

Report On
Green Banking Initiatives: Assessing Prime Bank Limited's Sustainability Efforts in
Bangladesh

By
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An internship report submitted to the Brac Business School in partial fulfillment of the
requirements for the degree of
Bachelor of Business Administration

Brac Business School
Brac University
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Declaration

It has been thereby declared that

1. The submitted internship report represents my individual work while pursuing a degree at Brac University.
2. The report has not included previously published or written content from third parties, unless it has been properly credited and referenced.
3. The written report does not include any previously authorized or uploaded information for other specific certificates at any educational organization or entity.
4. I/We therefore acknowledge each significant source of contribution

Student's Full Name & Signature:

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Mohammad Mujibul Haque,Phd

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BRAC Business School

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Letter of Transmittal

Mohammad Mujibul Haque,Phd
Professor and Associate Dean (Acting Dean) ,
BRAC Business School
Kha-224 Merul Badda ,Dhaka 1212.

Subject: Submission of Internship Report.

Dear Sir/Madam,

I am delighted to write about my academic internship experience at Prime Bank PLC's Wari Branch.

I tried my best to prepare the report with all of the relevant details and offered solutions in the most brief and viable manner possible.

I am optimistic that the report will meet expectations.

Sincerely yours,

Fauzia Kabir Neha

Student ID: 20304079

BRAC Business School

BRAC University

Date:20 May, 2024

Non-Disclosure Agreement

[This section includes the nondisclosure agreement between the firm and the student.]

The document in question was signed and entered into by Prime Bank PLC, Wari Branch, and the aforementioned Brac University student, Fauzia Kabir Neha.

Acknowledgement

First and foremost, I would like to thank honorable Mohammad Mujbul Haque, a professor and associate dean (acting dean) of the Brac Business School, for supervising my academic internship. He provided me with invaluable advice and support over the entire internship program. He guided me through the process, and I finished my report without any problems. I am grateful to him for looking after me right away. Second, I am grateful and want to express my gratitude to Mr. Mohammad Shahidullah, the branch manager of the Prime Bank PLC's Wari branch, who monitored my internship on the job. He was able to help me improve my knowledge of banking. In addition, I had no trouble conducting my research for the internship report with his help.

Executive Summary

The report details my internship experience at Prime Bank PLC. The internship period was from 5th February to 5th May-2024 under the General Banking Division of the Wari branch. The name of my organization's supervisor was Mohammad Shahidullah, the Branch Operation Manager.

During my internship period, I had specific responsibilities to fulfill in order to acquire my first job experience in the working environment within the company's organization.

Additionally, this study thoroughly investigates the company, defining its management styles, marketing techniques, organizational structure, financial analysis, and operational processes while evaluating the consequences for overall operations. It also does a complete competition study, using Porter's Five Forces and SWOT analysis, to determine the company's position in the industry and identify key advantages, disadvantages, opportunities, and threats. Furthermore, the report makes key recommendations for enhancing the company's competitive advantage and encouraging long-term growth based on competitive research findings.

Finally, the third chapter presents research on Prime Bank PLC's green operations and their progress over the years. The study's goal is to better understand the challenges and efficacy of Prime Bank PLC's green banking operations. Individual interviews with Prime Bank PLC's branch and CAD managers provided qualitative responses that served as the study's framework. These results highlight problems and solutions for green banking operations, as well as overall growth with these products, in comparison to other commercial banks in Bangladesh. To identify the most common challenges that the bank confronts and provide potential solutions to these difficulties.

There are several obstacles that the bank's branch confronts, such as promoting green initiatives, selling their loan products, ensuring return on investments, and default guarantees, among others. Soliciting the Bangladesh Bank's circular and policy, as well as defending the organization's vision that aligns with Bangladesh's SDGs, may genuinely help the bank expand in this specific area.

However, this paper provides various useful analyses of Prime Bank's green financing growth and how they have maintained their competitiveness in the banking business. Also advocating best practices for overcoming the limitations of green financing, which may be obtained not only in metropolitan but also in rural locations.

Keywords: Green banking, Ratio Analysis, Sustainable finance, Trend Analysis.

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List of Acronyms

MTO
FGD
PBL
BB

Management Trainee Officer
Focus Group Discussion
Prime Bank Limited
Bangladesh Bank

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Chapter 1

Overview of Internship

1.1 Student Information:

Name: Fauzia Kabir Neha
 Student ID: 20304079
 Program: Bachelor of Business Administration
 Major: Finance

1.2 Internship Information:

Period: 3 (Three) months.
 Company Name: Prime Bank, WariBranch.
 Department/Division: General Banking
 Address: 1st Floor Tanin Roseate .43 Rankin Street ,Dhaka 1203.

Internship Company Supervisor's Information:

Name: Mohammad Shahidullah
 Position: FAVP and Branch Operation Manager

Job Scope – Job Description/Duties/Responsibilities

Job Description- As an intern of General Banking I had the following job responsibilities-

- Opening & closing accounts.
- Updating forms of opening accounts.
- Checking vouchers and memos.
- Posting applications to clients.
- Receiving ,clearing & transfer cheques.
- Handling and balancing with cards .

Overall, I used to do some other minor tasks for other divisions (Credit Administrative Department) besides my divisional duties to enhance my banking knowledge.

1.3 Internship Outcome :

Student's contributions to the firm:

As an intern of General Banking at Prime Bank PLC, my major aim is to contribute my talents and expertise assisting towards the organization's growth and success. During my internship, I gained experience in banking operations such as establishing and closing accounts, managing cheque books and debit cards, and providing customer care. I constantly delivered exceptional customer service, enhancing the bank's image and attracting prospective customers.

In addition, I helped executives perform with market research and analyze customer data to find growth opportunities for the bank's target customers.

Furthermore,I used to join my colleagues on trips to other Wari business owners to market or advertise our products and services.I believe that my contribution to the organization as a General Banking intern has been significant.

Students Benefit :

Throughout my internship, I am able to strengthen my interpersonal skills, organizational and analytical abilities enabling me to be a valuable team member. My confident approach and the willingness to learn enabled me to swiftly adjust to the fast-paced banking environment, particularly while assisting customers. Overall, my internship at Prime Bank PLC provided significant personal and professional development opportunities. I am enthusiastic that the skills and information gained during my internship would benefit my future career.

Problems/Difficulties (encountered throughout the internship time)

Some of the challenges encountered throughout the internship term have been listed below:

- 1) Some colleagues engaged in unnecessary unpleasant behavior.
- 2) Staff members at the Wari branch often blamed each other for blunders.
- 3) Additionally, one employee has a horrible habit of smoking, which was extremely difficult due to their awful odor.
- 4) Certain employees are disrespectful and behave superior in front of clients.
- 5) Many branch workers identify irrational errors. For example, a colleague from a separate department criticized my handwriting in front of customers without justification.

It should be noted that during my internship, I visited several other Prime Bank PLC offices (Gulshan, Banani, Jatrabari, and Badda) to have a better understanding of the actual working environment. Although staff in different branches may have different talents or problems, I only noticed unprofessional behavior from a few in my branch.

1.4 Recommendations for future internships

Every employee at Prime Bank PLC, Wari Branch is competent. Both the branch manager and operations manager are experienced leaders. Managers hold frequent meetings with all staff to gather feedback on various concerns. He met with me many times and got internship-related comments. If the difficulties observed during the internship term, especially mentioned in Problems/Difficulties are resolved, subsequent interns will benefit from a positive work environment and natural learning. If the manager and operations manager can address the listed issues, this branch might be a top pick for future interns.

For the recruitment session : Almost all the commercial bank follows the same process

Chapter 2

2.1 Introduction

Banks are the most significant financial entities in the modern economy. They are an essential component of current economic activity. They assist to speed the development process by ensuring an ongoing supply of financial resources to persons engaged in a variety of economic activities. Banks operate as financial intermediaries, collecting cash from modest deposits and allocating them to businesses for investment. (*Green Banking in Bangladesh*, n.d.). Initially, banking's primary job is to transmit funds to entrepreneurs. However, it has since expanded to include other tasks as well.

Efficient bank operations are crucial for Bangladesh's expanding economy. Prime Bank Limited (PBL) offers these types of services as part of its banking operations. This bank is well-known in our country and has quickly acquired the trust of its customers. The success is largely due to rapid and courageous decision-making, efficient and courteous service, cost-effective resource utilization, and the introduction of innovative financial products, technology and sustainability. The PBL has received high praise from the company community, including major corporate borrowers, for its forward-thinking approach and creative financing options.



Figure 01 : Prime Bank Logo

2.1.1 Objectives :

The major purpose of this section is to offer an overview of Prime Bank Limited's management, marketing, and financial activities, with a focus on the Wari Branch. However, the goal of this investigation is broader. The report's objectives will be focused on the following:

1. Analyzing Prime Bank Limited's overall management and marketing methods.
2. Identify challenges associated with the organization's weaknesses and strengths.
3. Make recommendations to solve the problems of PBL.

2.1.2 Scope of the Study

The significant limits that I encountered while creating the report are listed below:

- 1)The bank's policy of not sharing certain data and information for obvious reasons.
- 2)Secondary data sources for the banking business in Bangladesh are quite restricted, with insufficient books, papers, and journals available, particularly for the chosen research on the organization's green banking perspective.
- 3) All information is not provided in one branch and visiting other branches is also limited.
- 4) A 12-week period is insufficient to thoroughly examine all departments of a major bank, such as PBL. Lack of experience in drafting internship reports.

2.1.3 Methodology

The organization part of the study depends entirely on personal observation and secondary data. Press releases, media reports, policy experts, real publications, newspapers, websites, and more are some of the reliable sources from which information is obtained. The purpose of the study is to present a brief summary of Prime Bank Limited's operational management, marketing channels, and management practices. I've taken help through a small survey of 10 people within the bank to collect some focused data on their quality of service and use of green service in Wari. I have also included all of my observations and my personal viewpoint during the duration of my internship. One important resource for data collection has been the Internet. Only qualitative analysis based on secondary sources has been used and a brief survey to assess consumer satisfaction.

2.1.4 Significance of Study

For the banking industry it is important to evaluate their brand reputation, target customer base, potential growth, and financial performance, to identify areas for improvement and make well-informed decisions management practices and operational management are essential. This section of the research proposal describes a study that attempts to carry out in-depth research on the branding and general operational management activities employed by Prime Bank Ltd.. The study will offer insightful information about the bank's marketing strategies, management techniques, and general branch operations, allowing for the analysis of areas in need of improvement and the provision of suggestions for strengthening the bank's future.

2.2 Overview of the Organization

Introduction

Prime Bank was founded, and business operations began on April 17, 1995. It has located their headquarters in Dhaka and is a public limited commercial bank. The bank has 146 branches and 170 ATMs and is continuously operating in corporate, consumer, MSME, and sustainable banking. Prime Bank Limited's Islamic banking activities began in 1995 with the creation of an Islamic dedicated banking branch in Dilkusha, Dhaka. The activities of

Islamic specific banking are overseen by the Prime Bank Sharia Supervisory Committee. (*Prime Bank*, n.d.)

Vision :

Every company has its own vision. They may plan for future growth by establishing a clear vision. Prime Bank Ltd. envisions itself as a banking sector leader.

"To be the best Independent Commercial Bank in Bangladesh in terms of efficiency, sufficient capital, reliability of assets, solid leadership & profitability having strong liquidity."

Mission :

- To transform Prime Bank Ltd. into an efficient, market-driven, customer-focused organization with a strong corporate governance framework.
- Continuous improvement in corporate rules, procedures, and efficiency achieved by the integration of technology at all levels.

Objectives :

- To have a strong customer focus and to establish relationships founded on honesty, outstanding services, and mutual benefit.
- Work as a team to serve the group's best interests.
- To work towards constant business innovation and progress.
- Value and respect others, and make judgements based on their qualities.
- To offer acknowledgement and rewards for performance.
- To achieve sustainable growth, enhance, and broaden the range of goods and services.

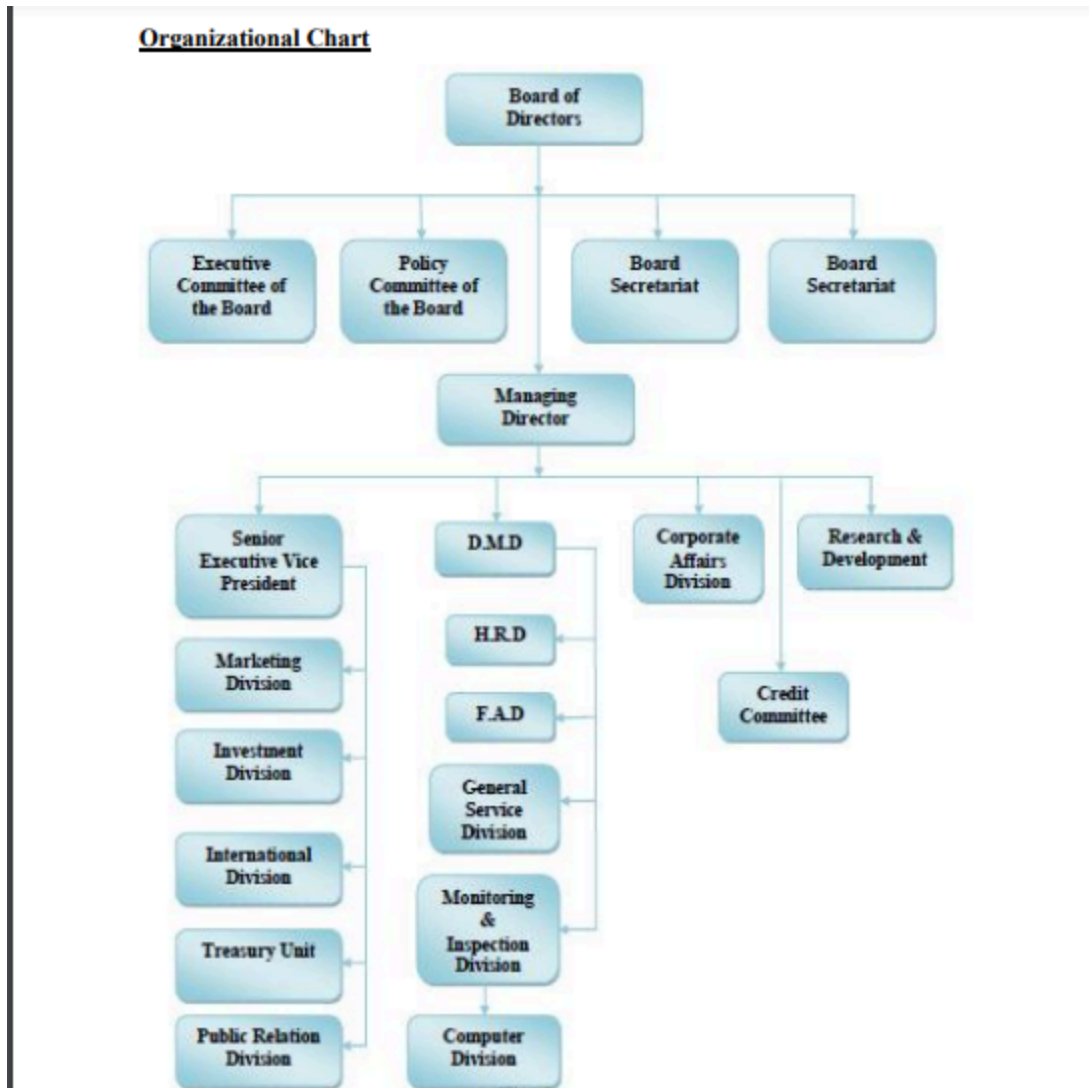


Figure 2 : Organogram

The organogram mentioned above has been generated based on the information provided by the human resource division of the bank.

Management Practises :

Leadership Style

Prime Bank PLC's leadership style is democratic. According to my experience, weekly meetings are held in other branches, including the Wari branch. Everyone in the bank, from junior to senior executives, has the opportunity to share their opinions at these meetings. As

an intern, I was provided the opportunity to offer my opinions at numerous marketing-related meetings. Before making choices on the branch, sales, and marketing, the branch manager has meetings and shares ideas with the operations manager and the rest of the workers. Similarly, decision makers at the bank, such as the MD, DMD and other top officials, consult with each branch manager and other subordinates. Additionally, they visit various branches around the country on a regular basis to exchange ideas with both young and senior staff. Based on my internship experience, I can state that the bank's leadership style encourages workers to participate in their job on their own initiative.

They regard the bank to be a part of themselves and are committed to carrying out its vision and goal. During the internship period, I observed that my colleagues could do work for the bank such as meeting account targets, doing publicity for the bank, and speaking with various clients for marketing purposes outside of office hours, and according to the employees, they always appreciate their boss's behaviors and they always want to maintain their boss's trust and as a result, if required, they are willing to work past normal working hours. According to me, the bank's democratic leadership approach produces such results.

Recruitment and Selection :

Hiring is the most crucial activity for organizations, since it involves assessing potential personnel. Without the appropriate personnel, no business will operate well. Managers collaborate with HR to determine hiring requirements and predictions. Customer acceptance may be both internal and external. (“Recruitment and Selection Process: Best Practices & Overview,” 2022, #).Prime Banks's human resources division recruits assistant officers for various divisions using a typical recruiting approach similar to other Bangladeshi banks. They first solicit job applications, and then they evaluate the applications, do background checks, and so on to choose the most qualified people. The shortlisted applicants sit for an aptitude test . The applicants who secured it are then invited to an oral test, and the bank picks the best candidates for them based on all of these criteria.

For internal hiring, the primary approaches include:

- Utilization of digital skill databases
- Recommendations from different departments
- Publishing job openings

For external hiring, companies depend on:

- Ads
- Public or private staffing agencies
- Field recruitment
- Campus recruitment
- Internship programs

However, the recruitment procedure for Management Trainee Officers (MTOs) tends to be notably protracted. I recently participated in an interview session with Mr. Chisty Hossain,

who was recently appointed as an MTO at Prime Bank. Initially, the bank releases a recruitment notice, and interested individuals submit their applications for the position. Subsequently, applicants who meet the criteria undergo a psychological assessment. Those who pass this assessment then proceed to a Focus Group Discussion (FGD), followed by a written examination. On the very same day as the written test, applicants must participate in a problem-solving session in which they are split into groups and assigned to solve a particular case study and submit their solutions within an hour. Following a lunch break, the groups present their solutions via presentation slides and then participate in a viva session. All of these processes are completed within a single day. After these stages, recruiters select the most suitable candidates. Subsequently, the Human Resources division arranges a final interview session where candidates engage in face-to-face discussions with senior bank officials. Upon the conclusion of all these steps, the bank's authorities ultimately hire the MTOs. From the initial publication of the vacancy announcement to the final interview with senior management, the entire process of recruiting MTOs typically spans two months.

Moreover, in the case of hiring interns, we need to go through the same process with an aptitude test and then selecting for an interview and finally being selected and was asked to forward the Forwarding letter , Grade Sheet and that is how I was selected and proceeded onwards.

Minimum Educational Qualification of employee

Category of Staff	Educational Qualification
Professional	BBA(Accounting, Finance, Banking, Marketing, Management), MBA, MBM, PHD
Semi professional	Honors, Masters (Economics, Math, English) Diploma in certificate Banking.
Non professional	S.S.C to MBA(any discipline)
MILSS	Minimum Class 8

Figure 3 : Qualification Status

Compensation System : During the compensation conversation, I asked Mr. Alamgir Hossain, a senior executive officer at Prime Bank PLC's Wari branch. He described the bank's use of a flexible remuneration framework internally as the "Top 3 salary structure," which pays far more than the minimum compensation imposed by the Bangladesh Bank. The bank follows a standardized compensation plan, with officials receiving salary increases depending on their performance evaluations. Employees also earn festival bonuses, provident funds, gratuities, and other incentives. However, due to confidentiality considerations, the wage structure details were not published in this study.

Training and Development Initiatives : Prime Bank Ltd trains its staff using a variety of approaches. Initially, freshly hired employees go through a probationary phase that lasts 6 months to a year, during which they become acquainted with the bank, its culture, and their concentrated tasks. They also participate in work rotation activities to get broad exposure across many divisions and sub-departments. Furthermore, the bank arranges programmes for growth and short sessions every six months. For example, various branches of the bank recently held brief workshops aimed at assessing women's positions in the workplace.

Performance Appraisal System : The bank employs a straightforward process for performance evaluation. Employees attendance is tracked using a biometric fingerprint machine at each branch., while in Wari, it is documented in a register book. Additionally, division heads and branch managers monitor the performance of their team members by tracking metrics such as account generation and task completion speed. Managers utilize Key Performance Indicators (KPIs) to assign points to employees throughout the year. These points, accrued based on performance, are then tallied at the end of the year. Performance evaluations significantly influence promotions and salary increments for employees.

2.4 Marketing Practices

Marketing Strategy

Over time, the bank has adopted various marketing strategies to uphold its market standing and appeal to a broader customer base. Branch managers organize different teams, each tasked with marketing efforts on designated days. These teams engage with potential customers in specific areas, such as corporate offices and businesses, focusing primarily on attracting business owners who are potential current account holders. Their aim is to showcase the bank's offerings/products and entice these individuals with appealing plans to encourage them to open accounts. Additionally, employees leverage personal connections to encourage individuals to open individual savings accounts at their convenience. Their women entrepreneur product “Neera” has an impactful presence in all of society to encourage women entrepreneurship and solidify women rights .

Furthermore, numerous branches run diverse campaigns to broaden their reach. For example, the Wari branch recently conducted a school banking campaign at the British Standard School, featuring their MyFirst Product for students and the Prime Women Savings Account for staff. These initiatives aim to highlight the bank's offerings related to school banking accounts and promote its facilities within educational institutions.

Additionally, the bank actively gathers customer feedback and provides avenues for addressing concerns. Each branch is equipped with two complaint boxes where customers can submit written complaints. These efforts are aimed at fostering strong relationships with customers to cultivate loyalty. Furthermore, branch staff, particularly customer service representatives, diligently work towards attracting new customers and maintaining positive interactions.

Prime Bank PLC supplements its marketing strategies by prioritizing brand image cultivation. Through active participation in corporate social responsibility (CSR) activities, the bank bolsters its standing in the market. Additionally, it sponsors events and initiatives

that align with its core values, reinforcing its brand identity. This concerted effort has solidified the bank's reputation as a reliable financial institution within the country. For instance, the recent sponsorship of a study scholarship for Jagannath University students not only provides them with special benefits and easy banking access but also enhances the bank's image among the student community. This initiative is poised to attract new customers, leveraging the positive impression created through its CSR endeavors.

Target Customers ,Targeting And positioning Strategies:

As per Mr.Mohammad Shahidullah, the branch manager of Wari branch, Prime Bank PLC has received directives from its Managing Director & CEO, Hasan O Rashid, to prioritize attracting business clients, with a focus on generating current accounts. This underscores the current emphasis on targeting business owners, including proprietors, partners, and shareholders. Specific targeted and segmented strategic marketing and positioning has been Prime Banks Aura. The major focus of the bank is on certain customer groups, which include retail consumers, small and medium-sized organizations (SMEs), and high net worth people. Prime Bank uses a mix of direct marketing, public relations, and advertising tactics to successfully reach these target markets. Prime Bank has effectively positioned itself in an extremely competitive environment and developed a devoted client base by leveraging its strengths and comprehending the unique demands of each segment. To understand the position of their service I conducted a small survey on how much customers are satisfied with PBL and how often they have used green services of the bank. The results showed that the customers were moderately satisfied with the branch's services but the residential customers nearby have rarely used the green CSR related activities or services .

Marketing Channel :

For Prime Bank, traditional marketing—which includes using traditional marketing techniques including radio, television, billboards, and print media—is a crucial marketing channel. The bank uses these strategies to spread the word to a wider audience about its products, services, and brand. This approach works especially well for contacting customers who are not active on digital media. Prime Bank may communicate directly with potential customers using the targeted marketing technique of direct marketing. This channel combines door-to-door sales, telemarketing, and direct mail to advertise the bank's products and services to a targeted consumer base. The bank can connect with potential customers through direct marketing who might not have known about the products offered by the bank. Another crucial marketing avenue for Prime Bank is referral marketing, which involves using current clients to advertise the bank's goods and services. By offering incentives like rebates or discounts, the bank encourages its customers to refer friends and family to its products and services. Referral marketing is a great way for the bank to draw in new customers while keeping its current clients. In conclusion, Prime Bank Ltd. has an effective marketing strategy that uses a range of media, including direct marketing, referral marketing, and traditional marketing. Through these channels, the bank is able to effectively sell its goods and services to its intended market and maintain contact with its clients.

Branding Strategies

Prime Bank Ltd. has employed a variety of branding strategies throughout the years to maintain its position as a market leader. Some of these strategies, meantime, have been ineffectual and have not achieved the desired results. One of Prime Bank PLC's poor

branding strategies is its lack of distinctiveness from competitors. The bank's branding message doesn't seem to convey anything unique or different from that of its rivals, which makes it challenging for customers to comprehend why they need to choose Prime Bank over other banks. For instance, they employ the branding phrase "a bank with a difference," but it's not obvious what this slogan is meant to convey and it's challenging because many banks claim to offer unique goods and services. (*Prime Bank*, n.d.) Inconsistency in brand message is another weakness in Prime Bank Ltd's branding approach. Customers struggle to identify with the bank's marketing activities because they lack a consistent message. Prime Bank Ltd must ensure that its branding is consistent across all marketing platforms and that its messaging appeals to its target demographic. Consistency in message fosters trust and credibility with customers, improving the possibility of client retention. For example, a recent campaign was done at British Standard School in which the bank utilized the tagline "bank with a difference " by the child account. Probably, the bank has attempted to convey that banking services for school-going youngsters, but here, the phrase 'difference' generates a confusion as it doesn't really explain how it is going to ease your life.

Advertising And Promotion Strategies :

Prime Bank Ltd.'s advertising and marketing methods are, in my opinion, pretty weak. Their advertising and marketing strategies include leaflet distribution, traditional campaigns, displaying banners with product lists in front of branches, approaching consumers and encouraging them to register an account, and so on. It is unfortunate that, in this day of digital marketing, their social media and internet presence is so poor. For example, their social media accounts are not well maintained.

- They do not disclose critical product descriptions or financial information on social media.
- Social Media pages are not well maintained

Critical Marketing Issues and Gaps :

Overall, Prime Bank Ltd.'s marketing methods are somewhat outdated. Some of the significant marketing concerns include-

- Ineffective product advertising. For example, the bank offers innovative products such as Agricultural loan and also Child Account , which allows anyone to create an account and not pay any charges until 18 years old and easy access to loan with minimum income. However, they have failed to market this sort of distinctive feature.
- Prior to joining the bank, I was unaware of this product. Employees report that the bank engages in many CSR efforts. However, effective marketing of these activities was also missing.

2.5 Financial Performance Analysis

All of the bank's financial evaluations and outcomes are presented below. The data for financial analysis were gathered from Prime Bank Ltd.'s annual reports for the previous three fiscal years (2020-2022).

Ratio Analysis

From Customer point of View

A consumer wants to know whether the bank can correctly handle their deposit and offer sufficient funds when they are in need. The figure below depicts the situation of the previous three years' performance.

Customer Point of View	2022	2021	2020
Liquidity Coverage Ratio (LCR)	131.3	128.5	174.68
Debt Equity Ratio (percent)	12.42	12.04	11.08
Cost of Deposit (Daily average)	3.07	2.6	4.07

Table 1: Customer point of View (Prime Bank, n.d.)

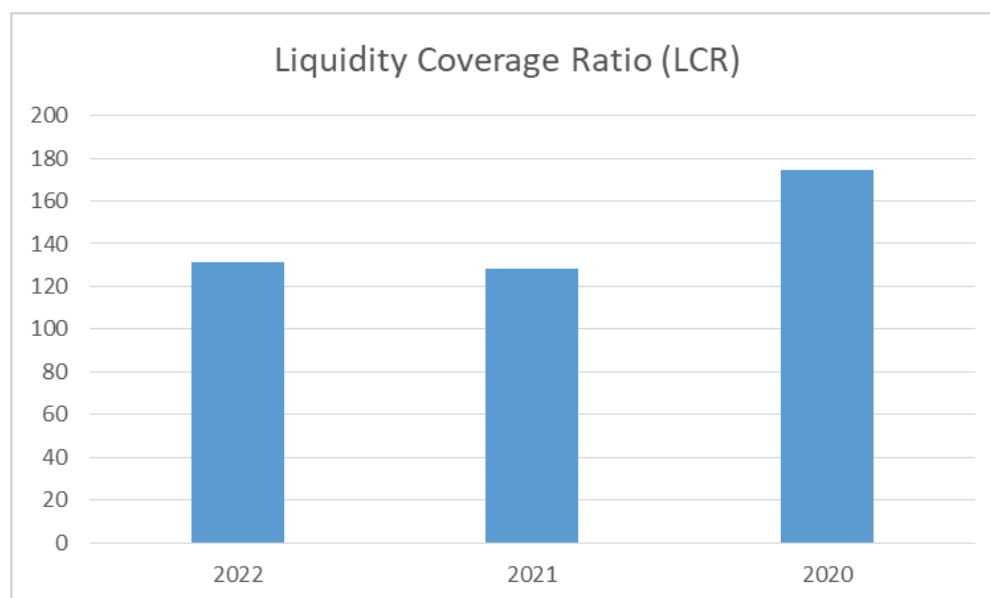


Figure 4: Liquidity Coverage Ratio

Explanation: Liquidity ratio has been on down recently demonstrates the less capacity to pay current liabilities immediately. The bank effectively needs to handle the situation.

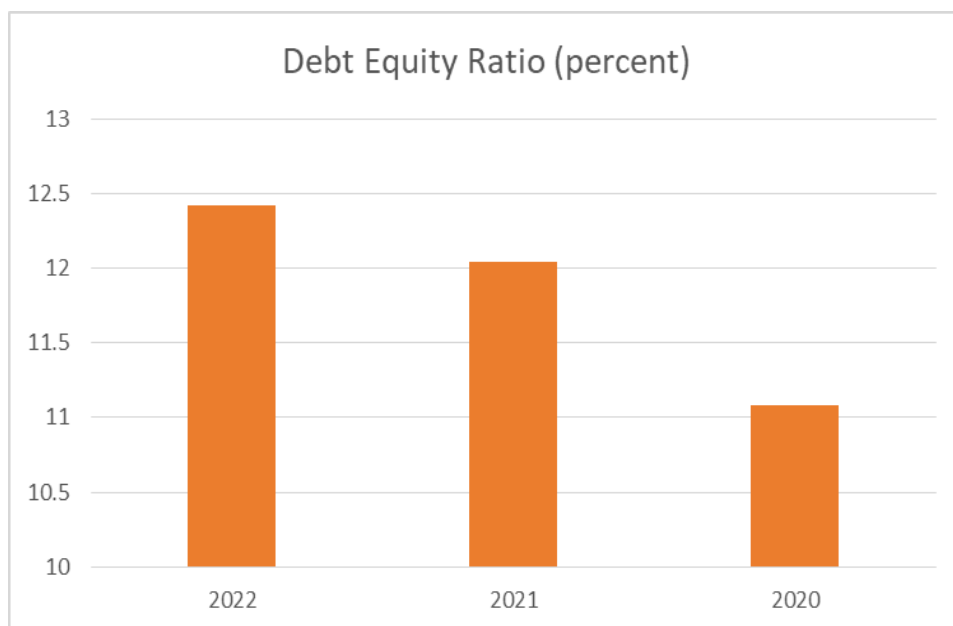


Figure 05: Debt Equity Ratio

Explanation: The chart above shows that the debt to asset ratio was following an increasing trend which is a bad indicator for the bank .

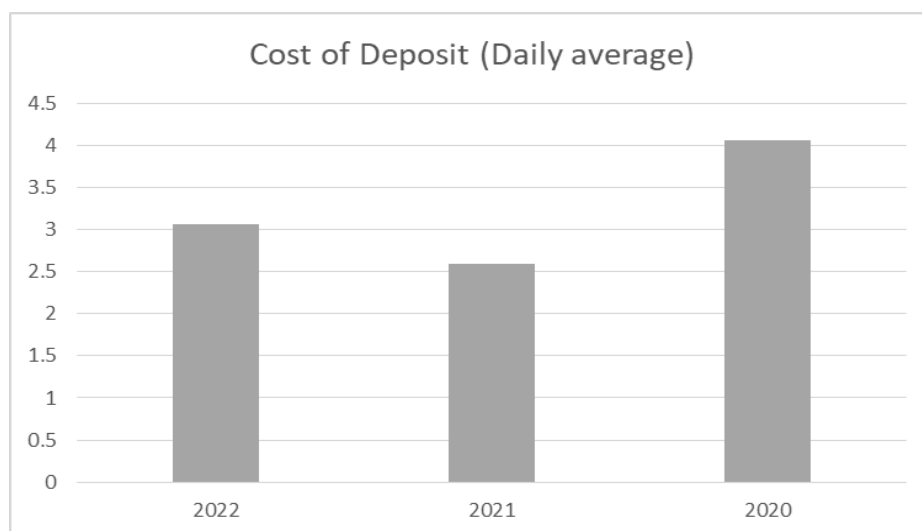


Figure 06: Cost of Deposit

Explanation: The cost of deposit has been at the least in 2022 which is good for the company.

From Shareholders' Point of View

A shareholder seeks to earn profit from the share he or she holds. As a result, they place a higher value on asset returns, investments, and equity. These ratios will have an influence on the price he or she gets for each share. The table below highlights the key facts that a shareholder wants to know.

Shareholders' Point of View	2022	2021	2020
Return On Assets (ROA)%	0.98	0.84	0.54
Return On Equity (ROE) %	12.93	10.61	6.31
Return On Capital employed	4.49	4.12	3.02
Price Earnings Ratio (times)	5.46	7.83	10.77

Table 02: Shareholders' Point of View

(Prime Bank, n.d.)

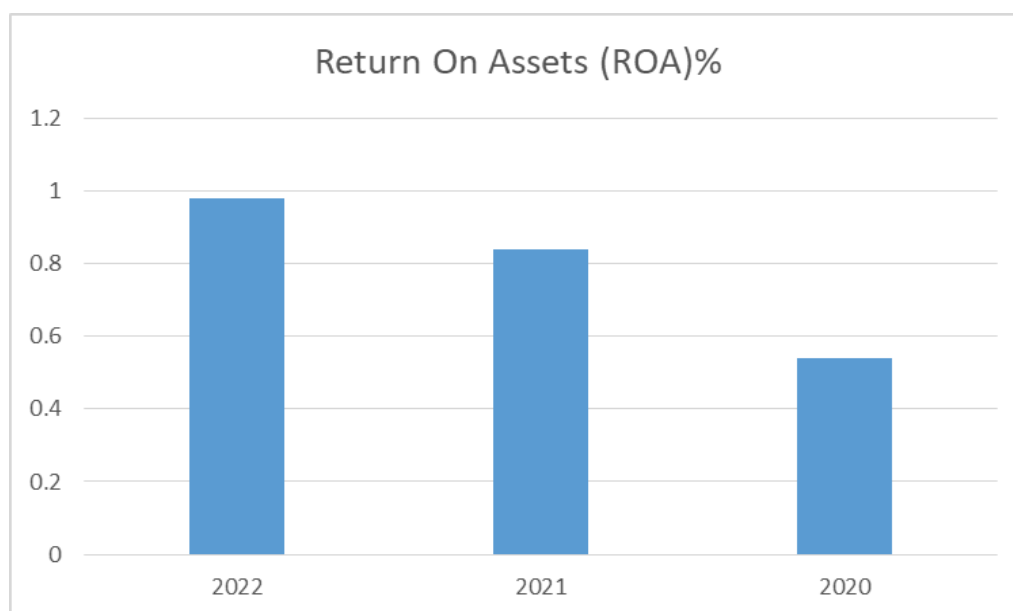


Figure 7: Return On Assets

Explanation: The return on assets is increasing year by year which is good. It signifies that the bank can generate return compared to its asset.

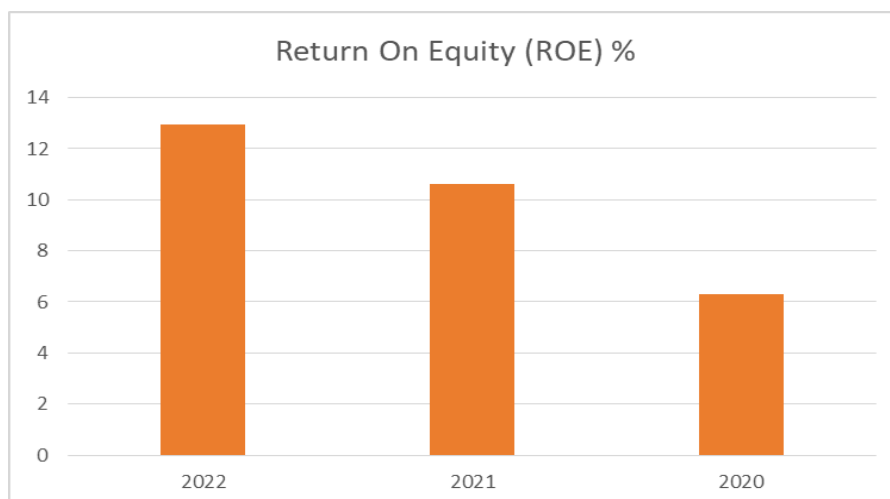


Figure 8: Return on equity

Explanation: Over the years, the Return on Equity (ROE) has been lower than the rest of the previous years. It signifies that the bank cannot make a return out of the investment made by the shareholders but now it has been in a better position recently.

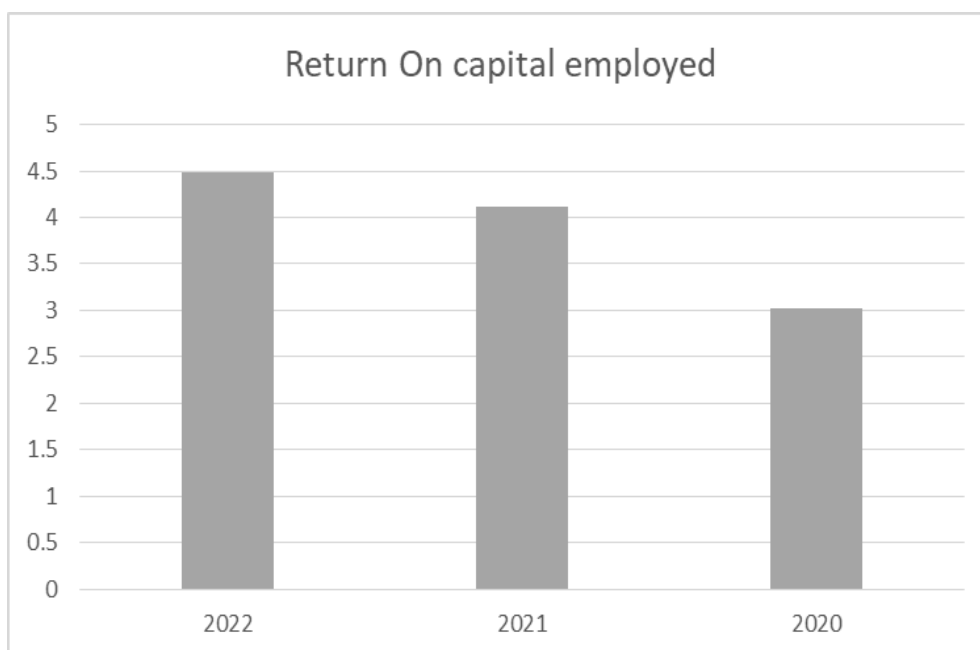


Figure 9 : Return on capital Employed

Explanation: Over the years, the Return on Capital Employed (ROCE) has been lower than the rest of the previous years. It signifies that the bank cannot make a return out of the investment which is not a good indicator.

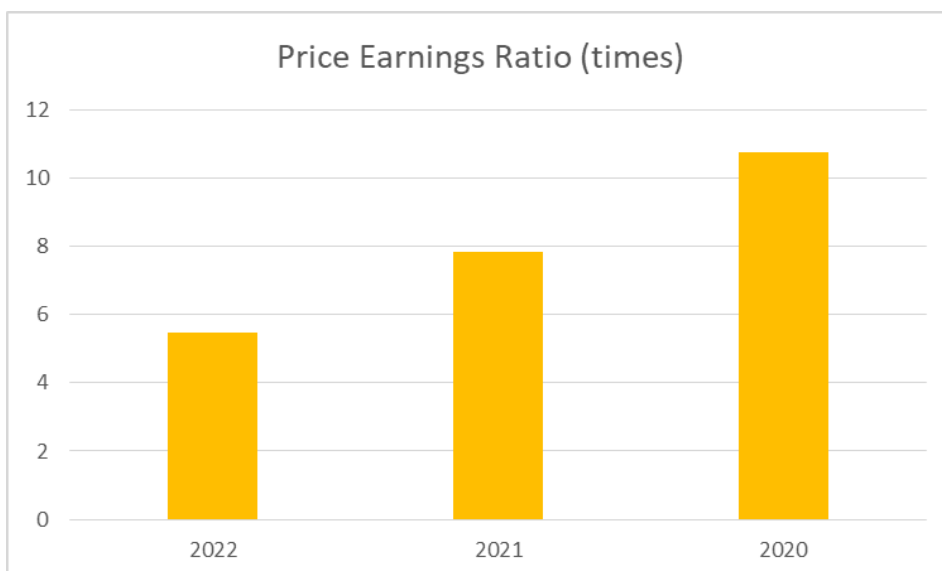


Figure 10: Price Earning ratio

Explanation: Lower the Price Earnings Ratio, higher the benefit of shareholders. It is moving in an downward trend.

Regulator's Point of View	2022	2021	2020
Risk Weighted CAR	16.78	17.17	17.28
Leverage Ratio	5.72	5.71	6.23

Table 3: Regulator's Point of View

(Prime Bank, n.d.)

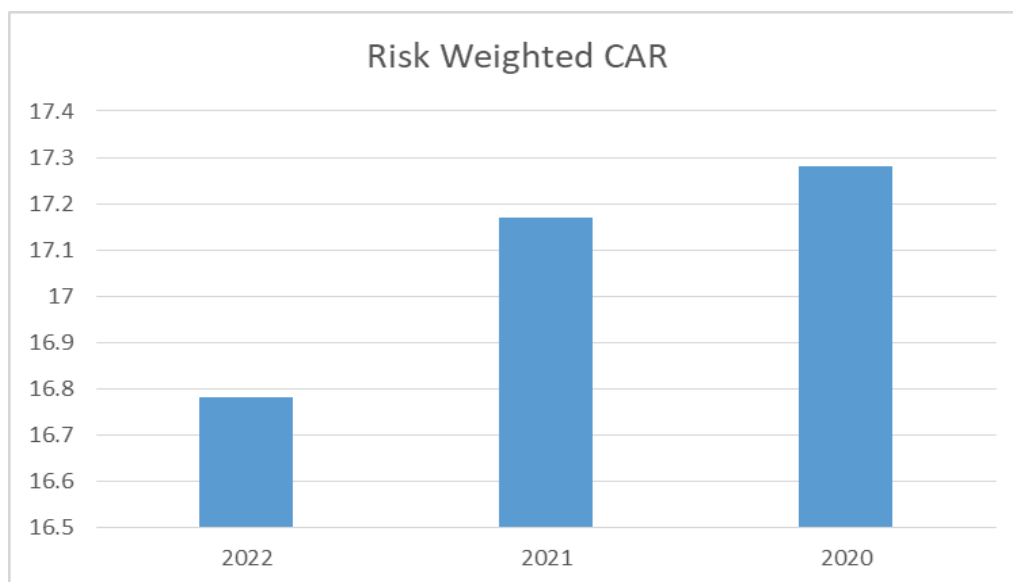


Figure 11 : Risk Weighted CAR

Explanation : The above graph shows that the bank is maintaining Risk Weighted CAR more than 8% every year. The above scenario is actually good for the bank.

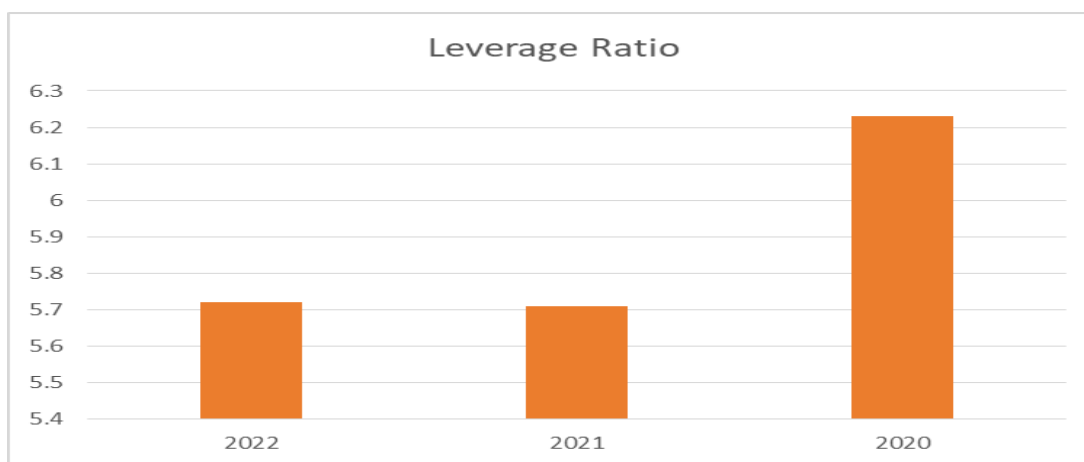


Figure 12 : Leverage Ratio

Explanation : The rate of leverage ratio is decreasing which is a good indicator as higher rate of leverage ratio indicates financial risks.

Vertical Analysis

Common Size Income Statement (2020-2022)

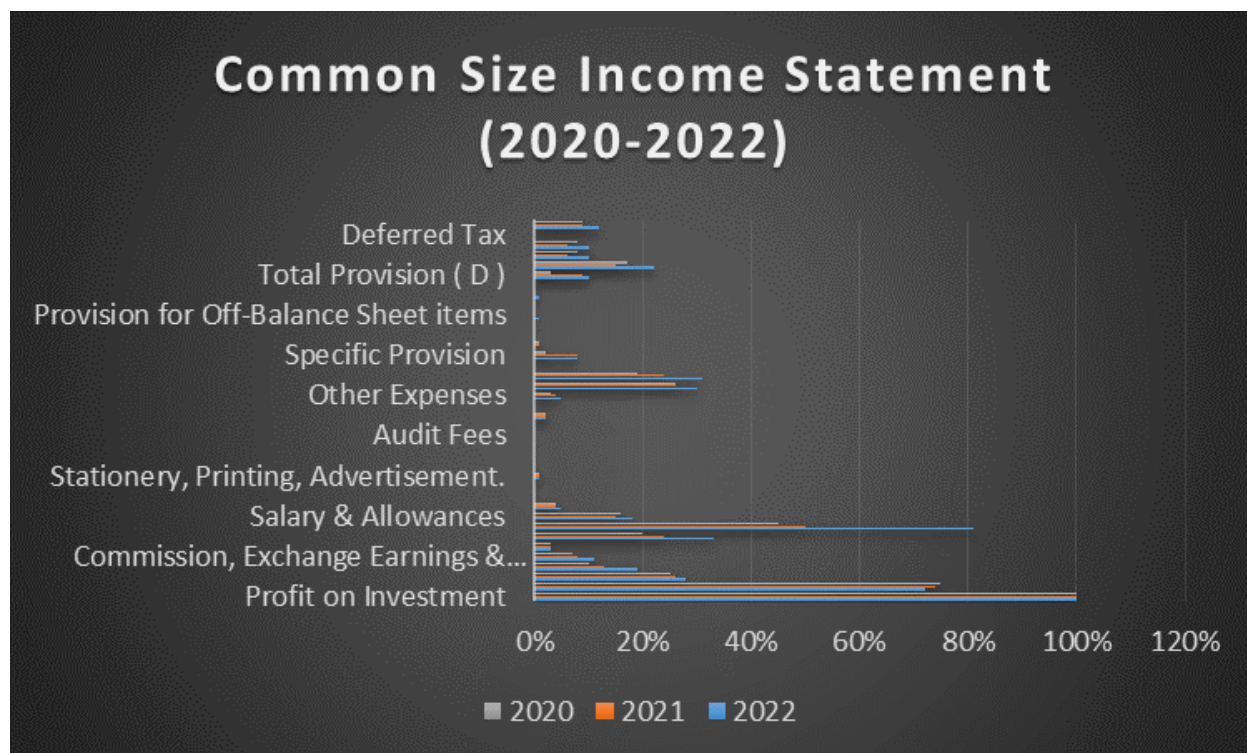


Figure 13: Vertical Income Statement

Explanation: The components listed in the figure above are given as a percentage of 'Profit on Investment'. Profit on Investment is the only income category on the chart that shows a steady rate of 0% for the past three years. Salary and allowances are the greatest expenditure category, and they have grown as a proportion of sales from 2020 to 2022. Overall, the income statement reveals that the company's costs grew as a proportion of sales between 2020 and 2022. This might indicate that the company is less lucrative than it was in 2020. The study was done using the income statement values (Prime Bank Limited, 2022; Prime Bank Limited, 2021; Prime Bank Limited, 2020).

Comparative Common Size Balance Sheet(2020-2022)

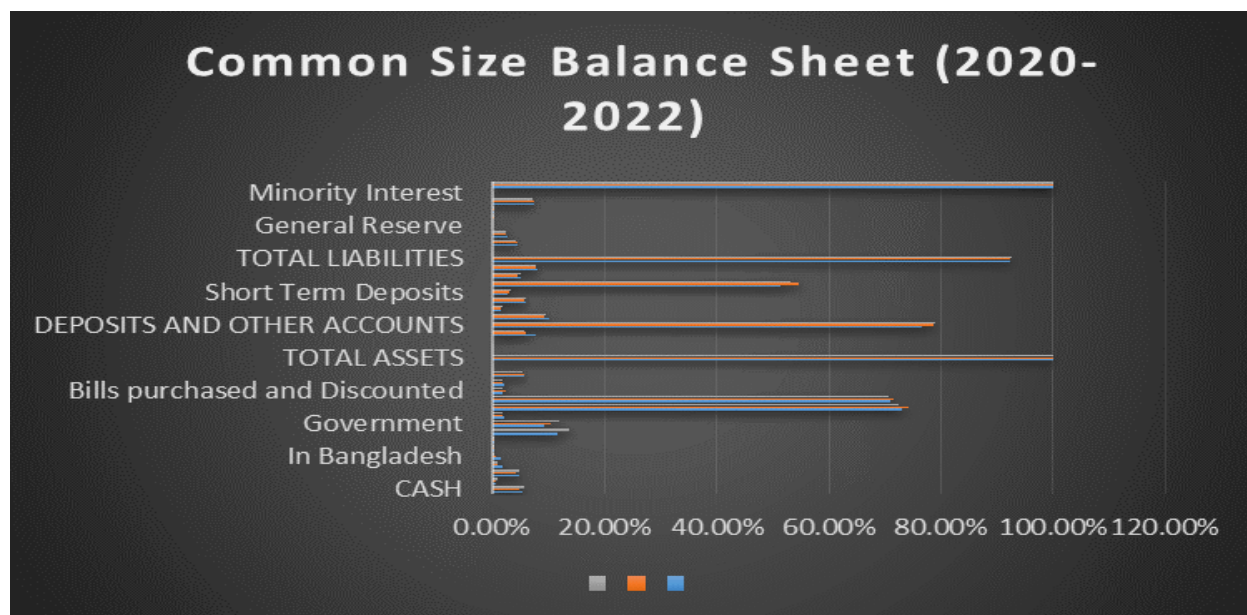


Figure 14: Vertical Balance Sheet

Explanation: The components in the Asset portion of the above table are expressed as a percentage of the 'Total Assets'. Between 2020 and 2022, cash reduced considerably as a proportion of total assets. Deposit and Other Accounts grew somewhat as a percentage of total assets between 2020 and 2022. Short-term deposits have fluctuated somewhat as a percentage of total assets during the previous three years. The bank intends to acquire and reduce additional government assets while decreasing its purchases of bills. Deposit and other account balances have also increased somewhat. The investigation was conducted using the balance sheet data (Prime Bank PLC, 2022, 2021, and 2020).

Horizontal Analysis

Common Size Income Statement (2020-2022)

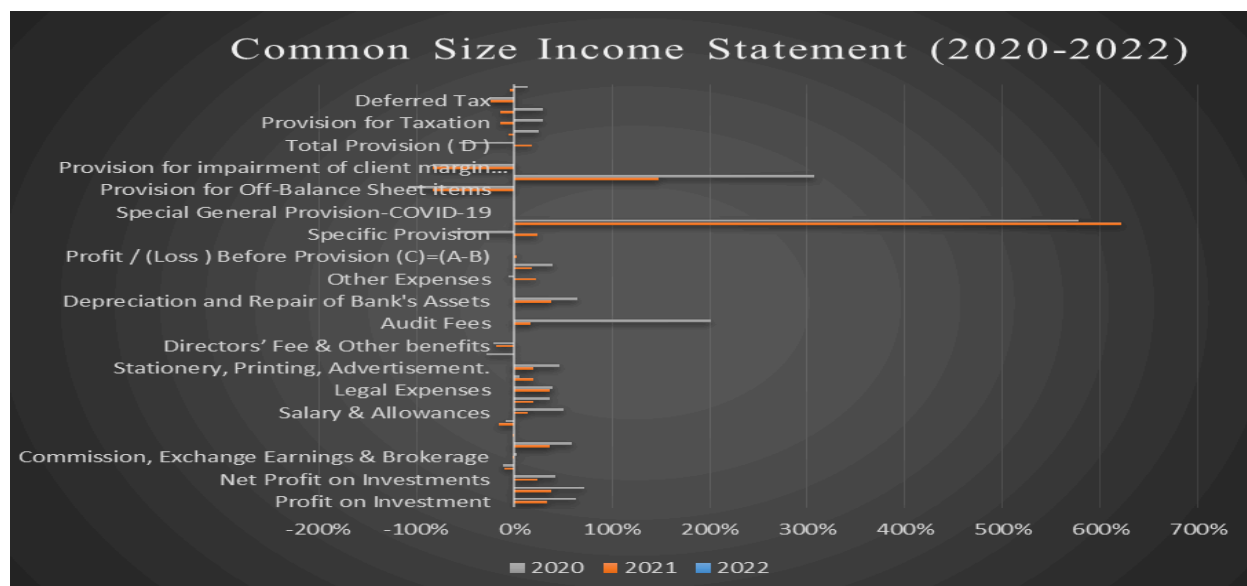


Figure 15: Horizontal Income Statement

Explanation: The above table shows the changes in the rates of each item from 2020 to 2022. Data from 2020 were utilized as the baseline year. Commission, Exchange Earnings, and Other is the highest expenditure category, and it grew as a proportion of sales from 2020 to 2022 (100% to 300%). The income statement reveals that the company's costs have grown as a percentage of sales between 2020 and 2022. This might indicate that the corporation is less lucrative than it was in 2020, as previously mentioned in vertical analysis. The study has been done using the values of the income statements (Prime Bank Limited, 2022, 2021, and 2020).

Comparative Common Size Balance Sheet (2020-2022)

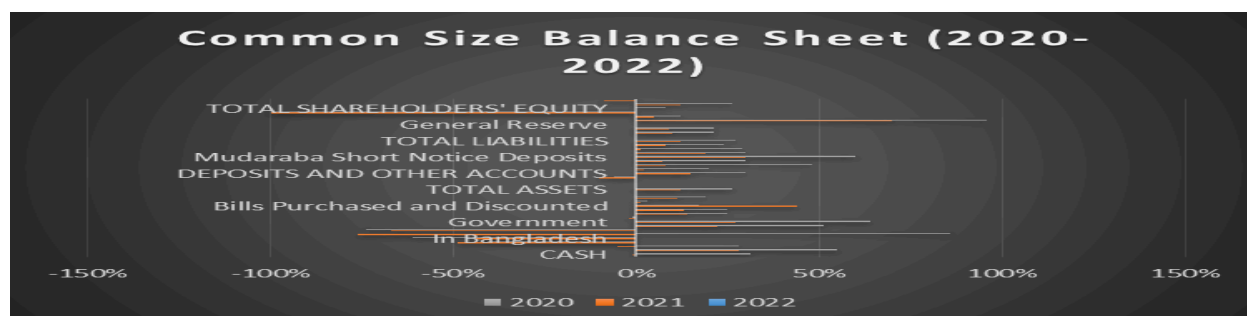


Figure 16 : Horizontal Balance Sheet

Explanation: The accompanying table shows the changes in the rates of each item stated in the Property & Assets and Liabilities & Shareholders Equity sections from 2020 to 2022. From 2020 to 2022, total shareholder equity improved as a proportion of total assets

from 50% to 75%. Data from 2020 was utilized as the baseline year. The study has been done using the values of the balance sheets (Prime Bank Limited, 2022, 2021, and 2020).

Du-Pont Framework

Year	2022	2021	2020
ROE	0.1293445	0.1061344	0.6346855

Table 4: DU-Pont Framework

(Prime Bank, n.d.)

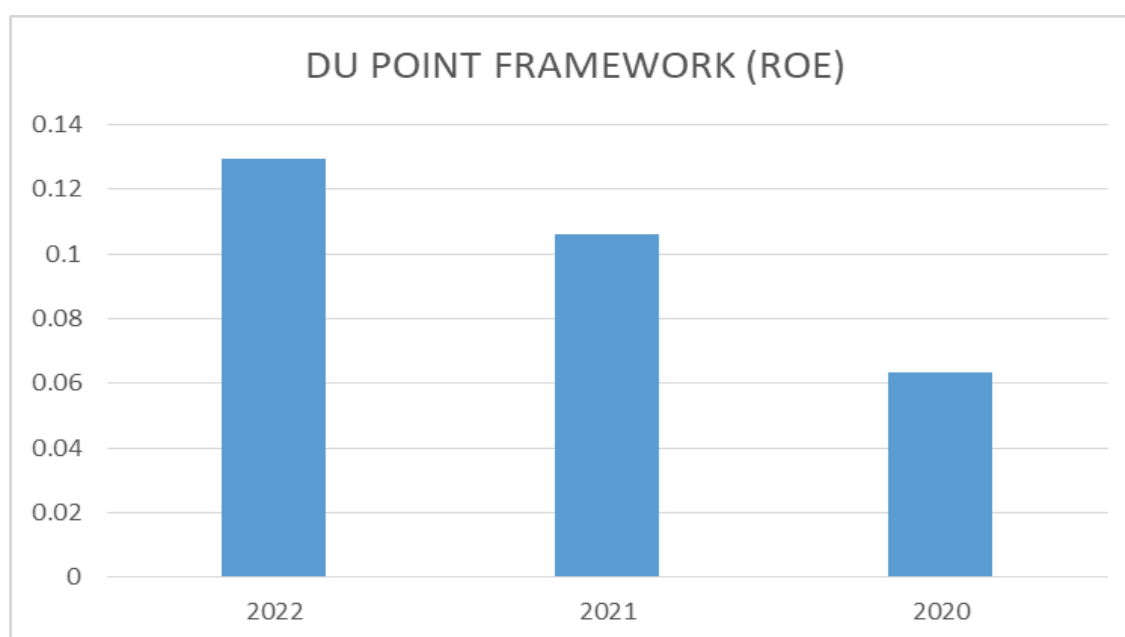


Figure 17: Du-Pont Framework

Explanation: The associated graph shows that the ROE (Return on Equity) fluctuates year after year. The ROE was lowest in 2020 and reached its peak in 2022. The growing trend of the ROE indicates that the bank is improving its efficiency in earning revenue from its equity, which is a good sign.

Trend Analysis (Revenue)

Year	Revenue
2022	18,197,460,058
2021	14,851,645,019
2020	15,851,900,455

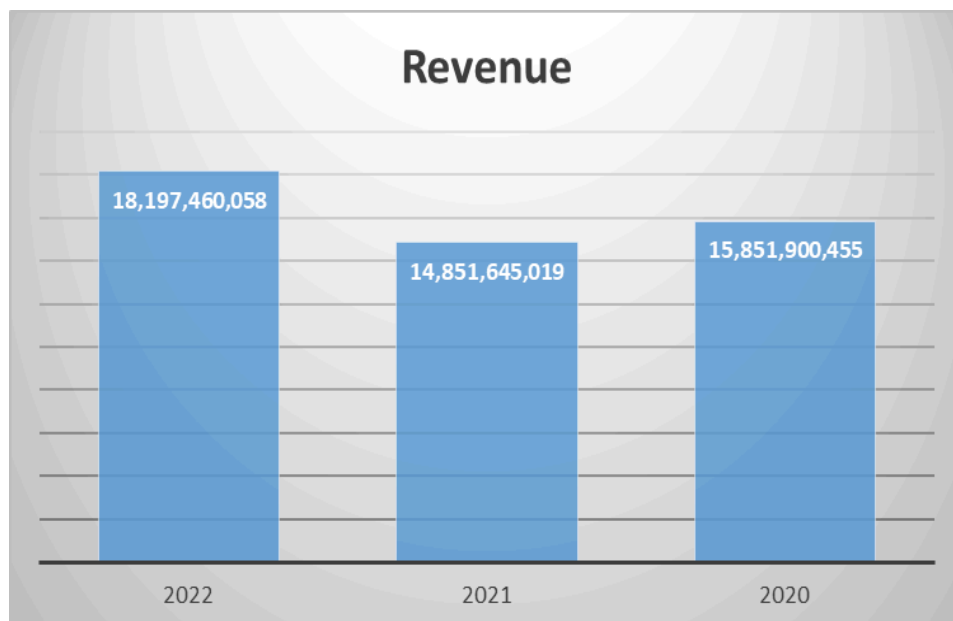


Fig 18: Trend Analysis (Revenue)

(Prime Bank, n.d.)

Explanation: The graph above depicts the revenue trends from 2020 to 2022. The graph shows that income was lowest in 2021, but it was growing year after year, with the trend reaching its pinnacle in 2022.

2.6 Accounting Practices

PBL conforms to strong accounting processes to guarantee that its financial reporting is transparent, accurate, and reliable. To maintain its accounting standards, the bank follows International Financial Reporting Standards (IFRS) as well as Bangladesh Bank's rules.

The bank uses the accrual approach of accounting. Employees, for example, keep track of transactions such as receiving and transferring checks. However, the bank does not get the cash amount immediately after receiving the checks. Furthermore, throughout the RTGS or

BEFTN procedure, staff transfer sums based on the needs of the clients. However, no currency transactions occur between the sending and receiving banks. However, they record the transaction only after the procedure is completed.

According to the Manager of Wari Branch, Prime Bank's accounting policies include regular audits by internal, external, and Bangladesh Bank auditors to make sure that the bank's financial statements comply with accounting standards. The bank also has strong controls over its accounting procedures, ensuring that all financial transactions are properly documented, reviewed, and approved. Overall, Prime Bank's accounting policies show the company's dedication to the highest levels of corporate governance and financial reporting transparency.

According to the bank's annual reports, it utilizes the Straight Line Depreciation Method.

2.7 Operations Management and Information System Practice

Prime Bank Ltd. uses its own software to gather, share, and process data. The software's name is Prime Intellectual. Using PI, officers may record client information, establish and terminate accounts, transfer cash, and so forth. Furthermore, the bank employs Bangladesh Bank's e-RTGS technology to quickly move funds to various bank accounts. However, the minimum amount to use RTGS (Real Time Gross Settlement) is one lac taka only. To transfer amounts smaller than one lakh, the bank employs an EFT programme known as BEFTN . In addition, the bank employs DCRM software to send and receive credit card stock and activation of all kinds of required documents. For digital Bangladesh ,Prime bank has also introduced the solution to all problems“My Prime”app ,this app solves the customers needs and welcomes them to easy banking.Through this application provides a snapshot of your accounts, cards, deposits, and loans on one page. Customers can also access your Prime Bank Credit Cards and transfer cash to any Bangladesh bank account instantaneously.This also covers your electricity costs, tuition, insurance, VAT/CE payments, and other expenses. It allows you to pay your Prime Bank or any other bank's credit card bill and open an FDR/DPS account .In addition, they may apply for loans and other services. It is easier to access banking using a single tap solution.Another feature PrimePlus offers real-time account opening through digital channels, including AI and ML-based identity verification, auto de-duplication, and sanction screening. This includes receiving account numbers instantly, real-time transactions, and fast access to debit cards, cheque books, and online banking.Prime Assist is available on Facebook Messenger, WhatsApp, and Viber. It offers modern AI, ML, and NLP technology, as well as unique transactional services. Customers can also enjoy fast and secure international funds transfers through RemitPrime. RemitPrime allows them to transfer money to friends and relatives in Bangladesh, India, and the Philippines with cheap fees and real-time currency rates.Overall Prime Bank has different distinctive softwares in every branch to make their customers more satisfied with less common hassle on visiting branches and through this they are also ensuring green services according to the Governments direction towards CSR and sustainable goals .

2.8 Industry & Core Analysis

Analysis of Porter's Five Forces

For determining the competitive intensity and attractiveness of a sector, the Five Forces of Porter's Analysis is the ultimate strategic structure. Here's how it pertains to Prime Bank Limited of Bangladesh:

Threat of new entrants: The banking sector in Bangladesh is highly regulated, requiring significant financial investments to participate. As a result, the threat from new entrants is low. In addition, I conducted on-site survey interviews with some of the bank's account clients and non-account holders. The survey generated a total of 10 replies. According to the study's analysis, Prime Bank PLC has a well-established brand reputation in Bangladesh since everyone is satisfied with the bank's service and all account holders are loyal to the brand. As a result, new entrants face significant challenges in gaining market share. The scan copies of the replies, including the questionnaire, are included in the appendix section.

Bargaining power of suppliers : Suppliers in the banking business have relatively limited negotiating strength. The bank's main suppliers are its clients (individual or business account holders) and investors, who provide funds for investment purposes. However, the rate of supply from each provider is relatively low. It demonstrates the suppliers' limited bargaining strength. Furthermore, suppliers of numerous products and services to the bank, such as IT equipment providers, furniture, and office supplies, have minimal negotiating power. For example, there are several vendors of IT gadgets. For example, there are two computer vendors: Startech and Ryans. If Ryans requests a higher payment for the computers, the bank may just go to Startech.

Bargaining power of Customers : Customers have several financial alternatives and can transfer banks if they are dissatisfied with the services they receive. Customers, on the other hand, have difficulties when moving banks because terminating an existing account is not as simple. Customers must submit an application to close their accounts and pay closure fees. Again, starting a new account with another bank is time-consuming since returning to a bank and providing the same secret information for account creation is not straightforward. This barrier moderates clients' negotiating power.

Threats of Substitutes : Substitutes pose insignificant danger in the banking business. There are few replacements for banking services (e.financial institutions such as IDLC and IPDC), and clients require a bank account for many transactions, making it difficult for them to totally replace banking services.

Competitive rivalry: Bangladesh's banking business is very competitive. Prime Bank Limited confronts tough competition from both domestic and international banks. Overall, Prime Bank Ltd in Bangladesh encounters moderate to low competitive factors, resulting in a relatively solid position in the banking sector.

SWOT ANALYSIS

Strengths

Wide Range of Products and Services: Prime Bank Limited Bangladesh provides a diverse variety of banking products and services, including Neera, MyFirst, and Islamic savings accounts, current accounts, loans, and credit cards. This helps the bank to meet the different demands of its clients.

Huge list of Branches : Prime Bank Ltd. now has 146 branches around the country.

International Presence: Prime Bank collaborates with many worldwide money transfer networks. Factoring in money transfers for exporters.

Weaknesses:

Limited Market Share: Prime Bank Limited Bangladesh has a tiny market share when compared to its competitors in the banking business. This might impede its expansion in the Bangladeshi banking industry.

Weak Marketing Policy: The bank's marketing methods are quite outdated and may be ineffective in today's digital age.

Opportunities

Growing Demand for banking services : For rising demand for financial services due to Bangladesh's economic growth. This is an opportunity for Prime Bank Limited Bangladesh to grow its client base.

Branch Network Expansion: Prime Bank Limited Bangladesh has the option of expanding its branch network to serve more clients in various locations of Bangladesh.

Diversified Products : Prime Bank Limited Bangladesh should vary its goods and services to attract new consumers and improve income sources.

Threats:

Competition: Prime Bank Limited Bangladesh confronts stiff competition from other banks in the business. This might result in a loss of market share and income.

Economic Volatility: The Bangladesh economy is volatile, which may have an impact on the bank's financial performance .

Regulatory Changes: New rules and policies may have an influence on the organization's operations and profitability.

2.9 Summary & Conclusion

In this chapter, I explored the history of Prime Bank Limited Bangladesh, including its transition from a traditional bank to a contemporary and creative Islamic banking organization. I tried to examine the bank's financial performance over time and identified management techniques, marketing gaps, operational management practices, industry analysis, and strengths, weaknesses, opportunities, and threats. To summarize, Prime Bank Limited's creative activities, together with its great financial performance, have helped it establish a strong brand and client base. But in an era of an eco-friendly environment it is important to put more emphasis on and to stay competitive in the rapidly changing banking business, the bank must continue to fix its flaws, capitalize on its potential and initiate green banking .

2.10 Recommendations

Overall, Prime Bank Limited's business and operations are successful. However, some difficulties must be addressed as quickly as feasible in order to improve the business.

1. In my perspective, most of the staff are well-educated and talented, but a few of them behave unprofessionally. As a result, in order to retain client satisfaction, the bank must take the required efforts to train its workers in professional behavior. Other than behaviors the access connection among all members are also different ,in my perspective employees should be motivated and allowed more freedom on several documents and rights to improve themselves and work better for the company to come out as next leaders .
2. The bank's marketing methods are highly outdated and poor. Adaptation of new marketing methods, including the use of digital marketing strategies, is now required. Dr. Rafiuddin Ahmed stated at a lecture session at Brac University that no firm can prosper in the current digital age unless it adapts to digital marketing. As a result, all businesses must use digital marketing tactics.
3. Prime Bank's website contains various significant and little flaws (e.g., grammatical problems, spelling issues), making the bank's online presence appear amateurish. To address this issue, the higher authority should recruit competent web developers, designers, and content writers.

CHAPTER 3

3.1 Introduction

This chapter is a study of how the Prime Bank is growing in their “green products” in comparison to other banks to stay ahead in the banking sector of Bangladesh. The phrase 'green banking' has been increasingly popular globally in recent years. Green banking is an eco-friendly and socially responsible financial intermediary that aims to promote a healthy environment for both current and future generations. Less paperwork implies less tree cutting. Green investing is an important aspect of green banking. (Rejaul Karim, 2020) According to the American Centre of Science and Education, there are several initiatives that may be implemented to promote environmentally friendly banking practices:

1) Online Banking Bill payment options include online and remote deposit/bKash. Online Fund Transfer and Electronic Statement	7) Green Debit Cards/ Credit
2) Green Accounts (Solar ATM Service)	9) Green Building
3) Green Financing	10) Green Mortgage
4) Power Saving Equipments	11) Save papers
5) Green Marketing	12) Gardening of Roof
6) Green Loans	13) BIO Gas Plant

Table 5: Green Tools

(GREEN BANKING: AN INDISPENSABLE STEP FOR THE BANK TO SAVE OUR ENVIRONMENT, 2021)

3.1.1 Literature review

Reed Hundt and Ken Berlin developed the notion of green banking, under the Obama-Biden Revolution in 2008, . (*The Next Green Investment Bank: Comparing Australia's Clean Energy Finance Corporation With the United States' Greenhouse Gas Reduction Fund*, 2023). The Bangladesh Bank released policy proposals for green banking on February 27, 2011. With this, BB pledged to keep at least 5%. (*Green Banking in Bangladesh*, n.d.).The regulations mandate that financial institutions, including commercial banks, conduct environmentally responsible banking operations across the nation. Green banking practices include online banking, lowering energy and paper use, functioning in eco-friendly facilities, and considering environmental hazards when evaluating projects for financing. City Bank unveiled its sustainability motto, 'Go Green. Think Green. Act Green in October,2015 . On October 11, 2013, City Bank announced 'CityTouch', an internet banking system that provides consumers with faster, on-demand, and paperless financial services. To decrease its carbon footprint, the bank introduced e-statement access for customers on July 1, 2014. Additionally, the bank produced desktop wallpaper that emphasizes its commitment to decreasing power and paper use. The bank has 13 branches that use solar energy as part of their sustainability journey. The bank's 'Green Office Guide' promotes decreasing carbon footprint in daily operations)(*Journey Towards Sustainability*, 2020).Moving on ,BRAC Bank has already established 25 specialized sustainable finance help desks around the nation to address sustainability challenges in the quickest possible time. BRAC Bank intends to invest more in the renewable energy sector to help our ecology.Some of the well-known items include energy-efficient technology and effluent treatment plants (ETP/WTPs).Green institution is a multi-disciplinary facility of Brac Bank that has LEED/EDGE/GREHA/SREDA certification and promotes the effective use of energy and other resources by using renewable energy and eco-friendly supplies (*Brac Bank Sustainable Reports*, 2022).Moreover EBL is also committed to complying with environmental regulations in order to preserve ecological and social balance and keep the planet safe for all living creatures and future generations.They created an Environment and Social Risk Management System to identify project risks and encourage cleaner energy funding, which aligns with our climate change mitigation initiatives. (*20-Sustainable Reports*, 2020).In 2021, the Bangladesh Bank disbursed BDT 12,093.60 million in loans to small enterprises, of which BDT 2,050.90 million were disbursed in rural areas.Even more The first PET bottle recycling plant in Bangladesh was sponsored by TBL and IDCOL in Rupgonj. Additionally, the bank opened 02 (two) solar-powered branches in Kishoreganj and Lalmonirhat, respectively (*Green Banking in Bangladesh*, n.d.).In general, all commercial banks are taking part in green banking programmes, and Prime Bank has in order to fulfill its strategic goal of being a green bank encourages green banking practices. The bank has many green banking programmes, such as green finance to support the green

economy and in-house environmental management. ADB awarded Prime the "Best Green Deal" Award for lowering environmental externalities and risk perceptions through green finance investments. The conventional banking system of Bangladesh is incorporating in many different strategies to remain in the banking industry through CSR initiatives and this study will disclose how and where Prime banks green initiative are working towards development for the bank and country as well. (*Prime Bank Receives Recognition for Driving Sustainability Initiatives in Bangladesh, 2023*)

3.1.2 Objectives of the Study

1. Finding out about Prime Bank Limited's overall Green Banking operations.
2. Evaluating the financial impact of Prime Bank Limited's green banking operations including profitability trends associated with green products . in comparison to other banks and identifying challenges and opportunities.
3. Recommending steps to improve green banking operations compared to other banks.

3.1.3 Significance of study

The purpose of this study is to examine Prime Bank's commitment to green banking as a reflection of its corporate social responsibility. By combining financial operations with environmental goals, the bank promotes social welfare and community development. Investigating these initiatives offers important information on the incorporation of CSR principles into banking operations. This section of the study will explain why it is vital to assess the financial impact of green banking operations and Prime Bank's turnover over time to remain in competition with the banking sector.

3.2 Methodology

This study included both qualitative and quantitative research methods. Data is gathered from primary and secondary sources. Secondary sources include internet websites and yearly reports from banks . Interviews with bank employees serve as primary sources. I interviewed the Branch Operation Manager, Mohammad Shahidullah and CAD Senior Officer ,Mr Golam Mostafa for gathering information about banks green banking growth and future perspective. Furthermore, I incorporated some professional knowledge and comments gained from attending lecture sessions, as well as my own personal observations. However, to determine the consequence of the increased demand for green banking products in the prime bank, I tried to analyze the financial data of the particular disbursed loans yearly in comparison to other green loans of other commercial banks. In this research, I used trend analysis to analyze the bank's financial performance and present the significant findings for future recommendations.

3.3 Finding and Analysis

Prime Bank Limited is dedicated to assisting clients in realizing their social and environmental responsibilities. To maintain healthy operations with Bangladesh Bank's requirements, the bank has created a policy and procedure manual for managing social and environmental risks in its financing activities. Again the Bangladesh Bank's regulations and the government of Bangladesh's pledge to achieve the Sustainable Development Goals (SDGs), Mr Shahidullah explained that the Prime Bank recently set up a Sustainable

Finance Unit at its Head Office. A cross-departmental committee called the Sustainable Finance Committee (SFC) was established by the Prime Bank and chaired by the DMD and (CRO). (*Prime Bank*, n.d.)

3.3.1 Green Banking Policy of Prime Bank Limited :

Prime Bank Limited has developed a comprehensive Green Banking Policy to implement Green Banking activities. Mr Golam Mostafa Prime Bank Limited doesn't allow any fund or activity, manufacture, use, commerce, distribution, or any other sectors related :

1. Pharmaceuticals, pesticides and herbicides, ozone-depleting materials, animals, and goods covered by the Convention on International Trade in Endangered Species are among the goods and practices that are prohibited.
2. The ESDD (Environmental and Social Due Diligence) checklist for any agricultural practices that are harmful to the environment or society, such as using pesticides, agro-chemicals that deplete soil, contaminate groundwater, or use nitrogenous fertilizers instead of organic ones that emit nitrous oxide.
3. Fishing with drift nets, deep sea bottom trawls, or explosives/cyanide.
4. Destruction of places of high conservation value, including a UNESCO World Heritage site. Destruction refers to the loss of an area's integrity due to a significant shift in land or water usage over time.
5. Illegal land conversion to plantation usage in primary tropical wet forests.
6. If any of the following goods are a significant portion of a company's principal operations, financial institution, investment fund, or funded business activities: Alcoholic drinks (except beer and wine), weapons, and tobacco.
7. The procurement of medical, quality control, or other equipment with a minor or sufficiently protected radioactive source is exempt from this restriction.
8. This only applies to unbonded asbestos fibers, not bonded asbestos cement sheets with a concentration of less than 20%. (*Prime Bank*, n.d.)

3.3.2 Major in-House Green Practices of Prime Bank Limited

PBL aims to create a sustainable business that benefits the community, ecology, and economy of Bangladesh. Prime Bank's green activities are highlighted below:

3.3.1 Paper Consumption Management

- 1) In the office, using leftover or one-sided paper for a notebook has become standard procedure.
- 2) Draft copies of office chores are sometimes printed on one-sided paper.
- 3) Setting up a meeting of the Credit Review Committee using a soft copy presentation instead of paper.
- 4) The majority of bank-to-bank correspondence takes place via email.
- 5) Office supplies, stationery, cheque printing and pool car requests are all made using online requisition software.
- 6) The bank's "E-DOC" programme, which allows for electronic loan document archiving and a reminder system for better oversight and administration, was successfully installed for the Credit Administration Division.

3.3.2 Banks Solar Panels

Recently ,the Bank has placed solar panels at 36 branches and 4 ATM booths to support its commitment to sustainable energy and one bunch of units at the Wari branch by Mohammad Shahidullah.

3.3.3 Water Consumption

Prime Bank Limited understands the importance of using water efficiently. Filtered mineral water specifically acquired is provided for all branches and corporate offices. WASA is a major source of water for general consumption. Water waste at the lowest possible level is a priority for the bank's management.

3.3.4 Real Time Gross Settlement (RTGS)

In the branches the bank has effectively deployed and enhanced the (RTGS) system. The number of RTGS are growing rapidly and customers are benefiting from real-time fund settlement as a result and so the bank is encouraging cashless transactions by Mr Shahidullah .

3.3.5 Automated Teller Machine (ATM)

In addition to the 160 ATMs operated by the Bank, cardholders can now withdraw cash from other ATMs on the National Payment Switch Bangladesh (NPSB) network.

3.3.6 Internet Banking Service

Prime Bank's 146 locations provide online banking services to their customers. Customers can use E-banking to perform real-time fund transfers between Prime Bank Limited accounts, third-party beneficiary accounts, interbank fund transfers to other banks, credit card bill payment, balance enquiry, FDR and deposit scheme information, and more.

3.3.7 The Green Travel

When it comes to corporate travel, Mr Golam Mostofa said that Prime Bank PLC regularly encourages executives to select eco-friendly options that save carbon emissions like joining together on their way to home for their convenience . In addition, the Human Resource Division promoted ridesharing and public transportation.

3.3.8 Publishing Green Annual Report following (GRI) format

Prime Bank Ltd successfully completed the "Sustainability Report" and Materiality Disclosure Service per GRI G4 guidelines in 2014, a first for any Bangladeshi bank.

3.3. Agriculture Loans Offered By Prime Bank Limited

Bangladesh's agriculture sector is crucial to the country's economic success. Following government directives and the Bangladesh Bank's Agricultural and Rural Credit Policy and programming, Prime Bank keeps up its active policy and programming assistance to support agricultural finance. The firm meets the operating capital and capital expenditure needs of farms, projects, enterprises, or farmers by providing Agriculture Loans in three different types: Abad (for crops), Khamar (for farms), and Nabanno (for any agri purpose).

3.3.1 Abad (Crops loan)

Prime Bank offers Abad crop loans to cover expenses like land tilling, fertilizer, pesticides, irrigation, and seeding. This product has been intended to provide the necessary amount of

money for sharecroppers and all sizes of farmers. Farmers can return their loans following the harvesting season.

Key Features

Loan size: 3 Lac limit

Tenure: Minimum 6 months, Maximum 12 months

Eligibility

1. Farmer
2. 19 – 65 years of age

Security

Hypothesis of crops/vegetables, Personal Guarantee (PG), post dated cheque, registered mortgage (where applicable)

3.3.2 Khamar (for farm loan)

To meet the operating cash and capital expenditure needs of farms in the areas of fisheries, hatcheries, poultry, beef fattening, dairy, biogas plants for farms, duck breeding, and integrated farming, Prime Bank offers Khamar Loans.

Key Features

Loan size: 5 Lac Limit

Tenure:

For Cash Credit: Maximum 1 year

For Term Loan: Maximum 4.5 years

Eligibility

1. Loans to Individuals/Farms in Bangladesh
2. The applicant must be Bangladeshi by nationality
3. Between 21– 65 years .

Security

Hypothesis options include stock, machinery, equipment, cars, personal guarantees, post dated cheques, cash collateral lien (FDR), and registered mortgages (where applicable).

3.3.3 Nabanna (any agri- purpose loan)

Prime Bank offers Nabanno Loans to farmers for purchasing farm machinery and equipment, including irrigation and tilling technology, tractors, harvesters, solar pumps, rural transportation, and capital requirements for nursery and tissue culture farming

Key Features

Loan size: 1 Lac

Tenure: -

For Cash Credit: Maximum 1 year,

For Term Loan: Maximum 5 years

Eligibility

1. The applicant must be Bangladeshi by nationality
2. Between 21 – 65 years of age

Security

Hypothesis of stock, machineries, equipment, vehicles etc., Personal Guarantee (PG), Post Dated cheque, collateral (FDR) and other en-cashable financial instruments.

(Prime Bank, n.d.)

All of the above Agricultural Loan information was gathered from the Agricultural Department and then passed for this report by both Mr Shahidullah and Mr Golam Mostofa.

3.4 Others Green Products and services Offered By Prime Bank Ltd

Prime Bank Limited has supported a variety of environmentally friendly initiatives. Mr Shahidullah explained financial institutions are introducing new products and services, such as green vehicle insurance, eco-friendly mortgages, and sustainable investment funds.

3.4.1 Green Deposits

PBL offers greater rates on CDs, money market accounts, checking accounts, and savings accounts for clients who conduct their banking services online.

3.4.2 Green Credit Cards

Green credit cards provide prizes or points that may be used for donations to environmentally friendly charities. These cards provide a great incentive for customers to utilize their green cards for large purchases.

3.4.3 Green Mortgages and Loans

If customers are planning an energy-saving home improvement then are trying to find a bank that provides a green mortgage or loan at a low rate. The Bank has conducted field trips and communicates with entrepreneurs, consultants, and Central Bank officials to examine opportunities for environmentally beneficial initiatives. Prime Bank offers the following 8 environmentally friendly goods and services.

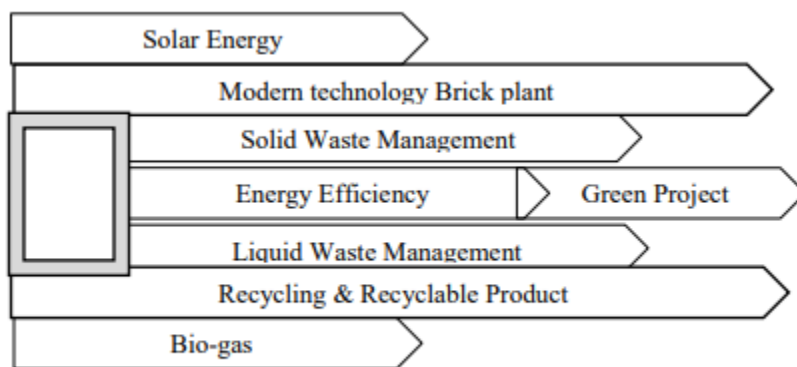


Figure 4: Green Mortgages and Loans

Figure 19 : Energy Resources
(Prime Bank, n.d)

3.5 Green banking

Serial	Purpose	2022	2021	2020
01	Green finance (disbursed)-	19,250,000,000	3,111,025,821	1,797,072,599
02	Sustainable Finance (Disbursed)-	34,602,200,000	1,900,200,000	1,623,840,000
03	Number of Green Loans given	92	52	39

Table 6: Green banking statement of PBL for the period of January 2020-2022.

(Prime Bank, n.d.)

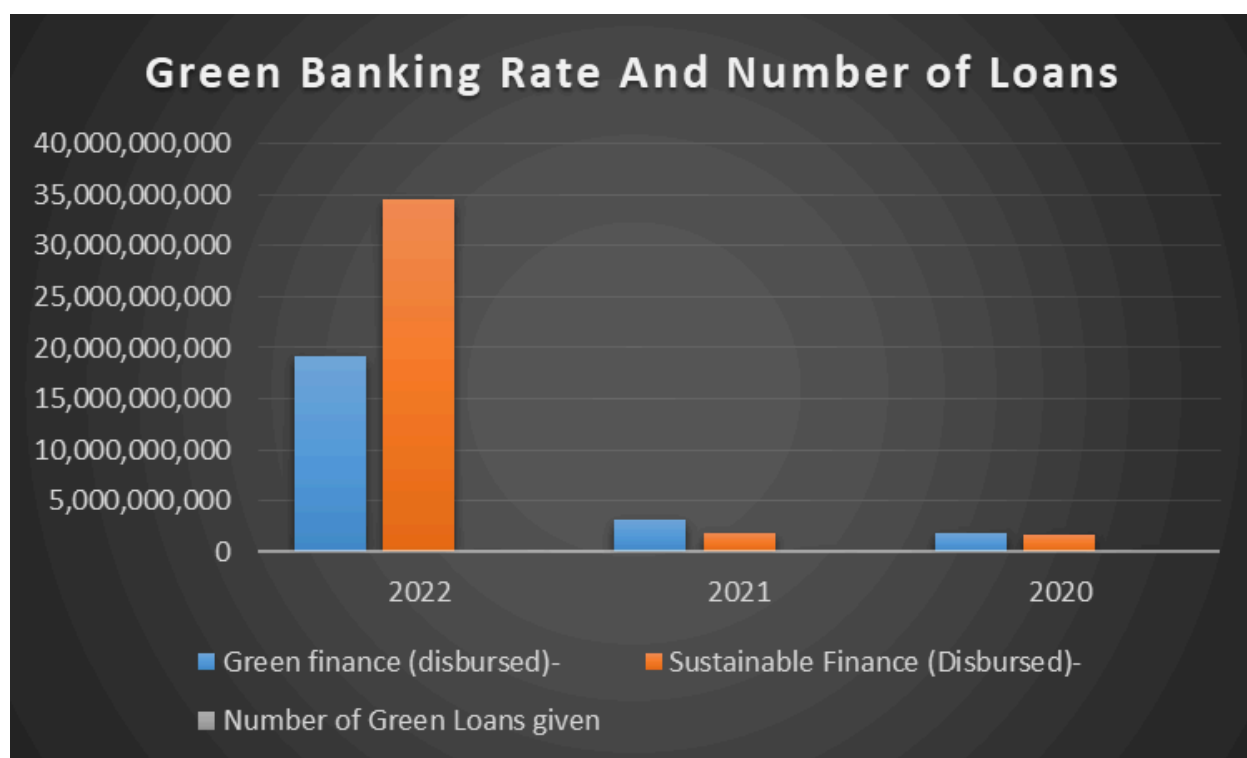


Figure 20: Green banking rate and number of loans 2022-2020

(Prime Bank, n.d.)

The above graph and also as informed by Mr Golam Mostofa, the loan disbursement during the recent three years have been significantly improving for the Prime Bank, especially for the sustainable finance disbursements. Prime Bank Limited's Corporate Banking Division has a "Green Financing Cell" with representatives from relevant divisions. The cell focuses on green financing under Bangladesh Bank's refinance scheme, including ETP, Bio-gas Plant, Solar Energy, Solar Panel, Solar HomeSystem, Solar Irrigation Pumping System, Water Electricity Plant, Bottle Reprocessing Plant, and LED Technology. Recently in the Agricultural division a total loan of 3623.84 crore BDT has been disbursed in 2022 with allocation to Crops / Vegetables cultivation for 2,199.76 crores, Fisheries for 500.15 crores, Irrigation equipment & other Farm machineries for 38.19 crore and many more. This rising generation has been well adapting to limit carbon footprint all over the world and prime bank has been ranked in number one for "Green Zone" banking which initiates that the loan recovery rate for this bank has been the top rated among other banks of Bangladesh making it more trustworthy for their customers to rely for every need verily popular among the rural areas especially.

Energy source	2020	2021	2022
Paper consumption (Number of sheets)	8,568 Reams	17,383 Ream	15,527 Ream
Indirect Energy (kwh)	2,520,859.16	23,34,251.00	3,905,787
Direct energy (liters)	66,477.00	106,157.00	127,166.0
Total Utility Water Consumption (m ³)	116.961	11.00	2.09
GreenHouse Gas (GHG) Emissions (metric tons)	2,518.26	2,412.37	4,008.56

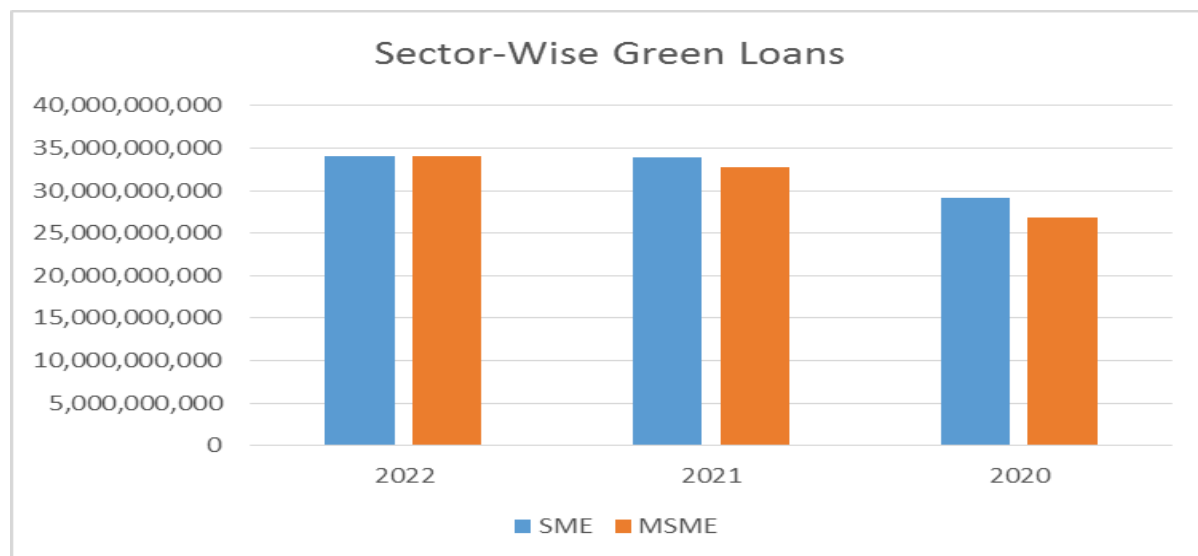
Table 7: Energy source

(Prime Bank, n.d.)

PBL uses electronic mail for internal communications, reducing paper use significantly. The Bank has changed the bulk of its cars to run on CNG, indicating its commitment to environmental responsibility. Prime Bank Limited promotes eco-friendly business travel to decrease carbon emissions and the above figures have been constantly improving over the years for the bank making it more worthwhile for the country's sustainable goals and

contribution to customer welfare .The figure is showing an improving upward trend for Prime Bank to consolidate themselves more strong in the CSR competition in the banking industry.

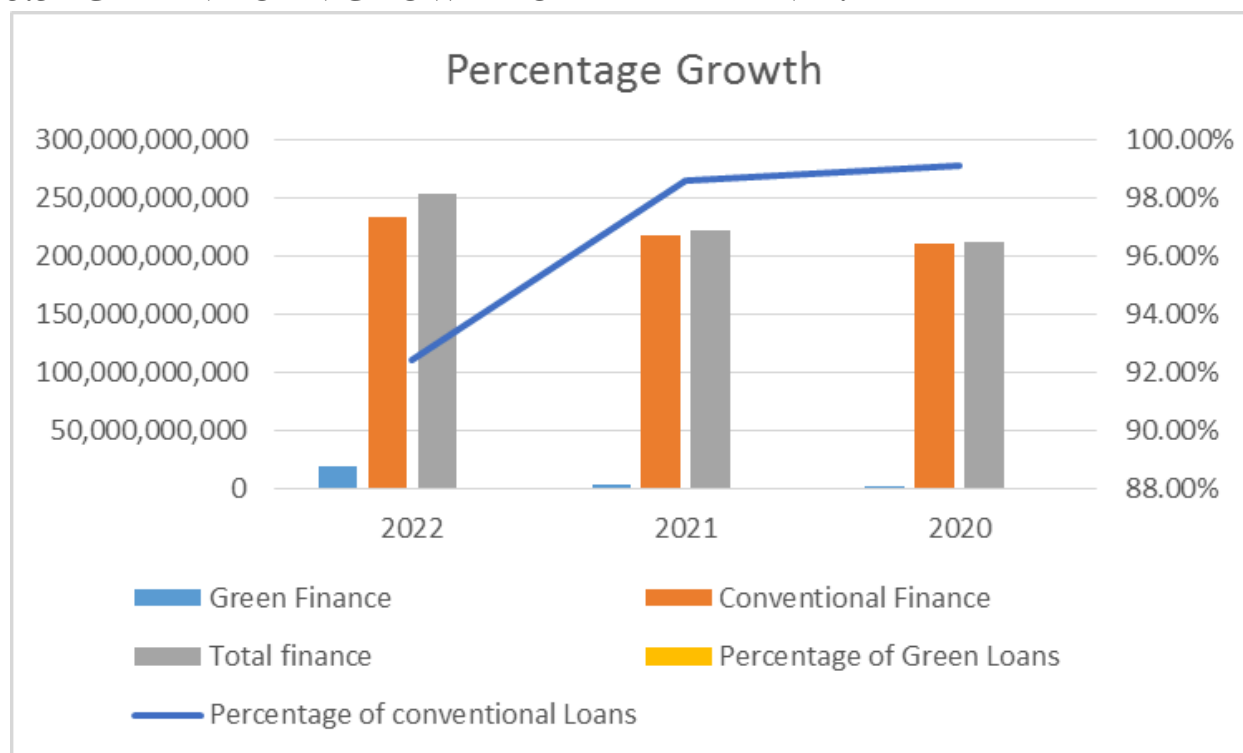
3.5.1 GREEN LOAN DISBURSEMENTS SME VS MSME



*Fig :21 Growth of SME VS MSME
(Prime Bank, n.d.)*

In an effort to support and increase financing for micro, small, and medium-sized businesses (MSME) in Bangladesh, Prime Bank Limited recently became a member of the SME Finance Forum. Prime banks contribution to the SME's and MSME's has been significantly improving not only as an overall but also through green financing . The growth of the green loans for SMEs has shown an increasing trend from 2020 to 2022 and compared to MSMEs .In 2022 through Prime Agrim , they disbursed 2,015,247.83 BDT of digital nano loans with a total 599 loans and recovery rate of 582 loans (*Prime Bank, n.d.*).Also in perspective of conventional loans disbursement ,loans to SMEs has been on top above all other industrial sectors .

3.52 GREEN LOAN GROWTH OF PRIME BANK :

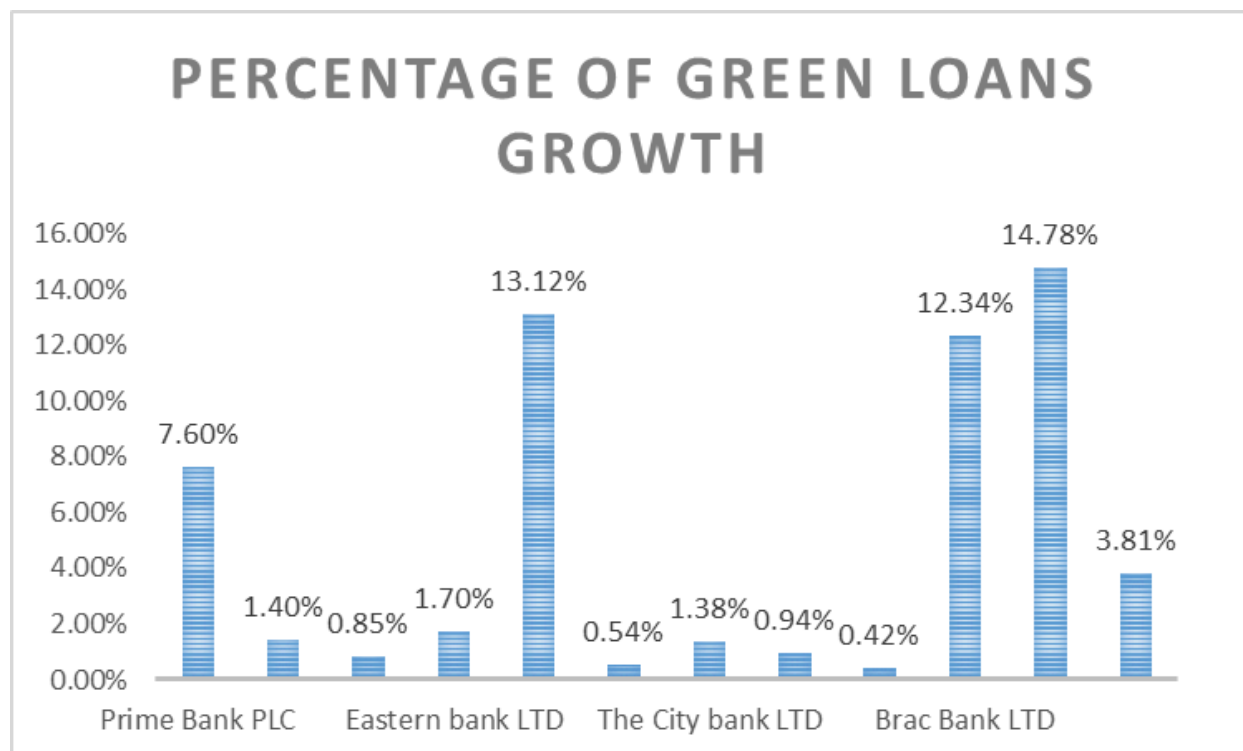


*Fig :22 Percentage Growth Rate of Green Finance
(Prime Bank, n.d.)*

The percentage of green loans has been increasing over the years with the number of loans being disbursed. The rate drastically increased from 1.40% in 2021 to 7.60% in 2022 with the record highest green disbursements till now. Recent trends of loans have shown a positive sign for the green loan percentage to increase more in the future. On the other hand, the percentage for traditional conventional loans decreased as people are more opting for green loans, as a comparison of 2022 and 2021 of traditional and green loans, traditional loans dropped of 6.2% which was taken over by the green loans indicating a swift change to the Bangladesh's bank sustainability target.

3.53 COMPARISON WITH OTHER BANK'S GREEN INITIATIVES :

In Bangladesh's banking sector, Eastern Bank Limited, City Bank Limited, and BRAC Bank Limited are typically regarded as Prime Bank Limited's peers due to their comparable portfolio sizes. A comparison benchmark for the years 2022, 2021, and 2020 among peers with regard to the growth of green loan financing is displayed in the following graph :



*Figure 23 : Comparison of Green Loan Disbursements
(Prime Bank, n.d.)*

Throughout Bangladesh's banking sector, every other bank has engaged in the following Bangladesh bank initiative to better position themselves in the market and improve client satisfaction. Considering the graph above, Brac Bank's disbursements have risen consistently over the previous three years, with a significant increase from 3.81% to 14.78% respectively from 2020 to 2021 but then a decent decrease to 12.3% in 2022 from previous year. Brac has set up 25 specialized sustainable finance support desks around the nation to solve sustainability concerns as soon as possible and has helped them have a better knowledge of their intended audience. Secondly, City Bank's disbursements have been increasing during the three years but not at prospective growth rate, their growth showed 0.42%, 0.98% and 1.38% respectively which in compare to the other portfolios isn't impressive enough. Their Citytouch digital banking solution offers the simplest method to do financial transactions. It was designed with the notion of "more banking, less bank" in consideration, and this has been their primary motivation for less transactions in branches, leading in reduced consumption of overall enhancing factors. Thirdly, EBL's distribution climbed greatly from 2020 to 2021 with 0.54% to 13.12%, but fell dramatically in 2022 to 1.70%. According to reports, 83.1% of account holders have opted for email delivery of statements, while 10% have used internet banking. In recent years, there has been a greater emphasis on LEED certified projects, energy and resource efficiency etc. Furthermore, when coming to compare with Prime Bank, they are dedicated to promote sustainable agriculture by supporting integrated agricultural systems and conservation agriculture in many sectors such as agriculture, livestock, fisheries, agroforestry and apiary farming. Prime Bank's disbursements reached the highest rate of growth at 7.4% in 2022 compared to 1.4% from 2021 and 0.85% in 2020. Prime Bank major investment for green financing has been in the agricultural

sector with 4,549,115,124 BDT in 2022 and 3,719,573,065 BDT in 2021 showing an increasing rate. One of the core major reasons of their green finance increasing has been their CSR activities with international presence like Prime Bank has disbursed USD 1.11 million and Euro 0.25 equivalent to BDT 119.07 million to AR Jeans Producers Limited under Green Transformation Fund of Bangladesh Bank. (*Prime Bank*, n.d.). The relevant fact has awarded them with prestigious title's mentioned below. Another considerable fact is their loan recovery rates grew with time, the graph below shows a falling rate in NPLS for 2022, suggesting a healthy recovery. Lastly, as a summary and according to Bangladesh bank distribution policies and targets, Brac Bank had the most substantial growth in disbursement over the last three years and have secured a 100 million dollar loan from Japan International Cooperation agency (JICA) and participated in Bangladesh Climate and Development Platform (BCDP) (*Brac Bank Sustainable Reports*, 2022), whereas EBL saw a drastic decrease in 2022 after a big increase in 2021 but has participated in issuing green bonds and collaborated into international financial institutions (*20-Sustainable Reports*, 2020). The patterns for Prime Bank, City Bank varied, but generally reflected growth or recovery over time. Well, some well-known recent achievements of Prime Bank in green financing are:



Figure 10: Achievements and awards for green banking

Figure 24 : Achievements and Awards
(*Prime Bank*, n.d.)

But they still haven't got the spurge to taken over the green banking market as much as other comparative banks have. Prime banks are emerging on the loop to be in competition with other banks but still being appreciated enough to bring out their green zone banking to the world.

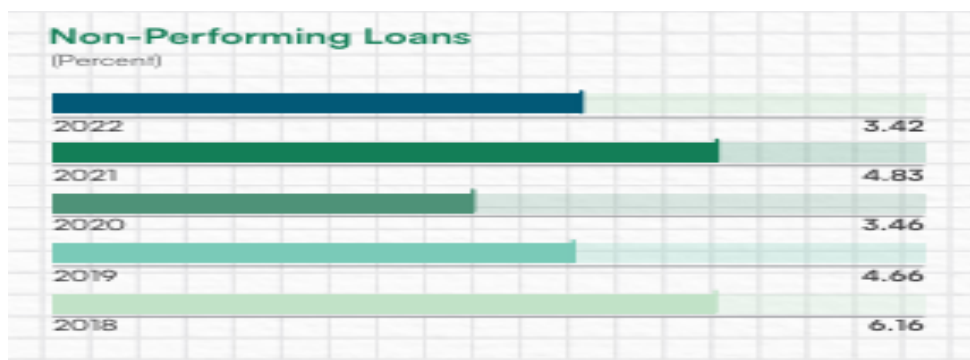


Figure 25: NPL Chart of Prime Bank
(Prime Bank, n.d.)

3.6 Specific Findings

1. The study finds that Prime banks strive to contribute to reduce the carbon footprint through their green financing and green initiatives. The bank has continuously stepped into the field by extending finance from GTF and Re-financing schemes to set up environment friendly projects like ETP, Bio-gas Plant, Solar Energy ,Solar panel, Solar home System, Solar irrigation pumping system, Water Electricity Plant, LED technology etc.
2. Although Prime Bank's Green Banking Committee is conducting its activities in a much more efficient manner. However it is observed that the Green banking committee includes the CRM department of the prime bank head office. There is no branch wise separate team to financing, recovering and managing green related activities.
3. Their Green financing Growth rate has been on the upward trend.

3.7 Challenges for Prime Bank :

- Green banking restricts commercial transfers to those compounds that pass the green bank's screening process. This may limit the number of clients for Prime Bank, resulting in a narrow base of support.
- Green banks require specialized, talented, skilled, and experienced employees to deliver good customer care. The bank needs experienced loan officers with a background in dealing with green enterprises and clients as the current staff may lack the necessary skills.
- Credit risks develop when presenting to clients whose organizations are impacted by pollution costs, environmental changes, and manufacturing constraints, which can negatively impact the bank.

3.8 Summary And Conclusions

The phrase 'green banking' has been increasingly popular globally in recent years. Green banking aims to promote a healthy environment through eco-friendly and socially responsible financial practices. Green banking practices include adopting online banking, lowering energy and paper use, operating in green buildings, and considering environmental hazards when evaluating projects for financing. Prime Bank Limited prioritizes green banking operations to achieve its strategic aim of being a green bank. The bank provides low-cost financing through GTF and Re-financing schemes for ETP, Bio-gas Plant, Solar Energy, and Solar Panel projects. Overall, Prime Bank is devoted to reducing energy usage and building a sustainable company that benefits society, the environment, and the Bangladesh economy. Their disbursements have been found in an upward trend over the years which showcases a profitable sign for the company to set back their shareholders.

3.9 Recommendations

The research suggests the following solutions for Prime Bank Limited:

- 1) Prime Bank's Green Banking Committee should operate more efficiently. Each branch should establish a Green Banking Unit or Cell to oversee green-related operations, including design, recovery, and evaluation.
- 2) Promoting green products and services through various activities is necessary to attract customers. Several seminars and symposiums on environmental pollution organized by banks may make their clientele more mindful of adopting green banking practices.
- 3) Banks can assess the environmental impact of house loans before proceeding with them. Green financing is ideal for energy-saving improvements in the home.
- 4) Setting up Green Solving desks in every branch corner might help to promote their products better and contribute towards greater growth.
- 5) Collaborating with more international organizations might help them in investing more CSR projects that promise sustainable growth.

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Appendix

PRIME BANK LIMITED CONSOLIDATED BALANCE SHEET

AS AT 31 DECEMBER 2022

Particulars	Notes	Amount in Taka	
		31 Dec 2022	31 Dec 2021
PROPERTY AND ASSETS			
Cash	3	4,762,297,238	4,762,297,238
Balance with other banks and financial institutions	4	17,483,024,471	16,870,019,858
Money at call on short notice	6	12,591,546,858	12,591,546,858
Investments	7	62,882,304,244	62,882,304,244
Loans, advances and lease investments	8	204,202,988,942	204,202,988,942
Fixed assets including premises, furniture and fixtures	9	22,527,241,775	22,527,241,775
Other assets	10	22,527,241,775	22,527,241,775
Non-banking assets	11	22,527,241,775	22,527,241,775
Total assets		328,428,622,453	328,428,622,453
LIABILITIES AND CAPITAL			
Borrowings from other banks, financial institutions and agents	12	7,078,295,062	6,932,484,233
Deposits and other accounts	13	248,724,788,528	248,812,828,770
Capital / Shareholders' equity	14	402,389,722,879	392,189,400,334
Provision for loan loss	15	11,932,824,771	11,932,824,771
Provision for impairment of investments	16	10,552,415,844	10,552,415,844
Provision for impairment of other assets	17	1,054,126,316	1,054,126,316
Provision for impairment of non-banking assets	18	28,002,248	28,002,248
Provision for impairment of other assets	19	28,002,248	28,002,248
Retained earnings brought forward from previous year	20	27,712,496,411	27,712,496,411
Total liabilities and Shareholders' equity		328,428,622,453	328,428,622,453

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PRIME BANK LIMITED CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2022

Particulars	Notes	Amount in Taka	
		2022	2021
Interest income / profit on investments	23	18,290,953,600	14,883,464,368
Interest / profit paid on deposits, borrowings, etc.	24	(9,878,558,856)	(8,704,233,556)
Net interest / net profit on investments		8,412,394,744	6,179,230,812
Investment income	25	4,073,025,129	4,366,920,350
Commission, exchange and brokerage	26	3,402,500,927	2,374,275,015
Other operating income	27	1,084,602,933	925,298,225
Total operating income (A)		17,072,703,644	15,752,879,689
Salaries and allowances	28	(4,753,622,669)	(4,280,048,239)
Rent, taxes, insurance, electricity, etc.	29	(476,873,422)	(536,382,190)
Legal expenses	30	(56,220,509)	(56,363,725)
Postage, stamp, telecommunication, etc.	31	(10,816,625)	(8,846,026)
Stationery, printing, advertisements, etc.	32	(251,862,755)	(219,758,615)
Managing Director's salary and fees	33	(6,521,694)	(5,846,736)
Directors' fees	34	(6,772,952)	(6,083,679)
Auditors' fees	35	(2,888,321)	(3,039,782)
Charges on loan losses	36	(10,020,919)	(890,565,178)
Depreciation and repair of Bank's assets	37	(1,303,550,646)	(1,222,470,662)
Other expenses	38	(8,308,543,940)	(7,222,421,988)
Total operating expenses (B)		(16,348,543,940)	(15,222,421,988)
Profit / (Loss) before provision (C=A-B)		6,724,159,704	5,530,457,701
Provision for loans & advances	39	(2,622,333,332)	(1,897,644,708)
Provision for diminution in value of investments	39	(35,925,228)	(85,188,588)
Provision for impairment of other assets	39	(40,000,000)	(74,980,048)
Other provisions	39	(2,512,225,302)	(2,068,988,637)
Total provisions (D)		(5,609,483,862)	(4,026,801,981)
Total profit / (Loss) before taxes (C-D)		1,114,675,842	1,503,655,720
Provision for taxation:			
Current tax	40	(2,902,778,813)	(3,217,306,925)
Deferred tax		(2,902,778,813)	(2,902,778,813)
Net profit after taxation		(4,690,881,784)	(4,616,430,018)
Retained earnings brought forward from previous year	20	3,476,423,418	1,944,237,254
Total profit and Shareholders' equity		(1,214,458,366)	(6,120,667,072)

Prime Bank Limited CONSOLIDATED BALANCE SHEET

as of 31 December 2021

Particulars	Notes	Amount in Taka	
		31 Dec 2021	31 Dec 2020
PROPERTY AND ASSETS			
Cash	3	4,762,297,238	4,762,297,238
Balance with other banks and financial institutions	4	17,483,024,471	16,870,019,858
Money at call on short notice	6	12,591,546,858	12,591,546,858
Investments	7	62,882,304,244	62,882,304,244
Loans, advances and lease investments	8	204,202,988,942	204,202,988,942
Fixed assets including premises, furniture and fixtures	9	22,527,241,775	22,527,241,775
Other assets	10	22,527,241,775	22,527,241,775
Non-banking assets	11	22,527,241,775	22,527,241,775
Total assets		328,428,622,453	328,428,622,453
LIABILITIES AND CAPITAL			
Borrowings from other banks, financial institutions and agents	12	7,078,295,062	6,932,484,233
Deposits and other accounts	13	248,724,788,528	248,812,828,770
Capital / Shareholders' equity	14	402,389,722,879	392,189,400,334
Provision for loan loss	15	11,932,824,771	11,932,824,771
Provision for impairment of investments	16	10,552,415,844	10,552,415,844
Provision for impairment of other assets	17	1,054,126,316	1,054,126,316
Provision for impairment of non-banking assets	18	28,002,248	28,002,248
Provision for impairment of other assets	19	28,002,248	28,002,248
Retained earnings brought forward from previous year	20	27,712,496,411	27,712,496,411
Total liabilities and Shareholders' equity		328,428,622,453	328,428,622,453

Particulars	Notes	Amount in Taka	
		31 Dec 2021	31 Dec 2020
OFF-BALANCE SHEET ITEMS			
Contingent liabilities	21	7,307,329	14,471,338
Acceptances and endorsements	21	36,000,000	30,315,750
Letters of guarantee	21	44,842,842,210	31,361,769,775
Irrevocable letters of credit	21	2,647,000,000	2,784,000,000
Bills for collection	21	-	-
Other contingent liabilities		14,000,000,000	10,222,821,000
Other commitments			
Documentary credits and other trade-related transactions			
Forward assets purchased and forward deposits placed		1,781,763,302	3,400,038,587
Unborn rate insurance and reinsurance contracts		-	-
Unborn forward rate facilities, credit lines and other commitments		-	-
Liabilities against forward purchases and sales		-	-
Total Off-Balance Sheet Items including contingent liabilities		62,878,934,541	62,878,934,541

These financial statements should be read in conjunction with the annexed notes to it.

Chairman:  Director:  Secretary:  Managing Director: 

See annexed auditor's report to the Shareholders of the bank.

ACNAR, Chartered Accountants


Abu Sayed Mohammed Nazeem FCA
Partner
ICAB Enrollment No: # 383
DNC: 225490234333433

Dated: 27 March 2022

Prime Bank Limited
CONSOLIDATED PROFIT AND LOSS ACCOUNT
for the year ended 31 December 2020

Particulars	Notes	Amount in Taka	
		2020	2019
Interest income / profit on investments	22	1,000,000,000	1,000,000,000
Interest / profit paid on deposits, borrowings, etc.	24	(5,000,000)	(5,000,000)
Net interest / net profit on investments		995,000,000	995,000,000
Fee/income from			
- investment	23	100,000,000	100,000,000
- commission, exchange and brokerage	25	100,000,000	100,000,000
- other operating income	26	100,000,000	100,000,000
Total operating income (A)		1,295,000,000	1,295,000,000
Salaries and allowances	28	(200,000,000)	(200,000,000)
Rent, taxes, insurance, electricity, etc.	29	(50,000,000)	(50,000,000)
Legal expenses	30	(50,000,000)	(50,000,000)
Printing, energy, telecommunication, etc.	31	(50,000,000)	(50,000,000)
Stationery, printing, advertisement, etc.	32	(50,000,000)	(50,000,000)
Marketing, Director's salary and fees	33	(50,000,000)	(50,000,000)
Director's fees	34	(50,000,000)	(50,000,000)
Assistant fees	35	(50,000,000)	(50,000,000)
Charges on loan losses	36	(50,000,000)	(50,000,000)
Depreciation and repair of Bank's assets	37	(50,000,000)	(50,000,000)
Other expenses	38	(50,000,000)	(50,000,000)
Total operating expense (B)		(700,000,000)	(700,000,000)
Profit / (Loss) before provision (C=A-B)		595,000,000	595,000,000
Provision for Bank's assets	39	(50,000,000)	(50,000,000)
Provision for diminution in value of investments	40	(50,000,000)	(50,000,000)
Provision for impairment of loan margin loan	41	(50,000,000)	(50,000,000)
Other provisions	42	(50,000,000)	(50,000,000)
Total provision (D)		(200,000,000)	(200,000,000)
Total profit / (Loss) before taxes (C-D)		395,000,000	395,000,000
Provision for taxation	43	(50,000,000)	(50,000,000)
Current tax	44	(50,000,000)	(50,000,000)
Deferred tax (Reversed)	45	(50,000,000)	(50,000,000)
Net profit after taxation		295,000,000	295,000,000
Reversed earnings brought forward from previous year	20.1	1,000,000,000	1,000,000,000

Particulars	Notes	Amount in Taka	
		2020	2019
Appropriation			
- Retained			
- For carrying forward			
- General reserve			
- Dividend			
- Other			
Total		295,000,000	295,000,000

These financial statements have been audited together with the annual return to the

Chairman Director Director Managing Director

See consolidated report to the Shareholders of the Bank

AKMAM, Chairman

Abul Kalam Siddiqui

Chairman

Prime Bank Limited
Consolidated Balance Sheet
As at 31 December 2020

Particulars	Notes	Amount in Taka	
		31 Dec 2020	31 Dec 2019 (Restated)
PROPERTY AND ASSETS			
Cash	15	1,000,000,000	1,000,000,000
- Cash in hand (including foreign currencies)		1,000,000,000	1,000,000,000
- Balance with Bangladesh Bank and its agent bank (a) (including transaction overdrafts)		0	0
Balance with other banks and financial institutions	4	17,480,759,655	16,524,637,894
- Bangladesh Bank		17,480,759,655	16,524,637,894
- Other banks		0	0
Money at call on short notice		7,280,554,988	6,838,068,439
Investments	6	210,000,000	1,000,000,000
- Government securities		210,000,000	1,000,000,000
- Other		0	0
Loans, advances and lease / investments	7	57,226,723,478	49,301,115,797
- Loans, cash credits, overdrafts, etc. / investments		57,226,723,478	49,301,115,797
- Other		0	0
Fixed assets including premises, furniture and fixtures	10	234,024,232,594	215,865,731,325
Other assets (Restated)	10	4,000,000,000	4,000,000,000
Non-banking assets	10	200,000,000	200,000,000
Total assets		256,235,510,610	236,734,535,956
LIABILITIES AND CAPITAL			
Liabilities			
Borrowings from other banks, financial institutions and agents	13	37,000,000,000	35,000,000,000
Deposits and other accounts	13	180,000,000,000	170,000,000,000
- Current / term deposits		180,000,000,000	170,000,000,000
- Other		0	0
Other liabilities (Restated)	14	23,235,510,610	21,734,535,956
Total liabilities		240,235,510,610	226,734,535,956
Capital / Shareholders' equity	15, 20	16,000,000,000	10,000,000,000
- Paid-up capital		16,000,000,000	10,000,000,000
- Share premium	15.2	0	0
- Non-controlling interest	15.3	0	0
- Reserving reserve	16	0	0
- Revaluation gain / loss on investments	17	0	0
- Revaluation reserve	18	0	0
- Foreign currency translation gain	19	0	0
- General reserve	20	0	0
- Surplus in profit and loss account / Retained earnings (Restated)		0	0
Total Shareholders' equity		16,000,000,000	10,000,000,000
Total liabilities and Shareholders' equity		256,235,510,610	236,734,535,956

Prime Bank Limited
Consolidated Profit and Loss Account
for the year ended 31 December 2020

Particulars	Notes	Amount in Taka	
		2020	2019 (Restated)
Interest income / profit on investments	22	1,000,000,000	1,000,000,000
Interest / profit paid on deposits, borrowings, etc.	24	(5,000,000)	(5,000,000)
Net interest / net profit on investments		995,000,000	995,000,000
Fee/income from			
- investment	23	100,000,000	100,000,000
- commission, exchange and brokerage	25	100,000,000	100,000,000
- other operating income	26	100,000,000	100,000,000
Total operating income (A)		1,295,000,000	1,295,000,000
Salaries and allowances	28	(200,000,000)	(200,000,000)
Rent, taxes, insurance, electricity, etc.	29	(50,000,000)	(50,000,000)
Legal expenses	30	(50,000,000)	(50,000,000)
Printing, energy, telecommunication, etc.	31	(50,000,000)	(50,000,000)
Stationery, printing, advertisement, etc.	32	(50,000,000)	(50,000,000)
Marketing, Director's salary and fees	33	(50,000,000)	(50,000,000)
Director's fees	34	(50,000,000)	(50,000,000)
Assistant fees	35	(50,000,000)	(50,000,000)
Charges on loan losses	36	(50,000,000)	(50,000,000)
Depreciation and repair of Bank's assets	37	(50,000,000)	(50,000,000)
Other expenses	38	(50,000,000)	(50,000,000)
Total operating expense (B)		(700,000,000)	(700,000,000)
Profit / (Loss) before provision (C=A-B)		595,000,000	595,000,000
Provision for Bank's assets	39	(50,000,000)	(50,000,000)
Provision for diminution in value of investments	40	(50,000,000)	(50,000,000)
Provision for impairment of loan margin loan	41	(50,000,000)	(50,000,000)
Other provisions	42	(50,000,000)	(50,000,000)
Total provision (D)		(200,000,000)	(200,000,000)
Total profit / (Loss) before taxes (C-D)		395,000,000	395,000,000
Provision for taxation	43	(50,000,000)	(50,000,000)
Current tax	44	(50,000,000)	(50,000,000)
Deferred tax (Reversed)	45	(50,000,000)	(50,000,000)
Net profit after taxation		295,000,000	295,000,000
Reversed earnings brought forward from previous year	20.1	1,000,000,000	1,000,000,000

Consolidated Profit and Loss Account

For the year ended 31 December 2020

Particulars	Notes	Amount in Taka	
		2020	2019 (Restated)
Appropriations			
Statutory reserve			
Non-controlling interest		(3)	(4)
General reserve		(6)	(4)
Retained surplus	20	3,620,860,925	3,393,214,399
Earnings per share (EPS) (Restated)	45	3.65	3.37

These financial statements should be read in conjunction with the annexed notes 7 to 23


Chairman


Director


Director


Managing Director

See annexed auditors' report to the Shareholders of the date

Dated: 31 March 2021

ACNAGIN, Chartered Accountants


Abu Sayed Mohammed Nayeem PCA
Partner
ICAB Enrollment No. 6 0005
DNC: 210-10000540000007

Parameter	Prime Bank Limited	Eastern Bank Limited	The City Bank Limited	BRAC Bank Limited
Loans & Advances	232.40	228.94	268.20	273.06
Deposits	233.03	242.36	254.78	289.05
Investments	54.88	63.95	46.25	68.90

Parameter	Prime Bank Limited	Eastern Bank Limited	The City Bank Limited	Brac Bank Limited
Loans & Advances (BDT in million)	263,015	271,602	286,380	321,212
Deposits (BDT in million)	243,070	267,448	282,064	314,599
Investments (BDT in million)	59,144	68,901	54,920	51,591

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: Nawaz in
2. Occupation: Teacher
3. Do you have an account with Prime Bank PLC?

YES
 NO

4. In which other bank do you have an account other than PBL?
Brac (Only if Applicable)

5. What do you think about Prime Bank PLC?

Good
 Best
 Can Improve
As per (Any other Comments)

6. Have you used the Green Services of PBL?

YES
 No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?

N/A

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)

YES
 NO
Don't know (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: Zarif
2. Occupation: Student
3. Do you have an account with Prime Bank PLC?

YES
 NO

4. In which other bank do you have an account other than PBL?
City (Only if Applicable)

5. What do you think about Prime Bank PLC?

Good
 Best
 Can Improve
_____ (Any other Comments)

6. Have you used the Green Services of PBL?

YES
 No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?

N/A

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)

YES
 NO
Good Service (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: Nasrin
2. Occupation: Beautician
3. Do you have an account with Prime Bank PLC?
 YES
 NO

4. In which other bank do you have an account other than PBL?
No (Only if Applicable)

5. What do you think about Prime Bank PLC?

- Good
- Best
- Can Improve

As heard (Any other Comments)

6. Have you used the Green Services of PBL?

- YES
- No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
N/A

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)

- YES
- NO

As a visitor yes (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: Nasrin
2. Occupation: Teacher
3. Do you have an account with Prime Bank PLC?
 YES
 NO

4. In which other bank do you have an account other than PBL?
Brac (Only if Applicable)

5. What do you think about Prime Bank PLC?

- Good
- Best
- Can Improve

As heard (Any other Comments)

6. Have you used the Green Services of PBL?

- YES
- No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
N/A

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)

- YES
- NO

Don't know (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: MD Alamgir Hossain
2. Occupation: Banker, Executive officer

3. Do you have an account with Prime Bank PLC?
 YES
 NO

4. In which other bank do you have an account other than PBL?
None (Only if Applicable)

5. What do you think about Prime Bank PLC?
 Good
 Best
 Can Improve
 _____ (Any other Comments)

6. Have you used the Green Services of PBL?
 YES
 No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
N/A

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)
 YES
 NO
 _____ (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: MD Golam Mostafez
2. Occupation: service

3. Do you have an account with Prime Bank PLC?
 YES
 NO

4. In which other bank do you have an account other than PBL?
Exim (Only if Applicable)

5. What do you think about Prime Bank PLC?
 Good
 Best
 Can Improve
 _____ (Any other Comments)

6. Have you used the Green Services of PBL?
 YES
 No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
Smooth operations and Competitive feature to avoid cover all required service

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)
 YES
 NO
 _____ (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: Ahmedul Hamid Babu
 2. Occupation: Service
 3. Do you have an account with Prime Bank PLC?
 YES
 NO
 4. In which other bank do you have an account other than PBL?
 _____ (Only if Applicable)
 5. What do you think about Prime Bank PLC?
 Good
 Best
 Can Improve
 _____ (Any other Comments)
 6. Have you used the Green Services of PBL?
 YES
 No
 7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
N/A
 8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)
 YES
 NO
 _____ (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: Finoz Ali
 2. Occupation:
 3. Do you have an account with Prime Bank PLC?
 YES
 NO
 4. In which other bank do you have an account other than PBL?
BRAC (Only if Applicable)
 5. What do you think about Prime Bank PLC?
 Good
 Best
 Can Improve
 _____ (Any other Comments)
 6. Have you used the Green Services of PBL?
 YES
 No
 7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
N/A
 8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)
 YES
 NO
 _____ (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: RINU AKTER
2. Occupation: Service
3. Do you have an account with Prime Bank PLC?
 YES
 NO

4. In which other bank do you have an account other than PBL?
N/A (Only if Applicable)

5. What do you think about Prime Bank PLC?
 Good
 Best
 Can Improve
 _____ (Any other Comments)

6. Have you used the Green Services of PBL?
 YES
 No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
N/A

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)
 YES
 NO
Very Satisfied (Any other Comments)

BRAC UNIVERSITY
A COMPARATIVE CASE STUDY ON GREEN BANKING ANALYSIS OF PBL
Survey Questionnaire

1. Name: Md. Hananur Rashid
2. Occupation: Service
3. Do you have an account with Prime Bank PLC?
 YES
 NO

4. In which other bank do you have an account other than PBL?
None (Only if Applicable)

5. What do you think about Prime Bank PLC?
 Good
 Best
 Can Improve
 _____ (Any other Comments)

6. Have you used the Green Services of PBL?
 YES
 No

7. If your answer in question number 6 is yes then comment on your experience with PBL green products?
My prime which is online Banking App of prime bank. it is very good to doing banking in online.

8. Are you satisfied with the service of Prime Bank? (Only applicable if you have an account with the bank)
 YES
 NO
 _____ (Any other Comments)

Vertical Analysis

Common Size Income Statement (2022-2020)

Particulars	2022	2021	2020
Profit on Investment	100%	100%	100%
Less: Profit paid on Deposits & Borrowings etc.	75%	84%	63%
Net Profit on Investments	25%	16%	37%
Income from investments in shares & securities	10%	31%	3%
Commission, Exchange Earnings & Brokerage	7%	8%	9%
Other Operating Income	3%	2%	3%
	20%	41%	15%
TOTAL OPERATING INCOME (A)	45%	57%	52%
Salary & Allowances	16%	21%	24%
Rent, Taxes, Insurance, Electricity etc.	4%	4%	0%
Legal Expenses	0%	0%	0%
Postage, Stamp, Telecommunication.	0%	0%	0%
Stationery, Printing, Advertisement.	1%	1%	0%
Managing Director's salary & fees	0%	0%	0%
Directors' Fee & Other benefits	0%	0%	0%
Shariah Supervisory Committee's Fees & Expenses	0%	0%	0%
Audit Fees	0%	0%	0%
Charges on Investment losses			0%

Depreciation and Repair of Bank's Assets	2%	3%	4%
Zakat Expenses			0%
Other Expenses	3%	4%	0%
TOTAL OPERATING EXPENSES (B)	26%	34%	4%
Profit / (Loss) Before Provision (C)=(A-B)	19%	23%	15%
Provision for investments.			0%
Specific Provision	2%	5%	0%
General Provision	1%	0%	0%
Special General Provision-COVID-19	0%	1%	2%
Provision for Start-up Fund	0%	0%	0%
Provision for Off-Balance Sheet items	0%	1%	1%
Provision for diminution in value of investments	0%	0%	0%
Provision for impairment of client margin investments	0%	0%	0%
Other Provision	0%	1%	0%
Total Provision (D)	3%	7%	4%
Total Profit / (Loss) before Taxes (E)=(C -D)	17%	16%	11%
Provision for Taxation	8%	1%	5%
Current Tax	8%	9%	6%
Deferred Tax	0%	2%	1%

Net Profit / (Loss) after Taxation :	9%	8%	7%
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Common Size Balance Sheet (2022-2020)

Particulars	2022	2021	2020
PROPERTY & ASSETS			
CASH	5.77%	14.06%	6.66%
Cash in Hand (including foreign currencies)	0.84%	0.79%	0.91%
Balance with Bangladesh Bank & its agent Bank (inc. Foreign Currencies)	4.93%	13.27%	5.75%
BALANCE WITH OTHER BANKS AND FINANCIAL INSTITUTIONS	0.87%	0.97%	0.36%
In Bangladesh	0.49%	0.14%	7.00%
Outside Bangladesh	0.38%	0.83%	0.29%
PLACEMENT WITH BANKS & FINANCIAL INSTITUTIONS	0.05%	0.00%	0.00%
INVESTMENTS IN SHARES & SECURITIES	13.79%	3.20%	10.77%
Government	12.03%	1.62%	7.39%
Others	1.76%	1.57%	3.38%
INVESTMENTS	72.39%	74.06%	74.43%
General investments etc.	70.64%	73.14%	71.56%
Bills purchased and Discounted	1.75%	0.93%	2.87%
FIXED ASSETS INCLUDING PREMISES, FURNITURE & FIXTURE	1.72%	1.76%	1.61%

OTHER ASSETS	5.41%	5.95%	6.16%
NON-BANKING ASSETS			
TOTAL ASSETS	100.00%	100.00%	100.00%
LIABILITIES & CAPITAL			
Liabilities			
PLACEMENT FROM BANKS & FINANCIAL INSTITUTIONS	5.67%	5.48%	8.47%
DEPOSITS AND OTHER ACCOUNTS	79.08%	77.36%	73.94%
Al-Wadeeah Deposits & Other Deposits	9.57%	9.61%	8.20%
Bills Payable	1.78%	1.21%	0.97%
Mudaraba Savings Deposits	6.08%	7.42%	8.86%
Mudaraba Short Term Deposits	3.44%	4.82%	6.91%
Mudaraba Term Deposits	53.10%	48.10%	41.68%
Mudaraba Deposit Schemes	5.11%	6.21%	7.31%
OTHER LIABILITIES	7.92%	9.51%	9.92%
TOTAL LIABILITIES	92.68%	92.35%	92.33%
CAPITAL/SHAREHOLDERS' EQUITY			
Paid-up Capital	4.32%	4.59%	4.58%
Statutory Reserve	2.51%	2.75%	2.79%

General Reserve	0.00%	0.00%	0.00%
Revaluation Reserve on Investment	0.04%	0.00%	0.00%
Surplus in Profit and Loss Account/Retained earnings	0.45%	0.31%	0.30%
TOTAL SHAREHOLDERS' EQUITY	7.32%	7.65%	7.67%
Minority Interest	0.00%	0.00%	0.00%
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	100.00%	100.00%	100.00%

Horizontal Analysis

Comparative Common Size Income Statement (2022-2020)

Particulars	2022	2021	2020
Profit on Investment	63%	30%	14%
Less: Profit paid on Deposits & Borrowings etc.	71%	53%	1%
Net Profit on Investments	42%	-27%	49%
Income from investments in shares & securities	-12%	106%	-85%
Commission, Exchange Earnings & Brokerage	3%	-3%	-3%
Other Operating Income	59%	-8%	12%
	0%	60%	-49%
TOTAL OPERATING INCOME (A)	-9%	-8%	-27%
Salary & Allowances	50%	57%	55%

Rent, Taxes, Insurance, Electricity etc.	37%	20%	-100%
Legal Expenses	39%	0%	71%
Postage, Stamp, Telecommunication.	5%	-11%	-24%
Stationery, Printing, Advertisement.	47%	5%	-29%
Managing Director's salary & fees	-29%	57%	67%
Directors' Fee & Other benefits	-22%	-59%	-63%
Shariah Supervisory Committee's Fees & Expenses			
Audit Fees	202%	73%	81%
Charges on Investment losses			
Depreciation and Repair of Bank's Assets	64%	104%	135%
Zakat Expenses			
Other Expenses	-6%	28%	-92%
TOTAL OPERATING EXPENSES (B)	39%	47%	-86%
Profit / (Loss) Before Provision (C)=(A-B)	0%	-6%	-46%
Provision for investments.			
Specific Provision	-63%	-24%	-97%
General Provision	578%	17%	52%
Special General Provision-COVID-19			
Provision for Start-up Fund			

Provision for Off-Balance Sheet items	-109%	-6%	52%
Provision for diminution in value of investments	307%	176%	8%
Provision for impairment of client margin investments	-83%	-66%	-68%
Other Provision			
Total Provision (D)	-56%	-8%	-59%
Total Profit / (Loss) before Taxes (E)=(C -D)	25%	-6%	-40%
Provision for Taxation	29%	-90%	-44%
Current Tax	30%	26%	-30%
Deferred Tax	-26%	1038%	598%
Net Profit / (Loss) after Taxation :	14%	-18%	-40%

Comparative Common Size Balance Sheet (2022-2020)

Particulars	2022	2021	2020
PROPERTY & ASSETS			
CASH	31%	216%	54%
Cash in Hand (including foreign currencies)	55%	44%	70%
Balance with Bangladesh Bank & its agent Bank (including Foreign Currencies)	28%	240%	52%
BALANCE WITH OTHER BANKS AND FINANCIAL INSTITUTIONS	-40%	-34%	-75%

In Bangladesh	-61%	-89%	-94%
Outside Bangladesh	86%	299%	46%
PLACEMENT WITH BANKS & FINANCIAL INSTITUTIONS	-74%	-99%	
INVESTMENTS IN SHARES & SECURITIES	51%	-65%	20%
Government	64%	-78%	2%
Others	-1%	-13%	92%
INVESTMENTS	25%	27%	31%
General investments etc.	25%	28%	29%
Bills Purchased and Discounted	17%	-39%	94%
FIXED ASSETS INCLUDING PREMISES, FURNITURE & FIXTURES	3%	5%	-2%
OTHER ASSETS	19%	29%	37%
NON-BANKING ASSETS			
TOTAL ASSETS	26%	25%	28%
LIABILITIES & CAPITAL			
LIABILITIES			
PLACEMENT FROM BANKS & FINANCIAL INSTITUTIONS	-6%	-11%	42%
DEPOSITS AND OTHER ACCOUNTS	30%	26%	24%

Al-Wadeeah Deposits & Other Deposits	20%	19%	4%
Bills Payable	48%	-1%	-18%
Mudaraba Savings Deposits	30%	57%	93%
Mudaraba Short Notice Deposits	60%	122%	227%
Mudaraba Term Deposits	30%	17%	4%
Mudaraba Deposit Schemes	29%	55%	87%
OTHER LIABILITES	24%	48%	58%
TOTAL LIABILITIES	27%	25%	28%
CAPITAL / SHAREHOLDERS' EQUITY			
Paid-up Capital	21%	27%	30%
Statutory Reserve	21%	31%	37%
General Reserve			
Revaluation Reserve on Investment	3096%	-35%	
Surplus in Profit and Loss Account/ Retained earnings	12%	-25%	-25%
Non-controlling Interest	-100%	-100%	-100%
TOTAL SHAREHOLDERS' EQUITY	11005038%	11355462%	11685981%
TOTAL LIABILITIES & SHAREHOLDERS' EQUITY	26%	25%	28%

Net Asset Value (NAV) per share (Restated)	0%	-4%	-1%
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Interview Questionnaires

- 1) Could you give a summary of the green banking programmes that your bank is involved in, especially with reference to green loans?
- 2) What motivated your bank to begin providing loans through green banking?
3. What qualifications must a person or business meet in order to apply for a green loan?
- 4)In what categories does your bank provide green loans?
- 5) How is the environmental effect of projects financed by green loans overseen by your bank?
- 6) In order to encourage green financing, does your bank work with any governmental or environmental organizations?