deposit Account Opening Form duly filled in and signed by the authorized signatory(s)
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the signatory(s)
- One recent color photograph of the signatory(s)
- Forwarding letter on organization letterhead pad
- Board resolution/Partner resolution/Resolution of Managing Committee
- Partnership Deed/Agreement.
- Up-to-date Trade License/Certificate of incorporation

- Copy of E-TIN certificate of signatory(s) (if any)
- E-TIN certificate of the concern
- Form XII/List of Director's

Account Opening Procedure:

- Drop the application form along with the cheque and necessary documents to your nearest and convenient branch location of United Finance
- Account will be opened as soon as the cheque is cleared, and account certificate will be available within the next day
- You can also contact our customer service, we will attach an associate with you
- Your account will be opened and duly delivered to you by the deposit associate.

Term Deposit Schemes:

Under this scheme, your money is deposited for a fixed period of time and interest is capitalized with the principal at each year.

Benefits of Term Deposit Schemes:

- Safe investment
- High Return
- Flexible and diversified products tailored for your need
- No incidental costs
- Premature encashment allowed after completion of minimum duration
- Any Individual or Firm or Corporate House is eligible to participate in the Deposit Scheme of United Finance
- Best consumer service
- Loan facility up to 80%-90% of investment amount.

Type of Term Deposit Schemes:

Annual Profit Term Deposit

- A fixed return investment allowing you to withdraw or reinvest profit or principal at maturity

Cumulative Term Deposit

- Under this scheme profit from your invested amount will be capitalized at the end of each year (after AIT deduction), creating a new principal.
- Profit for next year will then be calculated on the full amount.

Features of Term Deposit Schemes:

- Senior citizens (individuals aged 57+) will get 0.25% higher profit rate.

Key Conditions:

- All term deposit schemes, the minimum deposit amount is Tk. 10,000/-.
- The term deposit cannot be encashed before 3 months

Required Documents:

- United Finance Deposit Account Opening Form duly filled in and signed
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the applicant, co-applicant and nominee
- One recent color photograph of the applicant
- One recent color photograph of nominee, attested by the applicant
- Copy of E-TIN certificate (if any)

Account Opening Procedure:

- Drop the application form along with the cheque and necessary documents to your nearest and convenient branch location of United Finance

- Account will be opened as soon as the cheque is cleared, and account certificate will be available within the next day
- You can also contact our customer service, we will attach an associate with you
- Your account will be opened and duly delivered to you by the deposit associate.

Earners Schemes:

You will receive a fixed monthly or quarterly return against your deposit. This is an ideal scheme for senior citizens who wish to preserve their retirement funds and at the same time want to earn interest to meet recurring expenses.

Benefits of Earners Schemes:

- Safe investment with fixed regular returns
- Flexible and diversified products tailored for your need
- No incidental costs
- Premature encashment allowed after completion of minimum duration
- Any Individual or Firm or Corporate House is eligible to participate in the Deposit Scheme of United Finance
- Maximum loan facility is 60% of the investment amount (conditions apply)

Type of Earners Schemes:

- Monthly Earner Deposit
- Quarterly Earner Deposit

Features of Earners Schemes:

- Minimum deposit amount for quarterly and monthly earner deposit scheme is Tk 50,000/-
- Term of the scheme ranges from 12 months to 60 months
- Earner Scheme is available for both individual and institutional customers

Key Conditions:

- Senior citizens (individuals aged 57+) will be paid 0.25% higher profit rate for Quarterly and Monthly Earner Term Deposit products.
- The Earner Deposit cannot be encashed before 3 months.

Required Documents for individual depositor:

- United Finance Deposit Account Opening Form duly filled in and signed
- A cheque or Pay Order in favor of 'United Finance Limited'
- Copy of Passport or National ID of the applicant and co-applicant
- One recent color photograph of the applicant
- One recent color photograph of nominee, attested by the applicant

Account Opening Procedure:

- Drop the application form along with the cheque and necessary documents to our extended office at Noor Tower
- Account will be opened as soon as the cheque is cleared, and account certificate will be available within the next day
- You can also contact our customer service, we will attach an associate with you
- Your account will be opened and duly delivered to you by the deposit associate

Affordable Home Loan:

United Finance's Affordable Home Loan is a housing finance solution that has been catered to suit your needs. With many attractive benefits, the home you always wanted is no longer a dream.

Benefits of Affordable Home Loan:

Affordability

- Pay monthly instalments within financial limit considering age and disposable income; so that it does not create burden on EMI payments

Service

- We provide financial advisory service at pre-sanction point and post disbursement service regarding best construction practices

Flexibility

- Have option of partial payment or early re-payment with convenient conditions

Interest Payment

- Variable rate of interest depending on market condition; thus you can avail the benefits of money market movement
- Pay interest only on partly drawn loan amount; thus low interest payment at IDCP period
- Interest payment on reducing balance

Tax benefit

- Can avail Income Tax Rebate on annual interest payment on Home Loan
- Can avail Municipality Holding Tax rebate

Eligibility Criteria:

Earning regularly from a sustainable source of employment, business or service.

Loans available for:

- Construction/extension/repair/renovation of home/apartment.
- Purchase of home/apartment.
- Development/purchase/renovation of offices for professionals and under special consideration development of commercial space.

Loan Amount:

Maximum loan amount is Tk. 50 lacs subject to maximum loan to value (i.e. value of the property/construction cost/purchase price) ratio.

Interest Rate:

Interest rate is variable (i.e. floating) and tagged with prevailing Annual Profit Term Deposit (APTD) rate of United Finance.

Repayment:

You will repay the entire loan by Equated Monthly Instalments (EMI) comprises of principal and interest calculated on the basis of monthly rests at the rate of interest applicable.

Repayment Term:

The maximum tenure is determined by the age of the applicant. The loan must expire on or before the 58th birthday of the applicant or as per prevailing regulation of Bangladesh Bank (whichever is lower).

Interest During Construction Period (IDCP):

The interest during construction period (IDCP) is same rate as the interest rate at point of sanction and will be calculated on the disbursed loan amount. IDCP is encouraged to be paid monthly.

Disbursement:

Loan is disbursed to you in single tranche or in suitable tranches to be decided by United Finance with reference to the need or progress of construction/ renovation/ extension of the house.

Security:

Registered mortgage of the property financed will be the prime security. Other security may also be taken on the discretion of the Management.

Prepayment:

Your loan can be prepaid partially or in full, at any time before its maturity date. Prepayment within 12 months of its execution, a charge as per prevailing Schedule of Fees and Charges of United Finance is applicable.

Insurance:

Insurance is applicable as per prevailing Standard Insurance Practice of United Finance.

Term Finance:

We offer Term Finance which is a cash financing facility to meet the long term investment needs of the large, medium and small enterprises of the country for the purpose of expansion of their business operation.

Benefits of Term Finance:

- We provide minimum loan amount of Tk. 1 lakh for new and existing client
- Your instalments can be structured as monthly, quarterly, semi-annually or annually to match with your cash flow generation
- You can prepay and adjust full or partial amount with the loan account only after adjustment of first six loan instalments
- Loan tenure mainly varies from 1-5 years

Eligibility Criteria:

- Where cash flow resources are sufficient to service the longer term debt
- The entrepreneur must have minimum 2 years experience in the same line of business

Required documents:

- Memorandum and Articles of the company for a Limited Company (if applicable)
- Trade License of the borrowing company and Certificate of Incorporation
- Company Information with details about present production facility (eg. Company profile covering products, departments, buyers)
- Documents in support of the vehicle, machinery/equipment (eg. quotation, proforma invoice, commercial invoice, bill of lading, etc)

- Last 3 years audited financials (eg. balance sheet, income statement, cash flow statement) of the concerned unit
- List of all present lenders with sanctioned date, sanctioned limits, outstanding amount, rate of interest, etc. (eg. Lending + Deposit Relationship)
- Trade Licence and TIN of the company
- Other documents (if any)

Small Loan:

Small enterprises play an important role in the economic and social development of our country. Create millions of jobs and increase the competitiveness of our economy. Yet they find it difficult to convince banks due to high costs entailed in granting loans and the risks to which lenders are exposed.

Considering above, to meet their requirement we further customize our facility into small loan facility.

Collateral Free Products:

Nokshi (for Woman Entrepreneurs)

- Focus group: Woman Entrepreneurs
- Loan amount (up to): Tk. 5 lacs
- Repayment term: 24 months
- Repayment method: Equal Monthly Installment (EMI)
- Age limit: 25 to 55 years
- Applicant's yearly income: Tk. 3.50 lacs

Mousumi

- Focus group: Small and Medium Enterprise (SME)
- Loan amount (up to): Tk. 5 lacs
- Repayment term: 18 months

- Repayment method: Can be structured
- Age limit: 25 to 55 years
- Applicant's yearly income: Tk. 2.50 lacs

Agrani

- Focus group: Small and Medium Enterprise (SME)
- Loan amount (up to): Tk. 6 lacs
- Repayment term: 18 to 24 months
- Repayment method: Equal Monthly Installment (EMI)
- Age limit: 30 to 55 years
- Applicant's yearly income: Tk. 2.50 lacs

Briddhi

- Focus group: Small and Medium Enterprise (SME)
- Loan amount (up to): Tk. 12 lacs
- Repayment term: 18 to 24 months
- Repayment method: Equal Monthly Installment (EMI)
- Age limit: 30 to 55 years
- Applicant's yearly income: Tk. 2.50 lacs

Eligibility Criteria:

- Entrepreneurs with minimum 2 years experience in the same line of business
- Business must be a going concern with at least 2 years in operation
- Subject to clean CIB report from the Bangladesh Bank.

Lease:

United Finance offers Lease financing facility to the large, medium and small enterprises to procure assets i.e. machinery, vehicle in order to expand or modernize their business operation.

Benefits of Lease:

- United Finance provides 80%-100% lease financing for a period of 3-5 years; giving you the opportunity to avoid capital investment and utilize the fund elsewhere
- Your lease rentals can be structured as monthly, quarterly, semi-annually or annually to match with your cash flow generation
- Lease financing has been customized into a number of facilities like, lease local, sale and lease back and lease foreign; allowing you to lease new or existing asset from local or foreign vendor
- As United Finance is providing the capital or financial lease, at the termination of contracts you will have the opportunity to renew the lease or purchase the asset with a minimum transfer price
- You can prepay and adjust full or partial amount with receivable only after adjustment of first six installments
- Construction of repayment schedule using this method allows you to pay lower interest as principal payments are gradually adjusted with receivables
- Lease rentals are treated as revenue expenditure and are entirely deductible for tax purposes; thus providing a greater tax benefit for you in comparison to borrowing

Lease Provides:

- Industrial machinery and motor vehicles at concessionary term
- Machinery and furniture for hospital use
- Renovation/extension of existing office chamber/space (for professionals)
- Truck or bus for transportation
- Equipment or furniture for official use

Loan of United Finance Limited (2011-2015)

Table 1: Loan Disbursement

Year	2015	2014	2013	2012	2011
Home Loan (Corore Tk.)	20000000	16000000	18000000	22000000	15000000
Term Finance (Corore Tk.)	21000000	15000000	17000000	19000000	12000000

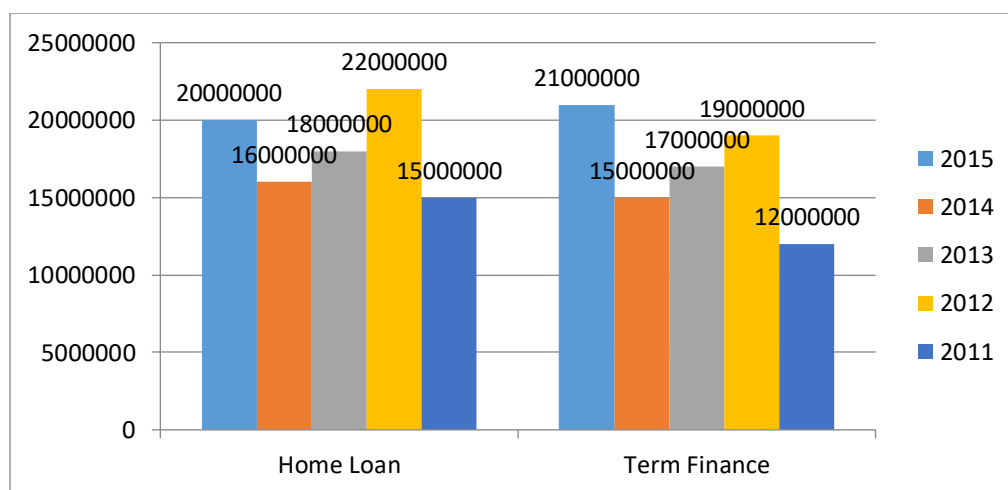


Figure 1: Loan Disbursement

Initially United Finance focused on providing lease financing mostly to the medium sized customers but over the years it has diversified its range of products to meet the financial needs of clients ranging from corporate to individuals, irrespective of size.

It is becoming popular for its affordable economic work. If we look at the table: Loan Disbursement, we can see that day by day the company extended its capability in this regard.

Table 2: Deposit Collection

Year	2015	2014	2013	2012	2011
Shanchoy Scheme	480000/-	430000/-	435000/-	320000/-	280000/-
Easy Millionaire Scheme	270000/-	240000/-	245000/-	180000/-	120000/-
Millionaire Plus Scheme	40000/-	320000/-	290000/-	260000/-	190000/-
Term Deposit Scheme	9000000/-	7500000/-	5000000/-	6000000/-	3000000/-

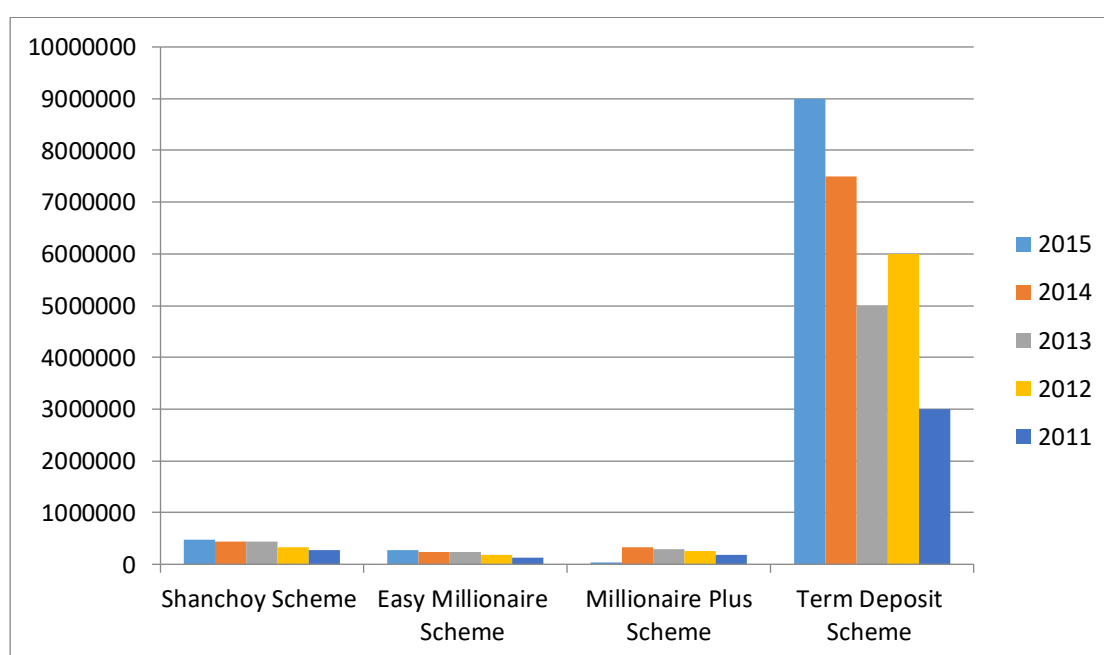


Figure 2: Deposit Collection

DPS/Deposit Schemes:

Now a days people want to save money for their future. In this regard, united finance limited has extended their DPS with many facilities for Bangladeshi citizen and it's become are comfortable with United Finance Limited in Deposit scheme.

CHAPTER FOUR

RECOMMENDATION AND CONCLUSION

Recommendation:

1. To provide a permanent position for the DA:

A policy can be created to offer a permanent position to those employees who have more than 3 years of contract with United Finance Limited. This way the DA will have an incentive to work hard on the hopes of a secured future. Moreover recruitment time will be saved because a large number of qualified candidates will appear in hopes to acquire a permanent position and as a result the search costs will also reduce. Furthermore, the institution will be at a win-win position as only the best in the DA with more than 3 years of experience will be at its disposal.

2. To improve the communication system

The head office communicates with the branches via phone calls which are time consuming because the head office has to call all branches on a daily basis which takes the whole day just to communicate. If the employees placed in branches are trained to prioritize communication through mail, the response time is greatly reduced and also the documentation is kept in the process.

3. Organize the filing

The loan files are organized according to the sanction date and all the branches are mixed up. When required to review it is difficult to find the files. If the files are organized according to branch and sanction date, it will be easier to search and will save valuable time that is spent inefficiently. An employee can just look at the folder of the specific branch and find the file according to the date.

Conclusion:

United Finance Limited has established credit relationship with many reputed multinational companies, semi-government organization as its customer group ranges from individuals, organizations and small businesses covering all sectors of Corporate and Retail businesses.

UFL has aim to contribute in potential sectors like as agriculture, electronics, SME, healthcare etc. by providing not only credit services but also taking essential steps to expand these sectors through participating actively in economic development of the country.

UFL will make a positive attempt to be more outward looking in their goals and emphasize on the domestic scenario more closely and analyze any certain trends and strategies of their competitors.

REFERENCES

1. www.unitedfinance.com.bd
2. webmail@unitedfinance.com.bd
3. deposit@unitedfinance.com.bd
4. Annual report of United Finance Limited,2014
5. Annual report of United Finance Limited,2015
6. United Finance Limited official documents.