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This Annual Report is published within three months of the Balance Sheet date and the HTML version in addition to the PDF version is also published on-line on the same date as the date of issue of this Report. (www.combank.net)

The last decade was a high growth decade for the Bank.

Today, Commercial Bank is the largest and the most admired private Bank in Sri Lanka.

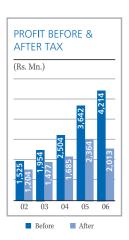
The next decade will see a quantum leap in growth.

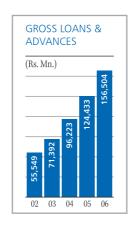
**Our New MISSION** 

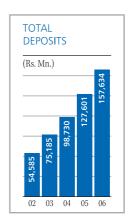
# Redefining convenience in financial services

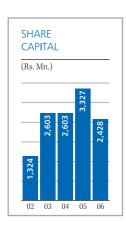
will guide the underpinnings of this growth.

Our New VISION is
To be the PREFERRED financial services
organization in Sri Lanka, having an
international presence
by the year 2011

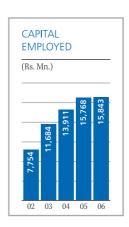












#### Financial Goals & Achievements

	Goal	Achievements					
Financial Indicator (%)		2006	2005	2004	2003	2002	
Return on Average Assets	Over 2	1.00	1.48	1.35	1.61	1.82	
Return on Average Shareholders' Funds	Over 20	12.73	15.93	13.16	15.20	16.61	
Growth in Income	Over 20	51.99	31.00	22.17	20.26	1.96	
Growth in Profit after Taxation	Over 20	(14.87)	40.33	14.03	22.71	19.21	
Growth in Total Assets	Over 20	24.38	30.04	25.57	50.34	24.02	
Dividend Rate	Over 40	50.00	45.00	60.00	50.00	50.00	
Capital Adequacy Ratios (Group)							
Tier I	Over 8	7.62	9.68	10.78	13.43	14.94	
Tier I & II (Total Capital)	Over 13	11.58	12.08	13.16	15.46	15.07	

			Bank			Group
_	2006	2005	Change	2006	2005	Change
Populta for the man	Rs. Mn.	Rs. Mn.	%	Rs. Mn.	Rs. Mn.	%
Results for the year Income 2	4,469.470	16,099.645	51.99	24,451.866	16,225.377	50.70
	4,213.545	3,641.960	15.69	4,321.153	3,668.048	17.81
	2,200.917	1,277.720	72.25	2,248.751	1,309.969	71.66
	2,012.628	2,364.240	(14.87)	2,072.402	2,358.079	(12.11)
	3,169.017	1,917.475	65.27	3,216.851	1,951.393	64.85
Gross Dividends	911.413	869.717	4.79	911.413	869.717	4.79
At the year end						
Shareholders' Funds (Capital and Reserves)	5,842.841	15,768.383	0.47	16,016.460	15,953.573	0.39
Deposits from Customers 15	7,634.070	127,601.280	23.54	157,531.828	127,490.713	23.56
Gross Loans & Advances to Customers 15	6,503.730	124,433.419	25.77	156,401.538	124,350.117	25.78
Total Assets 22	3,974.253	180,077.463	24.38	224,060.639	180,135.051	24.38
Information per Ordinary Share						
Earnings (Basic) (Rs.)	12.71	14.94	(14.93)	13.12	14.89	(11.89)
Dividends (Rs.)	5.00	4.50	11.11	5.00	4.50	11.11
Net Assets Value per Ordinary Share (Rs.)	103.93	97.06	7.08	105.14	98.36	6.89
Market Value at the year end - Voting (Rs.)	190.00	135.50	40.22	190.00	135.50	40.22
Market Value at the year end - Non-Voting (Rs.)	89.00	57.50	54.78	89.00	57.50	54.78
Ratios						
Return on Average Shareholders' Funds (%)	12.73	15.93	(20.09)	12.96	15.69	(17.40)
Return on Average Assets (%)	1.00	1.48	(32.43)	1.03	1.47	(29.93)
Price Earnings (times) - Ordinary Voting Shares	14.95	9.02	65.74	14.47	7.44	94.49
Price Earnings (times) - Ordinary Non-Voting Shares	7.00	3.83	82.77	6.78	4.19	61.81
Year on year Growth in Earnings (%)	(14.87)	40.33	(136.87)	(12.11)	36.53	(133.15)
Year on year Growth in Dividends on Ordinary Shares (%	) 11.11	(25.00)	144.44	11.11	(25.00)	144.44
Dividend Yield (%) - Ordinary Voting Shares	2.63	3.32	(20.78)	2.63	3.32	(20.78)
Dividend Yield (%) - Ordinary Non-Voting Shares	5.62	7.83	(28.22)	5.62	7.83	(28.22)
Dividend Cover on Ordinary Shares (Times)	2.54	3.34	(23.95)	2.63	3.33	(21.02)
Dividend Cover on Preference Shares (Times)	10.19	10.26	(0.68)	10.50	10.24	2.54
Total Dividend Cover (times)	2.21	2.72	(18.75)	2.27	2.71	(16.24)
Statutory Ratios						
Liquid Assets (%)	22.64	24.51	(7.63)	22.64	24.51	(7.63)
Capital Adequacy -						
Tier I (%) -Minimum Required 5%	7.61	9.64	(21.06)	7.62	9.68	(21.28)
Tier I & II (%) - Minimum Required 10%	11.56	12.03	3.91	11.58	12.08	(4.14)

# DEAR SHAREOWNER,

# HAVING ESTABLISHED ITS POSITION AS A TRENDSETTER AND THE PREMIER FINANCIAL INSTITUTION, THE BANK IS POISED TO MAKE A QUANTUM LEAP OVER THE NEXT FEW YEARS



The Bank soon hopes to be a global player delivering its high quality and state-of-the-art products to diverse customers in different parts of the world.

The Bank will focus on making itself more accessible to its customers in terms of delivery channels, products, technology and overall convenience. Our goal is to provide a broad array of options and make banking and financial services truly customer friendly.

The Bank concluded yet another remarkable year in 2006. Our performance is even more creditable given the tough external environment. It is a testimony to the Bank's resilience that it is able to perform and perform extremely well, in good times and in bad.

The Bank retained the AA+ (lka) national rating, by Fitch Ratings Lanka Ltd. (FRL), for its implied long-term unsecured senior debt and maintained its position as the indigenous private bank with the highest rating from FRL.

Despite an uncertain security scenario, the Bank, its subsidiaries and associate companies marked yet another exceptionally successful year, recording a pre-tax profit (before the Financial Value Added Tax on profit) of Rs. 5.292 billion for 2006. This is a growth of Rs. 999.458 million or 23.28% over the previous year.

The Financial Value Added Tax calculated on the basis of 20% of the staff emoluments and the pre-tax profit (after charging it) amounted to Rs. 970.958 million. After providing for this Financial Value Added Tax, the profit before corporate tax amounted to Rs. 4.321 billion, a growth of Rs. 653.105 million or 17.81%.

This profit includes a gain of Rs. 749.800 million realised on the disposal of DFCC shares and an initial provision of Rs. 1.654 billion to the restructured pension scheme, two exceptional items during the year. However, after discounting for the above two items, the Group recorded a normalised pre-tax profit of Rs. 5,074.624 million, an impressive growth of Rs. 1,406.576 million or 38.34% over the previous year.

Post-tax profit of the Bank for the year amounted to Rs. 2.013 billion compared to Rs. 2.364 billion recorded for 2005. The main reason for the decrease in post-tax profit was the increase in the provision for corporate tax from Rs. 1.278 billion in 2005 to Rs. 2.201 billion in 2006 mainly due to the increase in corporate tax rate from 30% to 35% in 2006 and a sum of Rs. 1,669.7 million out of the provision for the restructured pension scheme being disallowed for tax purposes.

The normalised post-tax profit of the Bank amounted to Rs. 2,766.099 million, representing a growth of Rs. 401.860 million or 17.00% over the previous year.

A 5.37% depreciation of the Rupee during 2006 helped to boost the exchange profit to Rs. 1,439.008 million for 2006 compared to an exchange profit of Rs. 586.915 million in the previous year.

Commission and other income recorded a growth of Rs. 251.581 million to reach Rs. 2,011.285 million, up by 14.30% compared to the previous year. Total operating expenses including the loan losses and provisions increased from previous year's Rs. 5,231.625 million to Rs. 8,301.315 million in 2006 recording an increase of 58.68%.

Total deposits rose from Rs. 127.601 billion at the end of 2005 to Rs. 157.634 billion at the end of 2006. This represents a growth of Rs. 30.033 billion or 23.54%. Net loans, advances and leases rose from Rs. 118.763 billion to Rs. 150.532 billion, a growth of Rs. 31.769 billion or 26.75%.

The Group's total assets grew from Rs. 180.135 billion to Rs. 224.061 billion at end 2006 representing a growth of Rs. 43.926 billion or 24.38%.

The Bank ended 2006 as the largest indigenous private sector bank in the country. The Bank's market capitalisation at the year end was the highest among all financial institutions in Sri Lanka.

An interim dividend of 15% was paid by the Bank in November 2006. A final dividend of 35% has been recommended by the Directors for your approval, thus bringing the total dividends for 2006 to 50%, as against total dividends of 45% paid for 2005. As you may be already aware, subject to the receipt of the necessary regulatory and shareholder approvals, the Boards of Directors of your Bank and the NDB bank announced in January 2007 their decisions to explore the feasibility of merging the two banks. Given the respective strengths, the two banks believe that a merger will help in realising potential synergies and in exploiting opportunities in the international markets.

Further, subject to the receipt of the necessary approvals from the Colombo Stock Exchange and the shareholders, your Board of Directors, announced a rights issue of ordinary shares on the basis of three new ordinary shares for every ten existing ordinary shares at Rs. 138/- and Rs. 65/- for voting and non-voting shares respectively, to be followed by a scrip issue of ordinary shares on the basis of one share for every three shares held on the enhanced share capital consequent to the proposed rights issue. The purpose of the proposed rights issue is to strengthen the capital funds position and to support the future expansion projects of the Bank.

## **Supplementing Deposit Mobilisation**

In 2005, the Bank successfully mobilised Rs. 1.309 billion through a debenture issue.

A further Rs. 2.127 billion was raised in 2006, through the issue of two series of Unsecured Subordinated Redeemable Debentures. The funds raised will supplement deposit mobilisation and help the expansion of the medium to

long-term loan book of the Bank while further strengthening the funding mix of the Bank.

Towards the end of 2006, the Bank mobilised US \$ 10 million through an issue of a 5-year bond, the first time the Bank has raised funds for such a long period in US \$ bonds. This is the first time that an indigenous bank in Sri Lanka had raised capital through a bond denominated in foreign currency.

We have been able to supplement the deposit mobilisation efforts as detailed above given that we have been able to sustain our AA+ (lka) credit rating despite the volatile political conditions.

The Statutory Liquid Assets Ratio (SLAR) and working liquidity of the Bank have also improved as a result of the funds so mobilised. Since the last issue of debentures is listed in the Colombo Stock Exchange, it has provided members of the public with an opportunity to invest in a tradable security that has been assigned AA (lka) rating by FRL.

All these debt issues qualify as Tier II capital, strengthening further the Capital Adequacy Ratio of the Bank.

# **Corporate Responsibility under independent scrutiny**

This year the Bank took the bold step of opening up its Corporate Responsibility for scrutiny by the global agency Det Norske Veritas popularly known as DNV. This makes Commercial Bank the first company in the Asian region to voluntarily throw itself up for such independent expert evaluation. We are proud of the B+ rating that the Bank has earned for its Corporate Responsibility. In keeping with emerging global trends of good reporting, the Board decided to publish DNV's Corporate Responsibility Rating Report which appears on pages 37 to 45 of this Annual Report.

#### **Best Bank for Eight Years**

The Bank continued to win many awards and accolades in 2006. The prestigious US based 'Global Finance Magazine' chose Commercial Bank as 'The Best Bank in Sri Lanka' for the eighth consecutive year. The criteria for choosing the winner included growth in assets, profitability, capital strength, strategic relationships, customer service, competitive pricing and innovative products.

# Overall Winner of Business Excellence

The Bank qualified for a number of awards at the recently held National Business Excellence Awards 2006, organised by the National Chamber of Commerce. The Bank won the Overall Award for Business Excellence, the Extra Large Category Award, the Block Buster Performance Award, the Overall Award in the Banking Sector and the Award for Business and Financial Sustainability.

The Bank was also conferred 'Silver' and 'Merit' Awards in the Financial Category at the National Best Quality Software Awards (NBQSA) 2006 competition conducted by the Sri Lankan section of the British

Computer Society. 'Com e-Load' won the Silver Award in the Financial Category while 'ComBank Online' won the Merit Award in the same Category.

## **Best Annual Report for Five Years Running**

The Bank's Annual Report for 2005 won the Overall Award and the Award in the Banking Institutions Sector for the fifth consecutive year at the Annual Report Awards Competition organised by The Institute of Chartered Accountants of Sri Lanka (ICASL).

At the recent South Asian Federation of Accountants (SAFA) Awards too the Bank's Annual Report was placed first in the Banking Sector for the fifth consecutive year. In addition, it also won the award for the Best Corporate Governance Disclosures and was placed the second runner-up in the overall category. These awards are ample testimony to our commitment to transparency and disclosure.

# **Investing in the Next Generation**

Under a new CSR project launched last year, the Bank presented 100 scholarships to undergraduates from different parts of the country. Each scholarship provides Rs. 2,500/- a month for 10 months of a calendar year during the period of study in the university. This is the first time the Bank has got involved in a project on higher education. The undergraduates were chosen in collaboration with the University Grants Commission and according to the criteria used by the Mahapola Scholarship Scheme.

Commercial Bank also assisted ten families living in the Matara District who had lost their homes due to the tsunami which occurred in 2004. They were provided with new homes by the Bank at a cost exceeding Rs. 5 million.

The Bank donated Rs. 2 million towards the South Asian Games held in Colombo and also provided a public address system to the Government Hospital at Karapitiya at a cost of over Rs. 600,000/-.

#### **Building a Sustainable Economy**

The Government must soon offer a political solution with a view to resolving the ethnic conflict. Such a political solution will hopefully set in motion a process that will create the conditions for a sustainable and dynamic economy.

The GDP is estimated to have recorded an impressive growth of 7% in real terms in 2006. The budget deficit was contained at 8.7% of GDP in 2006 according to revised figures. This is a reduction from the figure of 9.1% budgeted earlier for 2006. Unemployment had declined to 6.4% by the end of the third quarter of 2006, one of the lowest rates recorded after Sri Lanka gained independence.

Favourable weather, while boosting agricultural production, helped to increase hydro-electricity generation and reduced the dependence on thermal power generation, making a significant contribution to overall economic growth.

While acknowledging the resilience of the Sri Lankan economy and its favourable medium-term growth prospects, it is imperative that the Government pays more attention to fiscal discipline and concentrate on enhancing its revenue while combating corruption and wastage. Failure to do so will result in ballooning budget deficits, which in turn would exert inflationary pressures leading to high interest rates.

Policy consistency is an area in which Sri Lanka has had a poor record. In this regard, I welcome the establishment of the Economic Advisory Council and the Expert Panel set up by the Central Bank.

The Government's emphasis on infrastructure development, including power and roads, augurs well.

According to the budget for 2007, the proposed increase in public investments from Rs. 162.242 billion in 2006 to Rs. 240.422 billion in 2007 will boost long-term growth potential.

# Transforming into a Global Player

We have set our sights on the region and beyond and will soon begin to establish our presence in different parts of the world. We hope we can bring the innovation and dynamism that have transformed our Sri Lankan operation, to our operations in other parts of the world.

#### A Team Effort

Our staff, under the guidance of the Managing Director, played a pivotal role in this magnificent performance. I would like to acknowledge their role and applaud their efforts.

My thanks also go to my colleagues on the Board for the inspiration and the guidance they have provided to the Institution.

I take this opportunity to thank
Mr. J.S. Mather, our former Deputy
Chairman, who resigned last year, after
17 years of service. I also wish to thank
Mr. Sanjiva Senanayake for his services
to the Bank and warmly welcome
Mr. G. Galludec who replaced him on
the Board. I extend a warm welcome to
Deshamanya Ken Balendra who joined
the Board during the year.

It is with a profound sense of sadness that I record the deaths of Mr. M.R.V. de Almeida, a former Managing Director of Commercial Bank and Dr. M.J.P. de Silva, a former Director of the Bank. On behalf of the Bank, I offer my sincere condolences to the members of their families.

We look forward to another challenging year and a year of transformation as the Bank seeks new borders and a new niche in the regional and global financial world.

M.J.C. Amarasuriya

held A

Chairman

Colombo

February 15, 2007

#### **Board of Directors**



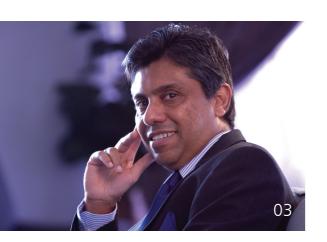






- 01. M.J.C. Amarasuriya (Chairman)
- 02. B.R.L Fernando (Deputy Chairman)
- 03. A.L. Gooneratne (Managing Director)
- 04. Dr. H.S. Wanasinghe
- 05. A.N. Fonseka
- 06. Lalin J.A. Fernando
- 07. Iyad M. Malas
- 08. Dinesh Weerakkody
- 09. G. Galludec (Alternate to Iyad M. Malas)
- 10. Deshamanya Ken Balendra
- 11. Mrs. R.R. Dunuwille (Company Secretary)















#### **Board of Directors**

#### M.J.C. Amarasuriya - Chairman

First appointed to the Board on May 15, 1986 and appointed Chairman on January 1, 1995.

No. of Shares held: 309,864 (Voting) and 104,932 (Non-Voting).

Chairman of

Pelwatte Sugar Industries Ltd. Serendih Flour Mills (Pvt.) Ltd. Equity Investments Lanka Ltd. Commercial Fund Management (Pvt.) Ltd.

Director of

Commercial Leasing Co. Ltd.

Past Chairman of

Joint Business Forum of Chambers of Commerce and Industry, Employers' Organisations and Trade Associations of Sri Lanka (JBIZ).

The Employers' Federation of Ceylon.

International Chamber of Commerce, Sri Lanka.

Regional Industry Service Committee of the North-Western Province

Former Deputy Chairman of Hayleys Ltd.

#### **B.R.L Fernando** - Deputy Chairman

First appointed to the Board on January 1, 1995 and appointed Deputy Chairman on April 6, 2006.

No. of Shares held: 4,778 (Non-Voting)

Fellow of The Institute of Chartered Accountants of Sri Lanka

Chairman of

Chemical Industries (Colombo) Ltd.

CIC Fertilizers (Pvt) Ltd.

CIC Seeds (Pvt) Ltd.

CIC Feeds (Pvt) Ltd.

CIC Vetcare (Pvt) Ltd.

CIC Agri-biotech (Pvt) Ltd.

CIC Poultry Farms Ltd.

CIC Bio Security Breeder Farms Ltd.

CISCO Speciality Packaging (Pvt) Ltd.

Director of

Rainwear (Pvt) Ltd.

Trustee of The Employers' Federation of Ceylon

Possesses extensive experience in Finance and Commerce

#### A.L. Gooneratne - Managing Director

First appointed to the Board as the Managing Director on January 6, 1997.

Joined the Bank in March 1983 and held several senior positions prior to his appointment as the General Manager/Chief Executive in March 1996.

No. of Shares held: 390,158 (Voting) and 17,324 (Non-Voting)

Fellow of The Institute of Chartered Accountants, England & Wales

Director of

The Financial Ombudsman, Sri Lanka (Guarantee) Ltd.

Council Member of

The Employers' Federation of Ceylon.

Former Chairman of

The Sri Lanka Banks' Association (Guarantee) Ltd.

Represents the Bank's interests on the Boards of all of its Associate and Subsidiary Companies.

#### Dr. H.S. Wanasinghe

First appointed to the Board on January 5, 1990.

No. of Shares held: Nil.

Senior Visiting Fellow of the Institute of Policy Studies.

Member of

Council of Fellows of the Marga Institute.

Member of

Board of Directors of the Centre for Policy Alternatives

Director of

Commercial Development Co. Ltd.

Served the United Nations Economic and Social Commission for Asia and the Pacific for 15 years and on return to Sri Lanka in 1986 served as the Chairman of the Presidential Committee on Administrative Reforms, the Presidential Taxation Commission and the Public Investment Management Board, Before joining the United Nations, served as a Member of the Ceylon Civil Service for 24 years.

#### A.N. Fonseka

First appointed to the Board on January 31, 2000.

No. of Shares held: 622 (Non-Voting).

Director of

DFCC Bank (General Manager/Chief Executive)

Chairman of

Colombo Stock Exchange.

Vice-Chairman of

Association of Development Financing Institutions in Asia and the Pacific (ADFIAP).

Member - Governing Board of

The National Institute of Business Management. Post Graduate Institute of Management, University of Sri Jayawardenapura

Member of

Financial Sector, Capital Markets and Taxation Clusters of the National Council for Economic Development (NCED)

Committee Member of

The Ceylon Chamber of Commerce.

#### Lalin J.A. Fernando

First appointed to the Board on April 25, 2003.

No. of Shares held: Nil.

Founder & Managing Director of Standard Trading Company (Pvt) Ltd.

Director of

L.F. Holdings (Pvt) Ltd.

L.F. Teas (Pvt) Ltd.

STC Logistics (Pvt) Ltd.

STC Trading House (Pvt) Ltd.

Motor Marvels (Pvt) Ltd. Frontier Automotive (Pvt) Ltd.

Koboshu Corporation (Pvt) Ltd.

Horana Plantations Ltd.

Unidil Packaging (Pvt) Ltd.

Cevtea Plantation Management Ltd.

Research International (Pvt) Ltd.

Marlinkspike Property Developers (Pvt) Ltd.

Counts over 35 years experience in the Tea Trade and Private Sector Management.

#### Iyad M. Malas

First appointed to the Board on November 23, 2004.

No. of Shares held: Nil.

Holds an MBA from George Washington University and is a Chartered Financial Analyst.

Has been with the World Bank Group since 1987 and was previously a Manager in the IFC's Central Asia, Middle East and North Africa Department.

As Head of the investment bank, Fleming CIIC in Cairo, was responsible for the creation of the largest investment bank in the MENA region.

Instrumental in developing the Emerging Markets Data Base into a fully-fledged commercial product.

Extensive experience working in Latin America, Asia, South Europe and the Middle East.

Possesses extensive experience in the private sector and IFC including strong industry knowledge in General Manufacturing, Information Technology and Financial Markets.

#### **Dinesh Weerakkody**

First appointed to the Board on July 29, 2005.

No. of Shares held: Nil.

Graduate in Business Administration.

Holder of a Master's Degree in Business Administration (MBA) from the University of Leicester, England.

Associate of the Chartered Institute of Management Accountants, UK.

Managing Director of Cornucopia Lanka Ltd.

Smithkline Beecham I td.

Director of DFCC Bank

Former Chairman/CEO of

Employees' Trust Fund Board, Sri Lanka.

Advisor to the Prime Minister of Sri Lanka (January 2003 - April 2004).

Human Resource Director of Smithkline - Sri Lanka (January 1998 - November 2005).

Council Member of Chartered Institute of Management Accountants (CIMA) Sri Lanka Division. Sri Lanka Tennis Association

Has received extensive training in Human Resource Management in Singapore, London, Japan, India and in the USA.

### **G. Galludec** - Alternate Director to Iyad M. Malas

First Appointed to the Board on July 6, 2006.

No. of Shares held: Nil.

Graduated from EM Lyon (France).

IFC Country Manager for Sri Lanka and Maldives and Program Manager - South Asia Enterprise Development Facility.

Previously worked in the European Investment Bank in Luxembourg.

First Secretary General of PlaNet Finance and has worked extensively in Micro finance and SME finance worldwide.

Over 20 years of experience in the banking sector with extensive work in Africa, Central Europe and Asia in managerial positions.

#### Deshamanya Ken Balendra

First appointed to the Board on October 02, 2006.

No. of Shares held: Nil.

Conferred the National Honour of Deshamanya by Her Excellency the President of Sri Lanka, in 1998, in recognition of distinguished services of a highly meritorious nature.

Voted as the most effective business leader in Sri Lanka since independence in an opinion poll conducted by the 'Lanka Monthly Digest' in October 2003 and selected as the 'Sri Lankan of the Year' by the same publication in 1998.

Co-chaired the Joint-Study Group which prepared the Indo-Sri Lanka Comprehensive Economic Partnership Agreement that was presented to the Prime Ministers of the two countries in 2003.

Appointed by Her Excellency the President of Sri Lanka to the Task Force for Rebuilding the Nation immediately after the tsunami disaster and has been focusing on the Roads and Bridges Sector.

Honorary Member of The Association of Hotel School Graduates. Tea Traders' Association.

Trustee of

The Royal College Union. The George Keyt Foundation.

Chairman of Brandix Lanka (Pvt) Ltd.

Ceylon Tobacco Co. Ltd.

South Asia Regional Fund, sponsored by the Commonwealth Development Corporation for investment in South Asia.

Investment Committee of Aureos South Asia Fund, a joint venture between the Commonwealth Development Corporation of UK and NORFUND of Norway.

The Board of Trustees of the National Council for

Investment Committee of Aureos Lanka Advisers Ltd.

Director of

Caltex Lubricants Lanka Ltd. Honorary Consul-General for Poland.

Former Chairman of John Keells Holdings Ltd. Bank of Ceylon.

Securities and Exchange Commission.

Insurance Board of Sri Lanka. Ceylon Chamber of Commerce.

Immediate Past President of

Sri Lanka Institute of Directors. Sri Lanka-India Society.

#### Mrs. R.R. Dunuwille - (Company Secretary)

Attoney-at-Law

Chartered Secretary (UK)

#### **Operating Highlights**

BANK'S DEPOSITS GREW BY 23.54%

TO REACH RS. 157.634 BILLION

BANK'S LOANS & ADVANCES GREW BY 25.77%

TO REACH RS. 156.504 BILLION

THE GROWTH RATES OF BOTH DEPOSITS AND ADVANCES OF THE BANK ARE BELIEVED TO BE HIGHER THAN THE INDUSTRY AVERAGES

BANK'S TOTAL ASSETS GREW BY 24.38%

TO REACH RS. 223.974 BILLION

BANK'S ROA DROPPED TO 1.00%

2005 - 1.48%

BANK'S NON-PERFORMING ASSETS RATIO (NPA)

2.74%

2005 - 3.22%

BANK'S PROVISION COVER 60.41%

2005 - 53.85%

GROUP'S PRE-FINANCIAL VAT AND PRE-TAX PROFIT RS. 5.292 BILLION

2005 - RS. 4.293 BILLION

GROUP'S PRE-TAX PROFIT RS. 4.321 BILLION

2005 - RS. 3.668 BILLION

GROUP'S POST-TAX PROFIT RS. 2.072 BILLION

2005 - RS. 2.358 BILLION

GROUP'S CAPITAL ADEQUACY RATIOS TIER I & TIER I & II 7.62% & 11.58%

2005 - 9.68% & 12.08%

# A REMARKABLE PERFORMANCE IN A TURBULENT YEAR

Commercial Bank had a remarkable year in a tough operating environment. The Bank's performance in 2006, in varying and turbulent conditions, exhibits its indomitable spirit as the leading private Sri Lankan Bank.

Our financial performance coupled with the role we played as a leading socially responsible corporate citizen and a model employer, places us at the top of the corporate world in Sri Lanka. We have over the past decade delivered consistent and solid results and shown our resilience to operate in any circumstances. 2006 was no exception

and the Bank delivered value not just to its shareholders, but to the employees, customers, the wider community and the country as a whole.

#### The Bank continues to Grow

In December 2006, we opened our 150th branch in Mahiyanganaya: a remarkable achievement for any financial institution. A total of 16 new branches were opened during the year. Our goal is to establish at least 10 new branches every year and last year we exceeded this target. Our operations in Bangladesh were strengthened by the addition of two new branches during

the year to bring the total number in that country to seven.

Our ATM network was also strengthened and we ended the year with 269 ATMs in Sri Lanka and 8 in Bangladesh.

We have begun to seriously focus on ease of access for customers to our delivery points. It is important that customers are able to access both branches and ATMs speedily and efficiently and so we have started relocating some ATMs with a view to providing greater convenience.



#### **Growing Internationally**

The Bank's new Vision places a premium on having a strong international presence by 2011. We have already taken steps in this regard by investing in Bangladesh. We have made our mark there in a period of three years and for two consecutive years have been rated as the 'Best Foreign Bank' in that country.

We have been looking at the Indian market over the past several years. Sadly, the Indian regulatory environment is not favourable to foreign banks. We still face many hurdles if we are to establish a strong presence there, notably the challenge of raising substantial amounts of capital to set up operations. We will continue to explore every avenue with the idea of having a presence in India at the earliest possible opportunity.

Our presence in the Middle Eastern countries has gained momentum and we are upbeat about the prospects in those states. We have stationed Business Promotion Officers (BPOs) in Kuwait, Qatar and Bahrain, which facilitate the remittance of money from Sri Lankan expatriates based in those countries. While our presence is not in the form of full-scale banking operations, we anticipate upgrading the levels of our activities over the next few years and progressively establishing our brand in that region. BPOs will soon be

stationed in Oman and the UAE. In Italy and Canada we hope to open our own money remittance offices under the brand 'Commex'.

We appointed a BPO in Italy last year to tap into the Sri Lankan expatriate population estimated to be over 125,000, who is operating from the Rome Office of National Exchange Company (NEC). The Bank recently established an arrangement with NEC to remit monies to Sri Lanka using our own e-Exchange system. At present they have 21 offices covering the main towns in Italy, most of which have large pockets of Sri Lankan expatriates.

#### **Redefining Convenience**

We will continue to expand our operations by investing in new infrastructure. We will accompany this with an enhanced focus on making our products more accessible and customer friendly. Not only are we making the branches and ATMs easier to access and use, but we are also progressively reducing the length and number of procedures that precede a transaction. Our goal is enhanced convenience and greater efficiencies all round.

The Bank rolled out a sophisticated cheque viewing facility for its customers last year. For the first time in Sri Lanka, Bank's customers can view images of cleared and paid

cheques issued by them, online, from their own homes and offices by merely clicking an icon on 'ComBank Online,' the Bank's Internet Banking system. All registered 'ComBank Online' customers can make use of this facility free of charge. Shortly, this facility will be extended to cheques deposited as well.

Our Visa Plus Debit, also launched last year, eliminates the need to carry cash. Unlike the credit card, the transaction amount is debited immediately to the customer's account. The Debit card can be used at more than 29 million locations worldwide, including 7,000 local merchants.

In 2005, the Bank launched COM-eLoad facility which allowed the mobile phone top-up facility to the Dialog KIT prepaid customers. Arrangements are being made to extend this facility to post paid customers for bills settlement.

FX Link, a capital guaranteed structured deposit product that was developed towards the latter part of 2006 will be launched shortly. This product will allow the investors the opportunity of earning a higher return by opening a simulated foreign currency trading account.

The Bank's Progressive Saver Account that was rebranded as the Power Saving Account in 2006 grew in popularity. This account enables the customers to receive a bonus interest of up to 100% on their deposit balances depending on the number of withdrawals.

The Bank continued to help industries through the E Friends - II Loan Scheme. The scheme can be used to purchase equipment that leads to a reduction of emission, improvement in safety at the workplace and reduction in the use of resources by existing equipment. Under this loan scheme the Bank also helps highly polluting industries to relocate to special estates that are equipped with special waste treatment plants.

There has been a tremendous response to ComLeap, our tiered savings scheme, since its inception in 2005. In order to make the product even more attractive, the Bank recently increased the interest rates, offering our customers an even better return on their deposits.

In 2006, the Bank tied up with MoneyGram, the global funds transfer company to enhance the Bank's e-Exchange money transfer system. The Bank now offers customers in over 104,000 locations in 170 countries, the ability to transfer funds over the Internet. These funds can be collected

on any day of the year through the Bank's holiday banking facility, which is now available in most parts of the country or from supermarket counters which are open till 7.30 p.m. everyday. The full amount remitted is paid and the beneficiary incurs no charges.

#### **Pension 'Restructuring'**

In line with international best practices the Bank restructured its Pension scheme, under which employees will receive significant 'pay outs' at the time of separation. This pension 'restructuring' brings our terminal benefits policy in line with the rest of the global financial industry. The restructuring cost the Bank a hefty Rs. 1.654 billion in 2006 in terms of the provision required for the past service cost of employees who consented. Despite this, the Bank was able to deliver yet another stellar financial performance. A normalisation of the Bank's profits excluding the provision for the past service cost of restructured pension scheme would place the Bank far ahead of other local banks in terms of profitability.

The potential liability on the Bank's Pension Scheme which was a Defined Benefit Plan fluctuated widely, with funding deficits at times, depending on the movements in the actuarial assumptions such as the rate of interest and the rate of future salary increases. This restructuring resulted in the Pension Scheme being converted to a Defined Contribution Plan.

Each employee will receive a lump sum at the point of separation. Over ninety-nine per cent of our staff exercised the restructured option. We also built in other incentives to ensure that our staff remain with the organisation and do not seek to exit merely because of the substantial lump sum payment.

# **Upgrading the Risk Management Infrastructure**

During the year, we initiated a process towards the establishment of an integrated risk management department within the Bank. Commercial Bank, in consultancy with the Deutsche Bank, Asia Pacific Head Office, Singapore, unleashed a thorough process of review of our existing risk management practices. Our goal is to enhance the Bank's security through a prudent and efficient risk management strategy in partnership with an independent and capable outsider. The Bank hopes to commence implementation of the recommendations of the Deutsche Bank shortly.

#### **Rationalising Our Investments**

In 2006, we disposed of our investment in the DFCC Bank for Rs. 1,909.259 million and realised a capital gain of Rs. 749.802 million.

#### **Exchange Rates Stabilise**

After about two years of volatility, the exchange rates began to stabilise towards the latter part of 2006. In 2005, the Bank suffered considerably because of unforeseen exchange fluctuations due to the influx of foreign exchange after the tsunami causing the Rupee to appreciate considerably.

# Generating Profits in a High Tax Regime

One of the main challenges facing the banking industry in Sri Lanka is the inordinately high rate of taxation. Apart from increasing the corporate tax rate from 30% to 35% in 2006, the Financial VAT applicable to financial institutions too was increased to 20% from 15% with effect from January 1, 2006. The result is an effective tax rate of between 50%-60%, a disincentive to say the least, for any industry.

A balanced tax regime is urgently required if local banks are to grow, develop state-of-the-art products and expand into the regions. The current state of the industry in Sri Lanka calls for heavy financial outlays if existing infrastructure is to be upgraded and

IT capabilities are to be enhanced. A tax regime that discourages such investment is going to stifle growth and be counter productive to the long-term interests of the industry and the country.

The Government's Budget proposals for last year envisage activating the 'Deemed Dividend Tax' in the Inland Revenue Act. Under this provision companies that do not pay out at least 25% of their distributable profits as dividends will be subject to the Deemed Dividend tax of 15% on the difference between one-third of the distributable profits and the actual dividends paid.

This proposal will have adverse consequences on the banking industry. Unlike other organisations, banks the world over are required to maintain capital commensurate with the level of risks undertaken. These requirements have been introduced by the respective regulatory bodies acting under the Basle Capital Adequacy Accords. Availability of adequate levels of capital reflects on the stability and financial soundness of a bank. 'Profits reinvested' is one of the primary sources of such capital and the proposed Deemed Dividend Tax will have a negative impact on the amount of profits that can be reinvested.

#### Sustaining Profits in a Turbulent Environment

Our biggest challenge continues to be the external environment where both political and other factors have created a degree of turbulence. Inflation has begun to assume alarming levels and this will have an impact on all aspects of our operations. We trust the Central Bank will follow a prudent policy in this regard and be able to bring down the rate of inflation during the year.

The overall security situation continues to trouble not just the banking industry but the whole business community. The leisure industry, which we finance, has been particularly affected and so have a number of our other clients. We trust the Government will take steps to bring the security situation under control and divert the massive defence expenditure towards development needs.

The new provisioning policy of the Central Bank requires the banks to build up a general provision of one per cent on all performing and overdue loans on or before March 31, 2009. This requirement will pose a new challenge to the banking industry. Revenue Authorities do not

permit banks to treat general provisions as a deductible expense. In addition, the Sri Lanka Accounting Standards require that such general provisions be treated as appropriations.

Banks were required to maintain capital for Market Risk commencing from the first quarter of 2006. Capital Adequacy computation under the Basle II Accord from the first quarter of 2008 will require banks to maintain capital for Operational Risks as well. Risk weights applicable for mortgage lending and other loans and advances were increased from 50% to 55% and from 100% to 110% in the fourth quarter of 2006. All these exert pressure on the capital adequacy levels of banks.

These new policies regrettably, will translate into an increase in the cost of borrowing for the customers.

#### **Banking Consolidation**

I am happy to note that the Central Bank has recently issued a policy direction on shareholder ownership and banking consolidation. The Bank has seen some tensions develop amongst its shareholders and received some adverse publicity as a result. In this respect, the Bank welcomes the policy direction provided by the Central Bank in January 2007.

According to this direction, no single shareholder will be permitted to hold more than 15% of issued share capital carrying voting rights. This limit will apply to acquisition or a holding of shares by all categories of shareholders, individuals and groups, whether acquired or held directly or indirectly or through a nominee or acting in concert with any other category of shareholders. In the case of licensed commercial banks, approval of the Monetary Board and the concurrence of the Hon. Minister of Finance are required to acquire shares carrying voting rights in excess of 10% of the issued capital.

#### **Remarkable Consistency**

The Bank has managed to perform with remarkable consistency over the past ten years. It has continued to deliver value to all its stakeholders with aplomb and in varying social and political conditions. It is not just the financial performance that has been remarkable, but we have also built remarkable customer relationships, developed cutting edge products, generated an imaginative and dynamic human resource base and empowered marginalised communities.

I want to acknowledge here the continuing strength of our human resource pool. The staff, in every part of the country, has driven the Bank to

new heights through their innovation and commitment. Having taken the Bank to the top they now work to ensure we remain there. My thanks also go out to all those on the Board for their expert guidance and support. I wish to make special mention of the invaluable services rendered to the progress of the Bank by Mr. J.S. Mather during his tenure of service as a Director, the Deputy Chairman and the Chairman of the Audit Committee. I also wish to express my appreciation for the services rendered by Mr. Sanjiva Senanayake during his tenure of service as an Alternate Director. I appreciate the cooperation of the officers at all levels at the Central Bank of Sri Lanka.

I wish to thank Messrs. Ernst & Young for the professional approach in conducting the external audit and issuing the report on time, enabling the Bank to publish this Annual Report and to conduct the Annual General Meeting early.

I look forward to another remarkable and rewarding year.

A.L. Gooneratne

Managing Director

Colombo February 15, 2007

#### **Corporate Management**



#### **Corporate Management**

1 A.L. Gooneratne (Managing Director) 2 G.L.H. Premaratne (Senior Deputy General Manager - Corporate Banking) 3 R. Samaranayake (Senior Deputy General Manager - Finance & Planning)
4 W.M.R.S. Dias (Senior Deputy General Manager - Personal Banking) 5 G.L.C. Amarasiri (Deputy General Manager - Human Resource Management) 6 B.H.M.G. Dharmasiri (Deputy General Manager - Corporate Banking) 7 S.D. Bandaranayake (Deputy General Manager - Operations) 8 M.A. Pemasiri (Deputy General Manager - Services) 9 Delip Fernando (Deputy General Manager - Inspection)
10 P.V. Ratnapala (Asst. General Manager - Personal Banking I) 11 D.S. Weeratunga (Head of Global Treasury) 12 K.D. Nimal Luxshman (Asst. General Manager - Personal Banking II)
13 Jegan Durairatnam (Asst. General Manager - International) 14 Mrs. Marion Abeywardena (Asst. General Manager - Corporate Banking) 15 Dudeepa Ratwatte (Head of Global Markets)

 ${\bf Absent: M.D.A. \, Peiris} \, (Deputy \, General \, Manager \, {\bf -} \, Information \, Technology)$ 

#### Senior Management

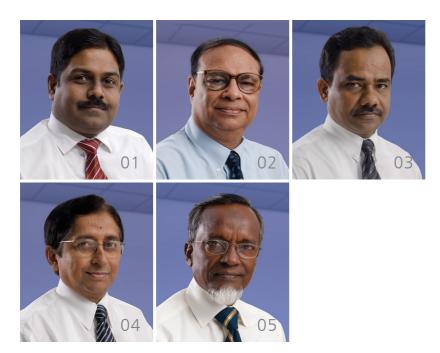
16 S. Raghavan (Head of Exports) 17 Vimal Fernando (Senior Regional Manager - Colombo South) 18 Ajith Wijayasundara (Head of Information Technology) 19 Mrs. Carmelita De Silva (Head of Corporate Banking) 20 Chandana Gunasekera (Senior Regional Manager - Colombo Inner) 21 Claude Perera (Head of Human Resource Management) 22 Palitha Narangoda (Market Risk Specialist)

23 Felician Perera (Head of Recoveries) 24 Richard Rodrigo (Head of Marketing) 25 Palitha Perera (Head of Operations) 26 Mrs. Sandra Walgama (Regional Manager - North Western)

27 C.M. Abeysekera (Chief Manager - Corporate Banking) 28 Mrs. Sarojini Dunuwille (Chief Manager - Legal) 29 S. Renganathan (Country Manager - Bangladesh) 30 Hilary Fernando (Chief Manager - Treasury Processing) 31 Niran De Costa (Regional Manager - Colombo North) 32 B.W.R. Srikantha (Regional Manager - Central) 33 Naveen Sooriyarachchi (Chief Manager - Corporate Finance)

34 Duminda Kurukulasuriya (Chief Manager - Imports) 35 Roshan Perera (Regional Manager - Greater Colombo) 36 Mrs. R.R. Dunuwille (Company Secretary) 37 Nugent Kapuwatte (Chief Manager - Leasing and Personal Loans) 38 Noel Wickramasinghe (Chief Manager - Logistics) 39 Lakshman Perera (Chief Manager - Card Centre) 40 Anura Ratnayake (Chief Manager - Operations - Foreign Branch) 41 V.S. Rajasooriyar (Regional Manager - North Eastern) 42 Vajira Thotagammana (Chief Manager - IT Operations) 43 Sarath Pallewela (Chief Manager - Security)





- 1 S. Renganathan (Country Manager) 2 D. Das Gupta (General Manager) 3 S. Prabagar (Chief Operating Officer)
- $\textbf{4. S. Kutubuddin Ahmed} \ (General \, \textit{Manager-Risk}, \, \textit{Compliance and Corporate Affairs}) \ \textbf{5. Golam Mortuza} \ (\textit{Deputy General Manager-International Trade}) \\$



Chief Operating Officer - Bangladesh, receiving the "Best Foreign Bank" award for the second successive year at the 'Arthakantha Business Awards 2005", from the Minister of Health and Family Welfare, Bangladesh.



Commercial Bank also bagged the "Robintex - Financial Mirror - Partex Business Awards 2006". Country Manager - Bangladesh accepting the award from the Minister for Science and Information, Communication and Technology, Bangladesh.

# HIGH QUALITY BANKING RECORD LEVEL PROFITS

#### **Financial Review**

In the year 2006 too, Commercial Bank was able to deliver strong performance and continue to be the most profitable and financially strong bank in Sri Lanka, among its peer banks, as evident from the profits discounting the exceptional items, financial ratios and the local and international recognition it has received.

Solid performance in most areas of business helped the Bank report a record level of earnings in 2006. Strong organic growth was seen in almost all major activities. Despite the customer base and the volumes of business recording substantial increases, the Bank managed to maintain a consistent risk profile and in fact reported improvements in credit quality in terms of non-performing assets ratio. Costs, discounting the provision made towards the cost of the restructured pension scheme, continued to remain firmly under control and the growth in earnings well exceeded the growth in costs. All these factors contributed to further strengthen the pre-eminent position of the Bank in the Sri Lankan banking industry.

However, since the Bank had to rely mainly on profit retention to support enhanced capital requirements arising from the assets growth, Capital Adequacy Ratios continued to be under pressure. It is widely believed that only a single digit growth in risk weighted assets can be supported with internally generated funds alone. In addition, the direction from the Central Bank towards the latter part of the year, requiring the banks to risk weight credit facilities granted against residential mortgages and other loans and advances at 55% and 110% respectively (as opposed to previous risk weights of 50% and 100%respectively) also exerted an added pressure on the ratios. However, as detailed in the Chairman's Review, the proposed rights issue of shares will improve the capital funds position and support future expansion of business.

During the year, the Board of
Directors of the Bank having
considered various adverse
implications of the existing pension
scheme of the Bank [which was a
Defined Benefit Plan (DBP)], approved
a restructured plan, designed by
Hewitt Outsourcing Services (India) Ltd,
aimed at converting the pension
scheme that existed as at August 31,

2006, from a DBP to a Defined Contribution Plan (DCP). This restructured plan was offered on a voluntary basis to all the eligible employees during the fourth quarter of the year. The scheme provided for lump sum payments instead of pensions to the eligible employees at the point of their separation, in return for surrendering their pension rights. The lump sums offered consist of a past service package and a future service package.

The initial cost on account of the past service package in excess of the funds available in the Pension Fund which was Rs. 1.654 billion, was borne by the Bank. However, after adjusting for the saving on the Financial VAT, the net cost to the Bank was around Rs. 1.378 billion, only. The future service package includes monthly contributions to be made by the Bank for the employees who accepted the offer, during their remaining period of service, at pre-determined contribution rates to be applied on their salaries, estimated to increase for this purpose at 10% p.a. In addition, actual interest to be earned by the Pension Fund too would be allocated on a pro rata basis to the employees who joined the new scheme.



The computer is today not just a machine of convenience. It is an energizer, friend, soul mate and entertainer. In a world where 'change' is a buzzword and a philosophy, we cling to some things classical, yet embrace human innovation with the passion of a lover. Another few steps up... the ladder of convenience.



With the implementation of the new scheme, the Bank would be able to prevent the future funding deficiencies in the Fund on account of the employees who accepted the offer. The Pension Fund had a funding deficit of Rs.1.321 billion, as per the last Actuarial Valuation done as at August 31, 2006.

The pre-tax profit of the Bank increased to Rs. 4,213.545 million after providing for Rs. 1.654 billion towards the restructured pension plan and the payment of Financial VAT of Rs. 970.958 million for the year ended December 31, 2006 as against a pre-tax profit of Rs. 3,641.960 million in 2005, recording a growth of 15.69%. Net income increased by 41.03% to reach Rs. 12.515 billion. The increase in net income was facilitated by a 30.46% growth in net interest income mainly due to growth in interest earning assets consequent to strong business momentum, 145.18% growth in foreign exchange profit mainly due to the translation gains earned on the profits retained in the Off-shore Banking Centre consequent to the depreciation of the Rupee against the US Dollar during the year by 5.37%, 14.30% growth in fees and commission income consequent to increased business volumes and other income by 106.83%. The substantial growth in the other income was mainly due to the profit earned by the Bank on the sale of the DFCC shares during the year. Operating expenses increased by 58.68%, mainly due to the provision made for the

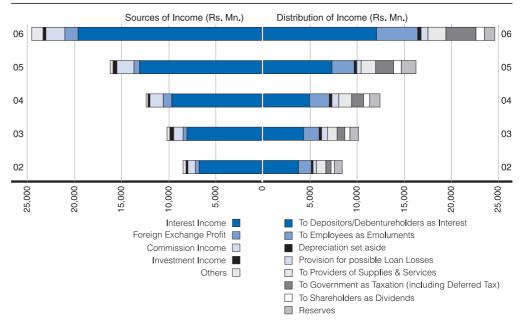
restructured pension scheme and the increase in the Financial VAT rate on profit to 20% in 2006 from 15% last year.

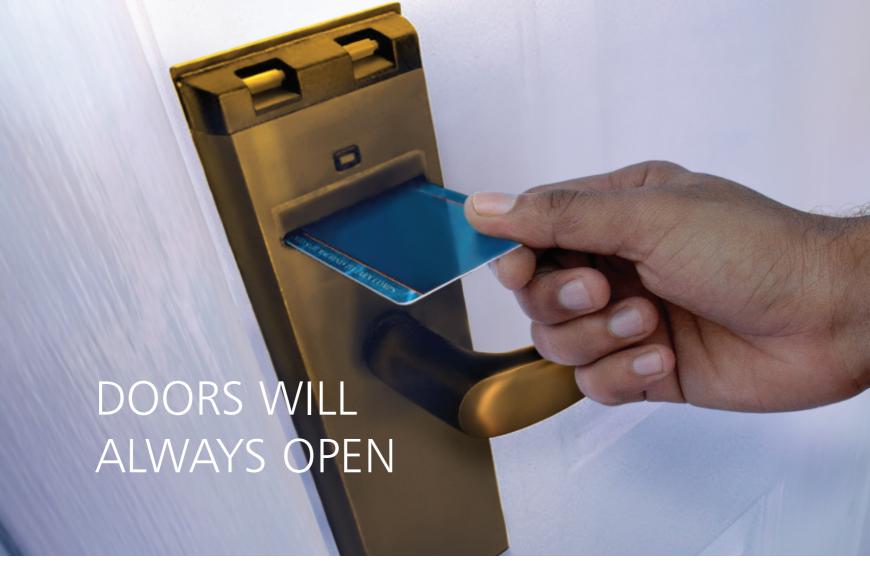
Although the Bank's pre-tax profit recorded a growth over 2005, its posttax profit of Rs. 2,012.628 million in 2006 recorded a negative growth of 14.87% compared to the post-tax profit of Rs. 2,364.240 million reported in 2005. This was mainly due to the increase in the provision for taxation from Rs. 1,277.720 million to Rs. 2,200.917 million mainly as a result of the increase in the corporate tax rate to 35% in 2006 as against 30% last year, the contributions to the Pension Fund and the Employees' Provident Fund in excess of 25% of the salaries of the pensionable employees being disallowed for tax purposes and taxes

paid in Bangladesh on the profits repatriated from the Bangladesh operation during the year etc.

The provision for possible loan losses increased to Rs. 655.070 million in 2006 mainly due to additional general provision made on performing and overdue loans and advances portfolio as required by a recent direction from the Central Bank of Sri Lanka. However, consequent to this additional provision, the Provision Cover and the Open Credit Exposure Ratio of the Bank further improved to 60.41% and 8.61% respectively, as at December 31, 2006 from 53.85% and 12.37% as at December 31, 2005. In 2006, the Bank was able to reduce the non-performing assets ratio to 2.74% from 3.22% in 2005. This is considered to be the lowest among the peer banks based on the published

#### Sources and Distribution of Income





The jangle may be less, but the convenience is more. In today's world the magnetic card swipes many more things open. Doors will always open if you push hard enough. Sometimes the push is physical but most often it is mental and imaginative. Open doors open new opportunities and new ideas. Another few steps up... the ladder of convenience.



financial statements up to September 30, 2006 and signifies a remarkable improvement in risk management, post-sanction monitoring and recovery efforts.

The Bank's Bangladesh operations continued to be very successful and repatriated a profit of US \$ 2.700 million, during the year.

Commercial Bank also had the largest market capitalisation, among all listed banks in Sri Lanka as at December 31, 2006 and ranked No. 5 among all listed companies on the Colombo Stock Exchange.

The Directors recommended a 35% final dividend payable on March 28, 2007, which together with the interim dividend of 15% paid in November 2006 will add up to a total dividend of 50% for the year 2006 on the issued share capital of the Bank.

The pre-tax profit of the Commercial Bank Group amounted to Rs 4,321.153 million as against Rs. 3,668.048 million recorded in 2005, which amounted to a growth of 17.81%.

The post-tax profit of the Group for the year which amounted to Rs. 2,072.402 million, reflected a drop of 12.11%, compared to the post-tax profit of Rs. 2,358.079 million, of the Group in 2005, mainly due to the reasons that led to a lower post-tax profits of the Bank, as explained earlier.

The Group continued to maintain key financial ratios at healthy levels, in comparison with industry standards. The Group reported a basic earnings per share of Rs. 13.12.

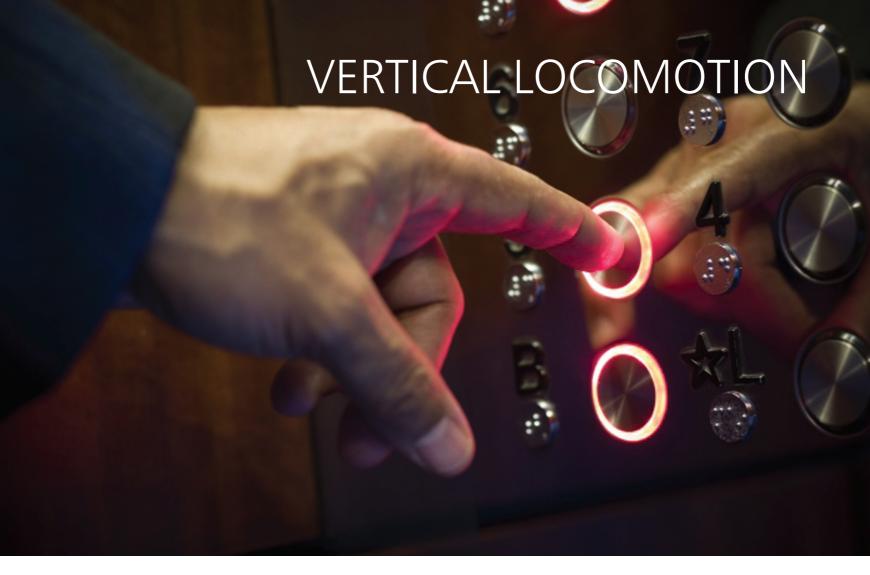
The business volumes of the Bank recorded impressive growths during the year. Deposits grew by 23.54% while loans and advances mirrored this trend recording a growth of 25.77%. Deposit mobilisation efforts of the Bank were supplemented by several issues of bonds and debentures. US \$ 10 million was raised by issuing a 5-year bond via a private placement, the first of its kind by an indigenous bank in Sri Lanka. Further, the Bank issued debentures worth Rs. 1.000 billion and Rs. 1.127 billion through a private placement in May 2006 and through a public issue in December 2006, respectively. Total assets of the Bank increased to Rs. 223.974 billion, as at December 31, 2006, as against Rs. 180.077 billion, reported as at December 31, 2005, recording a growth of Rs. 43.897 billion, or 24.38%.

It is interesting to note that the Bank has been able to maintain
Compounded Annual Growth Rates in excess of 25.23%, 25.34% and 21.93% respectively in Deposits, Loans & Advances and Pre-Tax Profits over the past ten years.

The contribution made by the three broad business divisions viz. the Corporate Banking, the Personal Banking and the Treasury to the profits and business volumes of the Bank is summarised below:

		2006		2005
	Rs. Mn.	%	Rs. Mn.	%
Profit before Tax:				
- Corporate Banking	1,681.16	39.90	1,635.09	44.90
- Personal Banking	2,225.61	52.82	1,760.38	48.34
- Treasury	306.78	7.28	246.49	6.76
Total	4,213.55	100.00	3,641.96	100.00
Loans and Advances (Gros	ss):			
- Corporate Banking	85,306.11	55.33	69,148.75	56.67
- Personal Banking	68,868.24	44.67	52,881.66	43.33
Total	154,174.35	100.00	122,030.41	100.00
Deposits:				
- Corporate Banking	40,851.41	25.92	34,614.27	27.13
- Personal Banking	116,782.66	74.08	92,987.01	72.87
Total	157,634.07	100.00	127,601.28	100.00

The performance, major initiatives during 2006 and plans for the future of these three divisions are discussed in detail.



The thrill of the rise; the ecstasy of the fall. Going up is as heady as going down. The locomotion of a modern elevator is like the rhythm of human life: the ebb and the flow, the rise and fall, a smoother ride, a newer idea. It is the ride of supreme convenience. Another few steps up ... the ladder of convenience.



#### CORPORATE BANKING

#### **Corporate Banking Products**

- o Letters of Credit
- o Shipping and other guarantees
- o Import and export finance
- SWIFT facilities
- o Syndicated loans
- o Project financing
- o Securitisations
- o Structuring, managing and underwriting of Initial Public Offerings and Private Placement of Equity
- o Company valuations and restructuring
- o Investment advice and evaluation
- o Structuring of Corporate Debt Instruments
- o Working capital financing
- o Internet banking
- o Sponsor of the Colombo Stock Exchange
- o Bullion trading
- o Domestic and International Factoring
- o Off-shore banking facilities
- o Leasing

#### Core Competencies in Corporate Banking

- o Expertise in trade finance and corporate credit
- o High level of professionalism
- o Speedy response to customer requests
- o Customer friendly service
- o Innovative products
- o State-of-the-art technology
- o Largest linked branch network
- o Margin provider and underwriter for Capital Market Activities

#### **Future Strategies for Corporate Banking**

- o To offer exclusive and the best service standards in the Industry
- o To strengthen and broaden our presence in Bangladesh
- o To consolidate relationships with Maldivian clients
- o To simplify operations and ensure speedy delivery
- o To offer the most competitive terms backed by state-of-the-art IT
- o To further improve the quality of the total advances portfolio.
- o To diversify the advances portfolio.
- To leverage on the strong relationships with our worldwide correspondents.

#### Overview

The Corporate Banking Division comprises of the Foreign Branch, the Corporate Finance Unit (CFU), the Off-Shore Banking Centre and the Bangladesh operations. This Division with its expertise in Trade Finance, Corporate Finance, Project Financing, Leasing, Factoring, Working Capital Financing and related services caters mainly to the banking needs of the large to medium size domestic corporate customers and multinational corporate clients.

#### **Achievements - 2006**

#### Sri Lankan Operations

- Loans and advances granted recorded a healthy growth of 23.37%, despite uncertain political and economic environment that prevailed in the country during the year.
- The Foreign Branch recorded a growth of 31% to achieve a lease portfolio of approximately Rs. 2.100 billion as at December 31, 2006.
- Lending portfolio to the Maldivian corporate clients continued to grow satisfactorily. It is noteworthy to mention that the portfolio has been of high quality despite the Bank not being physically present in the Maldives.
- Turnover from domestic factoring business also recorded a growth of 12% to reach a level of Rs. 3,996.4 million, from Rs. 3,571.9 million in 2005. Turnover from the export factoring business that the Bank commenced in 2005 under the membership of the Factors Chain International reached US \$ 4.259 million, a remarkable growth compared to the turnover of US \$ 0.096 million for 2005.
- The CFU structured and managed the one and only IPO in Sri Lanka during the year, which is considered a significant achievement. The unstable political climate, the rising interest rates, the breakdown of the peace talks and the looming war situation in the country during the year 2006, were not very conducive for capital market activities. As such, the fee based income earned by the CFU was lower than that of the previous year.
- Sale of bonds warehoused by us was not however active despite our efforts to
  develop the secondary bond trading market, owing to the aforementioned
  reasons. However, we continued to invest in securitised bonds and debentures
  during the course of the year and hope to pursue on this goal of promoting
  secondary market bond trading in the year 2007.



Instant communication: the dream of yesterday's visionary is the routine of today's persona. Instant responses, contemporaneous conversations, constant chat; what better stamp of modern convenience than 'electronic mail'. Another few steps up ... the ladder of convenience.



• The CFU developed a unique revenue sharing loan product similar in some aspects to Islamic Banking products. The primary aim of this product is to fund eligible projects in a far more flexible manner than is customary. The main areas of flexibility are the repayment period, debt: equity requirements and the recovery of capital and interest in line with the cash flows of the project. It is anticipated that this product will be of benefit to start up projects with longer gestation periods.

#### **Bangladesh Operations**

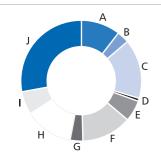
- Deposits grew by 26.35% and Loans & Advances recorded a lower growth of 17.84%, in Taka, consolidating our position in Bangladesh further.
- Two more branches were opened at Sylhet and Uttara bringing the total number of branches and booths in Bangladesh to seven and increased the number of ATMs to 9 including 2 at off-site locations, reflecting our commitment to the country and exhibiting the desire to gradually move into Retail Banking.
- The number of "CAT" cards issued during the year exceeded 3,000.
- Agreement was signed with the Bangladesh Export Processing Zone Authority (BEPZA) to open a booth at its Chittagong premises with a view to provide better services and to facilitate the investors.
- Three new products were introduced namely, "High5FD", a unique 5-year fixed deposit account, "Shamriddhi", a tiered savings account designed to offer higher returns and "DotCom", a savings account for teenagers.
- e-Banking Unit was set up offering settlement of payments through electronic transaction system, assistance in remittances from foreign countries, Internet Banking Services etc.
- Was adjudged as the "Best Foreign Bank" in Bangladesh at the "Arthakantha Business Award 2005", for the second successive year.
- Was adjudged as the "Best Foreign Bank" in Bangladesh at the "Robintex -Financial Mirror - Partex Business Awards 2006".

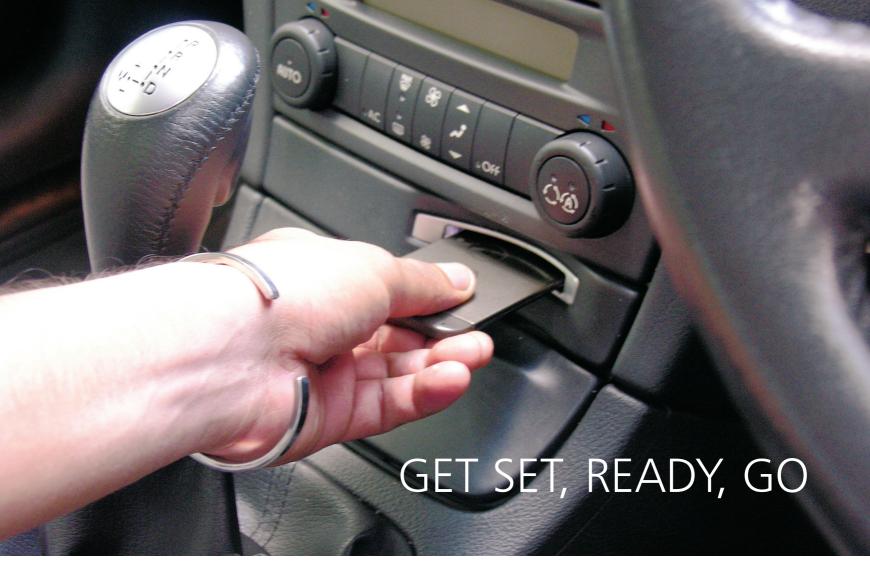
#### Sectoral Classification of Loans & Advances - 2006

- A Exports 11% B Tourism &
  - G Consumption 4% Allied - 3%
- C Industrial 16% H Services 13% D Agriculture & I Housing &
- Fishing 1% E Commercial Trading - 6%
- J Others 27%

Construction - 6%

F Imports - 13%





The joy of a turbo start, the fantasy of unceasing motion. The convenience of moving from Point A to Point B with the convenience of modern ignition. No hand crank, no aching shoulder. Another few steps up ... the ladder of convenience.



#### PERSONAL BANKING

#### **Personal Banking Products**

- o Current, Savings (Passbook and Statement) and Fixed Deposit Accounts
- o CAT Cards
- o Credit Cards
- o Debit Cards
- o "Arunalu" and "Isuru" Minors' Accounts
- o "DotCom" and "DotCom Spin" Teen Saver
  Accounts
- o Power Savings Accounts
- o Certificates of Deposit
- o Salary Remittance Package
- o "Nivahana" Housing Loans with Fixed and Floating Rates
- o "Pahan" Personal Loans with top-up facility
- o "ComShakthi" Leasing facility
- o "Diribala" Development Loans
- o e-Exchange Money transfer facility
- o Holiday Banking Centres
- o Saturday Banking
- o Priority Banking
- o ComBank Online-Internet Banking
- o Telephone/SMS Banking
- o "Udara" Senior Citizens' Deposit Account
- o "FC Plus" Foreign Currency Savings Account with high interest rates
- o DOLLARSMART Foreign Currency Deposits in Bangladesh
- o Utility Bill payment service through ATM/Internet
- o Bancassurance
- o Com-e-Load-mobile phones reload facility
- o Mobile ATM
- o Com-Leap Tiered Savings Accounts

#### Core Competencies in Personal Banking

- o "ComNet" computer linked branch and ATM network
- o State-of-the-art Information technology
- o Wide range of products
- o "One Stop" facilities
- o Speedy and friendly service

#### **Future Strategies for Personal Banking**

- o To develop new low cost delivery channels
- o To adopt new customer relationship and segmentation techniques
- o To expand cross-selling
- o To develop new products tailormade to specific market segments

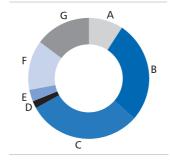
#### **Overview**

The Personal Banking Division is responsible for the following activities:

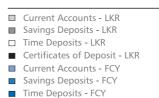
- Successful operation of the extensive islandwide network of delivery channels which caters mainly to the banking needs of personal customers and small & medium enterprises.
- The eight Regional Offices which make an important contribution to the excellent performance of this Division by decentralising and expediting the process of decision making relating to credit and operations of Branches.
- Issue of "CAT" ATM cards and Credit & Debit cards under franchises from Master Card International and Visa.
- The operations of the Priority Banking Centre at the Reid Avenue branch that
  offers an array of exclusive benefits and privileges to its customers, befitting their
  special status and standing.
- Channelling low cost funds mobilised in excess of the lending requirements of this
  Division to the Corporate Banking Division and the Treasury for their lending and
  investment activities.

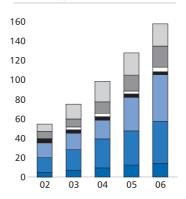
#### Deposit Mix - 2006

- A Current Accounts LKR 9%
- B Savings Deposits LKR 27%
- C Time Deposits LKR 30%
- D Certificates of Deposit LKR 2%
- E Current Accounts FCY 3%
- F Savings Deposits FCY 14%G Time Deposits FCY 15%



#### Growth in Deposit Mix (Rs. Mn.)





#### Achievements - 2006

 Sixteen new delivery points were opened and 46 ATMs were installed in Sri Lanka, including 5 at off-site locations, widening the network and making Commercial Bank truly a National Bank.

Delivery Points opened during the year consisted of 10 branches at Neluwa, Chavakachcheri, Warakapola, Udugama, Athurugiriya, Raddolugama, Kahawatte, Karapitiya, Welimada and Mahiyanganaya, 3 Customer Service Points (CSPs) at Jaffna, Boralesgamuwa and Delkanda, 2 MiniComs at Akurana and Beruwala and a Service Point at Kundasale increasing the number of delivery points in the network to 150 comprising of 125 branches, 7 CSPs, 17 Supermarket outlets and a Counter at the Bandaranaike International Airport and 269 ATMs. Bank considers this network, branded ComNet, to be a great asset that provides immense potential and opportunities for future growth of the Bank.

- CSPs at Pitakotte and Negombo were upgraded to fully-fledged branches.
- Branches at Kandana and Kirulapone were relocated in more convenient locations.
- Ampara and Galle City branches commenced 365-day banking while Kiribathgoda, Borella and Raddolugama branches commenced offering Saturday Banking.
- Substantial increase in the number of transactions through the ATMs, which dispense on average Rs. 178 million in 42,000 transactions each day, bears ample testimony to the immense popularity of our "CAT" ATM network.
- The number of "CAT"/Debit cards issued during the year alone exceeded 250,000, leading to the total number of cards issued, to exceed 1,250,000.
- Introduction of Visa Debit cards.

#### **TREASURY**

#### **Treasury Products**

- o Foreign exchange dealings
- o Forward exchange bookings
- o Commercial Paper
- o Foreign currency swaps
- o Interest rate swaps
- o Advice on foreign currency market movements

#### Core Competencies in Treasury

- o Expertise on foreign currency movements and asset management
- o Expertise on foreign currency related products development

#### Future Strategies for Treasury

- o Developing innovative treasury products
- o Streamlining risk management measures
- Developing fee based operations through debt market instruments

#### **Overview**

The Treasury is primarily responsible for the following activities:

Managing the liquidity, exchange positions and exposure to market risks and mobilising resources from domestic as well as international markets.

Achieving preferred balance sheet mix and maximising the returns therefrom whilst minimising the risk to the Bank.

#### **Trends - 2006**

Local currency came under intense pressure and traded in volatile ranges with inflation and money supply growth galloping ahead at an alarming pace. However, growth numbers issued by the Central Bank of Sri Lanka showed definite improvements with favourable predictions for the future.

The Rupee depreciated by 5.37% on the back of political uncertainty, resurgence of violence, rising global oil prices and the high level of inflation.

Inflationary pressure also showed no signs of easing, fuelled by higher credit growth and the reluctance of the authorities to tighten interest rates at a much faster rate. This resulted in the country having negative real interest rates in 2006.

The interest rates in the United States were seen to be stabilising after prolonged rate increases to combat inflation, whilst the US Dollar lost ground against most major currencies. GBP, EUR and AUD appreciated against the greenback on yield advantages with these countries increasing rates in 2006 and hinting of further hikes if inflation persisted.

#### Achievements - 2006

- Managed an asset portfolio of Rs. 39.537 billion as at December 31, 2006 as against Rs. 39.694 billion a year before.
- Made a contribution of Rs. 306.782 million to the profit before tax of the Bank while maintaining a substantially good transfer price to the branches and other business units.
- Structured a US Dollar denominated bond via a private placement with a tenor of 5 years.
- Raised Rs.1.000 billion and Rs. 1.127 billion via a private placement and through a public issue of debentures respectively.
- Restructured the Treasury Division which now comprises of the Foreign
   Exchange Desk, the Assets and Liability Management (ALM) Desk, the Money
   Market Desk, the Fixed Income Securities (FIS) Desk and the Structured
   Products Desk.

- Operations of the Treasury front office were streamlined according to its product lines, to create profit centres within the Treasury Division and to cater to customer needs even better. The argument for this was to have a structure which will improve the level of efficiency and accountability of the traders/dealers. This move is keeping in line with most international banks.
- The Foreign Exchange Desk which comprises of sales and inter-bank trading saw substantial growth in business volumes and exchange profits improved by 33%, from 2005. It was extremely active in the local spot and forward markets and also in G-7 currency markets during the year and contributed substantially to the profitability of the Treasury.
- An independent unit has been set up to monitor Market Risk apart from the Treasury front office and Treasury Processing Department.
- Committed to providing a wide range of products to our clients, a new Structured Products Desk has been created. This desk has been instrumental in hedging US Dollar 20 million of Dollar denominated Sri Lankan Government Bonds in 2006.
- The Fixed Income Securities Desk continued to perform admirably achieving 80% of the budgeted profits when most market players found it difficult during the year to come out of the red.
- The Treasury sales team mapped out an active sales plan with the aim of increasing market share and it was possible to forge ahead some significant new relationships during the year.
- The Bank procured a suit of software modules from IPS Sendero on ALM, Funds Transfer Pricing (FTP) and Profitability.
- The Treasury along with the Risk Management Department implemented the modules on ALM and FTP which are being tested.

# **Information Technology**

It was a year of consolidation for IT with the major task for 2006 being the completion of the "Hot Backup" - Disaster Recovery solution. Several "Role Swap" operations were carried out to confirm its effectiveness and more such operations would continue to be carried out at regular intervals to ensure the functionality of the Backup machine. Along with this, a comprehensive IT Disaster Recovery Centre was established. The IT Disaster Recovery Plan was suitably updated incorporating the functioning of the IT Disaster Recovery Centre.

The Bank's expanding network "COMNET" was functionally improved with the introduction of network performance and monitoring tools, to ensure that it provides peak performance to the benefit of the customers.

Significant functional improvements were carried out to e-Banking products of the Bank, such as Internet Banking and e-Exchange during the year.

The IT security environment was further strengthened with the introduction and implementation of best practices and policies.

The main computer system availability continued to be high, at over 99%.

The Bank continues to have one of the largest computer networks in the country with a total of 150 branches/ service points and 269 ATMs as at end of 2006.

# Strategic Direction and the Challenges of the Bank

At a strategic planning residential workshop held in October 2006 on the theme of "Quantum Leap 2007 and Beyond", the Corporate and Senior Management of the Bank reflected on the achievements of the Bank so far and deliberated extensively on the Vision, Mission and the strategic direction for the Bank. The Corporate Plan and the Budget for 2007-2011, prepared on the basis of the deliberations and the strategies agreed was approved by the Board of Directors in December 2006. This Corporate Plan and the Budget incorporates highly ambitious targets for the plan period together with specific time frames. The Corporate Plan and the Budget has immensely contributed in building up the target driven culture across the Bank and has helped the Bank in recording superior performance year after year and maintain its pre-eminent position.

The challenges that the Bank will have to face in pursuing the above strategic direction also have been identified, some of which are increasing competition and resulting pressures on interest margins, ensuring that the capital keeps pace

with the projected growth in business volumes to maintain Tier I and Tier I & II Capital Adequacy Ratios at comfortable levels, tax planning, proposed Deemed Dividend Tax and the requirement to make general provisions on performing and overdue loans, containment of costs in the wake of inflationary pressures, maintaining competitive edge in IT supremacy, managing exchange rate volatility, making the Bank Basle II compliant and enhancing the Bank's capacities and processes to support faster growth and increases in direct and indirect tax rates.

Priorities identified in the Corporate Plan to be implemented in the medium term:

- Enhancing international presence as envisaged in the Vision of the Bank, thereby reducing the overdependence on the Sri Lankan economy further.
- Consolidation of the Bangladesh
   Operations by opening more
   branches and expanding the ATM
   network.
- Expanding export factoring and commencing import factoring.
- Expanding the remittance business further in the Middle Eastern countries.
- Setting up remittance business in several selected European countries, in Canada and in Australia, under the brand name "Commex".

- Improving the risk management infrastructure.
- Improving key performance ratios.
- Promoting the Bank's subsidiary companies - especially ONEzero Co. Ltd. and X-pertise Ltd.
- Expanding credit and support services to the SME sector.
- Increasing the contribution from fee based operations.
- Making the maximum use of the distribution network.
- Offering the most competitive terms and the best service standards.
- Simplifying operations to ensure speedy delivery.
- Improving the quality of assets portfolio.
- Leveraging the relationships with the correspondent banks.
- Growth through business acquisitions.

The Bank has set its eyes on getting itself elevated from its current position of being the largest private bank in the country and will be working hard to get the credit rating upgraded.

#### **Sources and Distribution of Income**

Sources of Income	Rs. Mn.				
Sources of Income					113. 11111.
Interest Income	19,532	13,033	9,584	7,931	6,613
Foreign Exchange Profit	1,439	587	874	397	464
Commission Income	2,011	1,760	1,377	1,051	824
Investment Income	305	441	217	401	179
Others	1,182	279	238	279	284
	24,469	16,100	12,290	10,059	8,364
Distribution of Income  To Depositors/ Debentureholders as Interest	11,955	7,226	4,878	4,218	3,747
To Employees as Emoluments	4,374	2,364	2,132	1,697	1,312
Depreciation set aside	376	299	260	222	200
Provision for possible Loan Losse		415	699	623	402
To Providers of Supplies & Services	1,919	1,527	1,373	1,069	920
To Governments as Taxation					
(Including Deferred Tax)	3,178	1,905	1,264	753	579
-Income Tax	2,201	1,278	819	477	321
-National Security Levy	_	_	_	_	257
-Debits Tax	6	4	4	4	1
-Financial Value Added Tax	971	623	441	272	_
To Shareholders as Dividends	911	869	650	538	327
To Reserves	1,101	1,495	1,034	939	877

24,469

16,100

12,290

10,059

8,364



# Corporate Responsibility Rating

# Commercial Bank of Ceylon Ltd.

Analyst: Det Norske Veritas

Rating Scale: A+, A, A-, B+, B, B-, C+, C, C-, D

Date: February 9, 2007



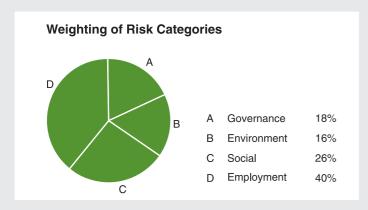
## **DNV's APPROACH**

A Corporate Responsibility (CR) Risk Mapping outlining the main business conduct, environmental, social and employment risks for the Bank was undertaken. Using our proprietary methodology the identified risks were mapped against their potential to affect defined value drivers:

- Brand and reputation
- Regulation and litigation
- Human capital
- Operational efficiency
- Access to markets

The rationale behind our methodology is to provide an estimate of the potential effect on the value of Commercial Bank that individually identified impact areas may have. This means each impact area is weighted according to its likelihood to effect value; risks with high potential value impacts are weighted more highly than others making the need for a proactive management approach apparent.

Following the Risk Mapping, the quality of the management approach to each risk area is assessed and an overall rating on a scale of A+ to D is given.



# **RISK ASSESSMENT**

Our assessment shows that the majority of Commercial Bank's exposure to CR related risks relate to direct impacts that lie within the Bank's boundaries. The main direct impacts derive from its banking operations in their entirety. The Bank has direct influence over its employment policies, the provision of services and its business conduct. These impacts all have a significant potential to affect the reputation of the Bank, its competitive advantage and its operational efficiency.

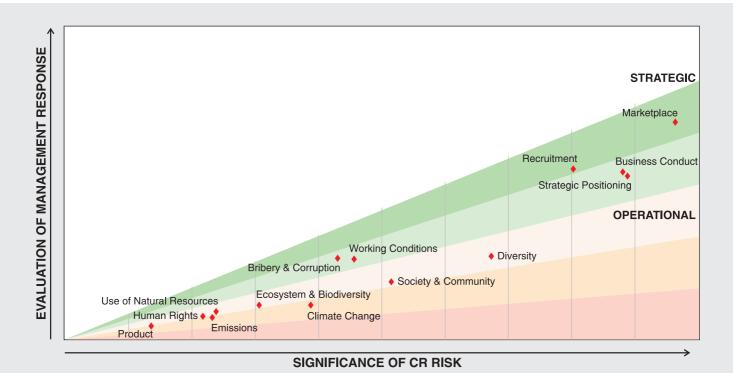
#### **RATING SUMMARY**

The Bank has identified most of its significant CR risks and is starting to actively manage them at a corporate level. Key risks relating to market-place, business conduct and human resources are all being individually managed as a matter of good business practice. These key risk areas all have strong policy definition and awareness throughout the organisation.

Commercial Bank is a signatory to the UN Global Compact. This internationally recognised set of principles is a suitable vehicle for a company of Commercial Bank's size to use as an overarching policy for the management of CR risks. However, despite awareness of the UN Global Compact being raised through internal publications, interviews within the organisation indicated that attentiveness to the existence of the UN Global Compact and how key areas such as credit policy could be used to address the aspirations of the UN Global Compact do not appear to have been explicitly made.

Commercial Bank has itself identified that it could lose potential business opportunities if it fails to properly evaluate situations with consideration for non-financial aspects. This is the key to strategic consideration of CR and the realisation that decisions





sometimes need to be taken from a medium to long term viewpoint.

By closing gaps in verification and assurance mechanisms, benchmarking against best practices, the setting of clear objectives and targets, and undertaking stakeholder disclosure in line with best practices Commercial Bank will be able to further embed CR into its overarching strategy and business practice.

# IMPACT AREAS AND MANAGEMENT EVALUATION

# **Market-place**



## **Outline of risk**

The market-place can be sensitive to a number of issues relating to mis-selling (client information), responsible lending and marketing. Customer service provision through access to

branches, suitability of products and monitoring and complaint resolution procedures is also key to the market-place.

# **Evaluation of management response**

Whilst no explicit policies addressing market-place risks are evident, Commercial Bank's approach to such issues is ensconced within its Vision statement "To be the preferred financial services organization in Sri Lanka, having an international presence by the year 2011" which will require a sound approach to the risks identified above. The Bank's Code of Ethics further identifies the requirements for sensitive use of client information and the importance of communication. Whilst unwritten, interviews confirmed that the Bank's policy towards marketing is one of caution and prudence, limiting the potential for mis-selling. The thorough training programmes that are evident within the Bank equip personnel with the knowledge and understanding of the Bank's products.

Complaint resolution mechanisms for customers are in place. It is the nature of Sri Lanka that complaints are often made to senior personnel within a company, and Commercial Bank does not appear to be an exception to this rule. Complaints received in this manner are reportedly responded to within three days. In addition to the emphasis placed on employees to conduct business in an ethical manner, customer data is protected by IT security although elements such as conducting regular Ethical Hacking could be considered.



Every three years a customer feedback survey is completed, the next is due in 2007. The results of these surveys are generally favourable. A key outcome of the last survey identified the perception that staff was not too friendly. As a result, training programmes were changed to incorporate the need to put a "human face" on the Bank's activity.

Market risks are currently identified within the internal risk register and as such are subject to the internal compliance process.

The Bank discloses its tariff systems on its website and as a matter of course when taking new accounts. Disclosure and KPIs regarding other issues such as level and nature of complaints, timeliness of response etc. are not readily available or regularly monitored by the Bank.

#### **Recruitment and Retention**



# **Outline of risk**

Positioning of business as employer of choice through attractive contractual agreements on remuneration, on-the-job training & development, employee participation in decision-making, lack of transparency in remuneration systems, incentive structures, brain drain: loss of business/knowledge through loss of key personnel.

# Evaluation of management response

Commercial Bank clearly recognises that its employees are its main asset. As such there is a comprehensive suite of policies and procedures in place to identify, recruit and through taking a market leading approach, retain its employees. These policies and procedures are found in a combination of the employee guide book and the collective agreement.

Recruitment at the bank tends to be through its 'trainee' schemes whereby school leavers and business graduates are taken into the Bank and progress through a one to three year course combining educational and vocational processes. Discussions with the Bank indicated that it receives approximately 15,000 applications for c. 200 positions made available every year. As such, career progression is subject to a well defined policy and procedure, clearly mapping progression through competence based criteria. In terms of remuneration it is the Bank's policy that all salary grades should be pegged to the 75th percentile with an aggressive variable pay element. Other benefits are all at levels dictated by legislation as a minimum. In many cases these are higher than legislative requirements, representing Commercial Bank's position as the leading local bank.

Other training appears well structured and defined training programmes are in place for different grades (trainee, junior executive, executive, senior executive) whereby requisite procedural and technical knowledge is delivered approximately three times per year to those newly promoted to a higher grade. The frequency and availability of refresher training is not as apparent.

Whilst no defined CR training is delivered, CR related articles are a regular feature within the Bank newsletter "COM Pulse" which ensure a level of awareness amongst employees.

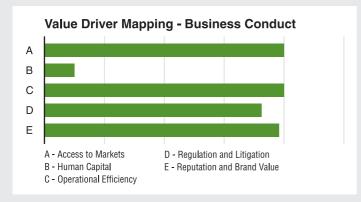
Commercial Bank currently employs 3,415 at the end of 2006, which is predicted to rise by 1,000 by 2011. The bulk of this growth will occur at the junior 'entry' level positions further enhancing the need for the Bank to continue its current recruitment and retention practices. Turnover is considered to be lower than the industry average, further demonstrating Commercial Bank's apparent commitment towards its employees.

Aspects of HR are currently included in the risk register, particularly skills development and turnover rates and as such programmes in place to address these issues form part of the internal compliance framework.



There is limited disclosure in external reporting with regard to certain employee KPIs such as gender diversity but in terms of internal transparency it is clear that employment policies and processes are clearly communicated by the HR department with requisite checks and balances.

#### **Business Conduct**



# Outline of risk

Impacts associated with the industry concern business practices including, potential conflicts of interest, biased credit assessment procedures, abusive commercial practices, fair competition and insider and market time trading. As a company increases its global presence, employees are exposed to differing business practices that can compromise the integrity of a company or an individual. Anti-money laundering legislation is now a feature of the global financial markets.

#### **Evaluation of management response**

In terms of policies addressing this impact area, Commercial Bank has a disclosed code of ethics which, although not benchmarked against international standards, addresses all key issues. The Code is comprehensive in nature and, as well as outlining the Bank's key policies, it provides context around the issues and also takes the reader through a number of case studies and examples of potential situations that may arise. This is considered to be an example of good practice. Through interviews it is apparent that business conduct is seen as a key factor in the maintenance of Commercial Bank's brand and as such is focused on and reinforced at every opportunity through a zero tolerance approach.

The expectation on employees is communicated at the commencement of employment and employees at various levels perform annual 'sign-off' of business conduct as part of the internal compliance framework. At the lending officer level a certificate of assurance is required and these cascade up to the senior management level and a requirement for a certificate of propriety to be completed annually.

Figures are available for the number of employees terminated for having breached the Bank's standards. Best practice in disclosure is to disclose the number of employees found to have breached Company standards and also to make estimates of the amount of business turned down by the Bank due to business ethics concerns.

## **Strategic Positioning**



#### **Outline of risk**

Procedures for managing major restructuring, branch closures, and termination of employment, collective bargaining, engagement in high-level dialogue on long-term strategic staffing issues including training to address long-term skills gap and staff demographics.

#### **Evaluation of management response**

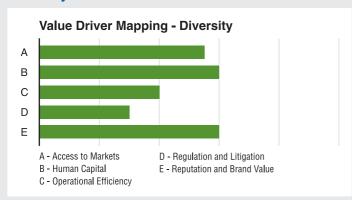
Commercial Bank has almost 100% employee representation, the majority of which is through the Ceylon Bank Employees Union (CBEU). Although it should be noted that no discussion with employee representatives took place in the scope of this assessment, the management of Commercial Bank considers itself



to have excellent relationships with union organisations. To illustrate this, Commercial Bank quotes the fact that it signed its most recent Collective Agreement with the CBEU one full day before the previous agreement expired. Reportedly, this is the first such time that this has occurred in the country's banking sector.

There is one nominated union representative at each branch, and monthly forums are held with employee representatives. During 2006, the Bank underwent a major restructuring of its pension scheme and it is apparent that this was conducted in a frank and open manner with ample communication, involvement of the employees and opportunities to feedback into the process. The Bank is aware of its need to address a potential gap in its senior grades for 2011 and as such commenced a programme of 360 degree feedback for approximately 30 individuals during the year. It is intended to extend the scope of this programme to include more employees with a view to determining a clear succession planning process for key positions.

#### **Diversity**



# **Outline of risk**

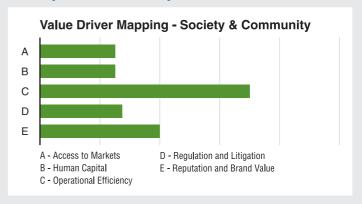
Equal opportunities, discrimination in recruitment, promotion and dismissal; beyond traditional areas of gender, race and disability, increasing focus on religion, age, sexuality, family rights, HIV/AIDS. Diversity a key driver in servicing minority segments of society.

#### **Evaluation of management response**

The employee guide book explicitly addresses discrimination on the grounds of ethnicity, gender, religious or political opinion, language, caste, age or disability. It is not apparent what systems and checks are in place to ensure that this policy is implemented. There is no evidence that the diversity statement is actively followed or monitored in the recruitment and promotion of bank employees.

Publicly available disclosure on the diversity of Commercial Bank employees is limited to age only in the current annual report. Commercial Bank works with the Employers' Federation to obtain the services of physically challenged persons and approximately 8%-9% of its workforce is Tamil. This figure is proportionate to the population of Tamils within Sri Lanka. Female employees represent 27% of the total although this proportion reduces towards senior management positions.

## **Society and Community**



#### **Outline of risk**

A substantial proportion of the population, particularly in rural areas, do not use or have access to basic financial services. This can be due to a variety of reasons such as distrust of banks, poor credit histories or lack of financial awareness. Therefore access to products (branch network, customer and credit discrimination) and financial/debt management education are key areas to address. Tailoring of products and services for community groups e.g. low monthly deposits and retail-based



micro finance for individuals/SMEs are increasingly seen as a necessity. Indirectly, through lending activities, impacts on the community can arise.

#### **Evaluation of management response**

There is no evidence of any policies in place that address the Bank's impact in the community. The Bank invests in community development programmes but this appears to be driven by government directives/expectations and tax saving benefits. There seems to be no formal system of identifying community needs and responding to them. In most of the cases, the Bank's initiatives are based on requests from government and 'philanthropy' rather than 'corporate responsibility'. This is by no means intended to detract from the actual philanthropic activities themselves which are beneficial to society and have made an impact for the communities involved.

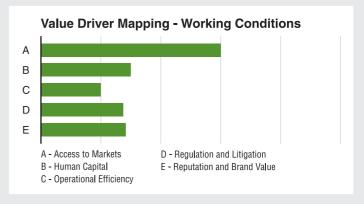
Regarding access to financial services for the wider populace, Commercial Bank can be seen to be very proactive in its expansion strategy. Whilst the business case for opening new branches is most prevalent in justifying the expansion policy the Bank can also be seen to be opening up access to banking services in areas of Sri Lanka outside of the traditional strongholds of Colombo and South-West of the country which is beneficial to the economy as a whole. This, combined with policies such as supermarket and holiday banking enhance access to services whilst simultaneously enhancing the Bank's brand and market penetration.

Whilst a systematic process by which new products are determined and taken to market did not appear to be in place, it is evident that a 'bottom-up' approach is taken towards servicing the needs of customers. Interviews confirmed that initiatives or potential new products are identified by branches that have the knowledge of their local clientele, and subsequently fed through the management chain to determine their suitability. Examples of increasing the accessibility to savings can be seen through savings products that can be commenced with as little as Rs.100/- or child saving accounts that require no minimum or

regular deposits. In recognition of this approach, anecdotal evidence tends to suggest that competitors often follow Commercial Bank's lead in these areas.

Commercial Bank's credit policy contains the objective to serve the legitimate credit needs of the community and to support the development efforts of the Government. There was little evidence provided as to how these aims are systematically addressed within the lending activities of the Bank although there is evidence of support for directed lending programmes.

# **Working Conditions**



# Outline of risk

Office-based impacts - occupational health: small lifting operations, ergonomics, Repetitive Strain Injury (RSI), work/life balance, employee conduct and monitoring, stress related illnesses and long working hours are more of a risk in the corporate banking segment. Also potential target of terrorism and robberies making employee security a concern.

#### **Evaluation of management response**

A Health, Safety and Security policy reflects the Bank's broader statements on safety issues and security addressed in the employee guide book. It is not clear how the implementation of this policy is monitored but an occupational health unit within the Bank provides various programmes such as counselling services and stress management programmes for branch managers. Other issues such as ergonomics are addressed in order to comply with legislative requirements.

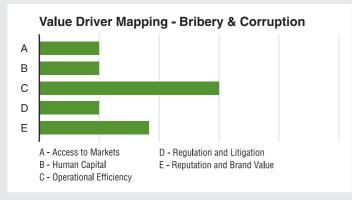


Grievance procedures are clearly defined within the collective agreements and as with all companies of a similar size and nature there are some cases passing through the grievance and tribunal procedures. It appears as if all employees are subject to due process and that procedures are followed.

The Bank has a policy of branch rotation, where for a number of business reasons, employees are expected to be transferred to different branches every five years. There is scope within the transfer policy for concessions and every effort to balance corporate versus individual needs is made. Relevant allowances and support structures are put in place for certain branch locations which are classified to identify difficult stations. This classification typically takes into account proximity to schooling and medical facilities amongst other things.

Employee surveys are conducted regularly and the last survey focused on commitment and received a 90% response rate. The findings from this survey were incorporated into the last round of strategic planning by the HR department. Disclosure surrounding working conditions is limited compared to what can be considered good practice. For example, similar organisations often report headline data from employee surveys as quantified evidence of employee policies and processes.

# **Bribery & Corruption**



#### **Outline of risk**

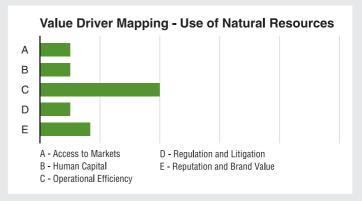
As a company increases its global presence, employees become exposed to differing business practices that can compromise the integrity of a company or an individual. The finance sector is ranked

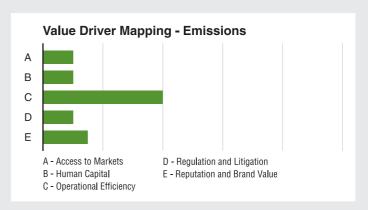
11 out of a list of 17 industries which are most likely to involve the payment of bribes in order to secure contracts according to Transparency International's (TI) 'Bribery Payers' Index.

## **Evaluation of management response**

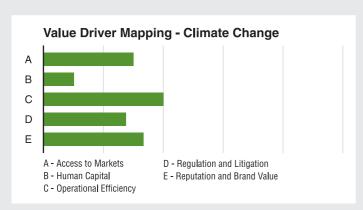
Commercial Bank's approach to business integrity and ethics is well ensconced in the day-to-day operations. Recently, particular emphasis can be seen to have been applied to the issue of money laundering due to recent regulatory changes. Guidelines on money laundering have been rolled out across all staff and various other controls are in place such as a limit on the value of transactions individuals are allowed to handle without permission form the line management. Reportedly, incidences reported to the ombudsman are rare and number less than three per year.

## **Environmental Impacts**







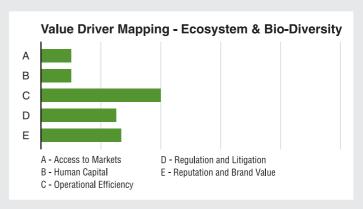


#### **Outline of risk**

Office-based organisations generate significant amounts of waste and consume large quantities of natural resources, particularly energy, water and paper. These can be influenced through daily operational practices and strategically through the choice and design of new premises. Indirectly, environmental impacts and risks arise through lending activities, such as corporate, project and export financing. Environmental issues can increase the level of operational risk on a credit operation, particularly in high impact or heavily regulated sectors.

## Evaluation of management response

Direct impacts of normal working capital financing on the environment are limited and as such, Commercial Bank's policies relating to the environment apply mainly to project lending propositions. There are some activities taking place where the Bank has identified its impact and is looking to minimise its effects. Paper waste is no longer incinerated but is now removed from site and recycled into office stationery which the Bank then purchases for its own use. The amount of paper waste leaving its premises in this manner does not appear to be recorded or monitored regularly. Being able to report quantified data such as this would be beneficial to the organisation in order to demonstrate its commitments and actions to its various stakeholders. There is no monitoring of energy use or emissions from Bank vehicles.



The branch expansion strategy is an area where Commercial Bank could minimise some of its direct environmental impact. Whilst most new branches are placed in leased premises, the Bank directly owns 32 and at least one new building is planned on an annual basis. Whilst quality aspects of both new buildings and retrofits are considered there are currently no environmental standards built into the project design stage (i.e. lighting, energy source, materials choice). All the Bank's buildings are now fitted with energy saving bulbs. The most recent new building incorporated disabled access which is now the Bank's minimum standard for projects.

Commercial Bank's credit policy includes commitment to not entertaining the financing of illegal or unethical activities and avoiding situations where there is a threat to the environment. As a minimum requirement, where required by law, projects that need an environmental licence are only granted credit once the licence is in place. Accordingly, Lending Officers obtain clearance from Central Environmental Authority (a local statutory body) whenever they feel that a particular lending proposal has an adverse impact on the environment. Where the impact of the lending proposal on the environment is severe, the Lending Officers go to the extent of seeking an independent opinion from an expert in the particular field. This element of project lending is supported by a number of checklists within the department covering approval criteria and all loan evaluation forms contain a standard set of questions on environmental issues covering pollution controls and management responsibilities. Commercial



Bank conducts some directed lending towards environmental initiatives such as the 'e-Friends' Loan Scheme funded by the Japan Bank for International Cooperation.

Whilst international best practice considerations such as the Equator Principles and Principles for Responsible Investment are geared towards financial institutions of a larger and more international scale than Commercial Bank, the Bank did sign up to the UN Global Compact in 2002. Awareness of the UN Global Compact throughout the organisation has been raised through internal publications. However, interviews within the organisation indicated that attentiveness to the UN Global Compact and its requirements may not yet be fully embedded within the organisation. Some evidence of this is the fact that Commercial Bank is currently listed by the UN as being behind on its Communication on Progress and is at threat of being delisted from the participant list. Also the Bank disclosure on the UN Global Compact was not evident in the external publications.

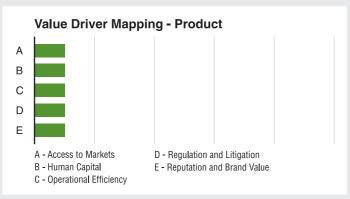
#### **Outline of risk**

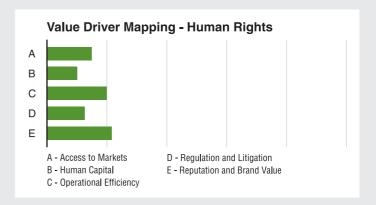
Product: No discernible impact, no physical products. Issues of mis-selling etc. addressed in Market-place Human Rights: Retail banks rarely infringe on human rights. Access to banking services is not a core human right. Risk slightly increased in corporate banking operations although the nature and scale of Commercial Bank's activities mean limited impacts.

#### **Evaluation of management response**

These impacts are not a major concern to Commercial Bank. As discussed above, the Bank has previously signed up to the UN Global Compact but cannot demonstrate how considerations such as upholding human rights are being proactively managed beyond raising awareness amongst its employees.

# **Social Impacts**





# ADDING VALUE AT MULTIPLE LEVELS

# **Sustainability**

Bank is a model corporate citizen. Its Mission is to "Redefine convenience in Financial Services". It attempts to provide the "fruits" of its existence to all of its stakeholders around it, now and into the indefinite future. These "fruits" take various forms depending on the type of the stakeholder creation of value and a decent dividend to the shareholders, a rate of interest that is commensurate with the risk of a private financial institution to the depositors and other debt capital holders, credit and related facilities at competitive rates of interest to the industry, content and rewarding employment to staff, tax revenue to the Government, a stable and sound financial institution as far as the regulators are concerned and above all, convenience and peace of mind to all of them.

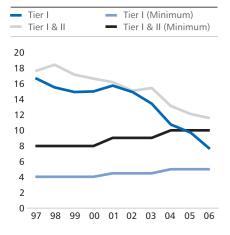
This section elaborates the "value" that the Bank has created and delivered to various stakeholders and the society at large.

Being the largest private sector bank in the country and as a result, being systemically important to the smooth functioning of the economy, the Bank conducts its activities adhering to principles of good corporate governance as detailed in the section on Enterprise Governance on page 64 of this Report. It conducts its business and operations in a highly transparent manner without prejudice to any person, group of people or segment of the society. The Bank's policy has been to deliver optimum value in a manner that is consistent with the highest levels of fairness and transparency. It has not been a case of building financial value and enhancing the bottom line at any cost, but rather

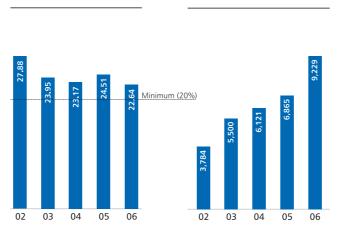
participating in a process of creating value through fair and ethical means. Building sustainable value for all stakeholders is one of the Bank's important corporate goals.

Fitch Ratings Lanka Ltd. upheld the AA + (lka) national rating assigned to the Bank. Bank received an unqualified audit opinion on the financial statements from the statutory auditors for the year ended December 31, 2006. Bank continued to receive several awards and accolades during the year in appreciation of its efforts in maintaining sustainable performance and conducting business with transparency and full and fair disclosure. Bank has one of the lowest levels of non-performing assets among the banks in the country. As at December 31, 2006, the Bank recorded the Highest Market Capitalisation among all the financial institutions in the country.

# Capital Adequacy Ratio (%)

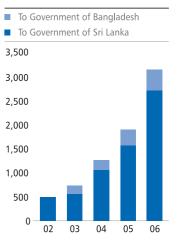


Liquid Assets Ratio (%)



Free Capital (Rs. Mn.)

#### Revenue to Governments (Rs. Mn.)



Bank's multiple delivery points consisting of 150 branches and service points and 269 ATMs which were available over 99% of the time, along with the concepts such as Supermarket Banking, Saturday Banking, 365-Day Banking, mobile ATMs etc. provide maximum convenience to various stakeholders in fulfilling most of their financial services related requirements.

Being conscious of the risks of overdependence on one economy, the Bank took several initiatives such as lending to Maldivian customers on off-shore basis, commencing banking operations in Bangladesh, getting into the money remittance business in several countries etc. to gradually reduce its dependence on the Sri Lankan economy. These initiatives have paid off as evident from the Bangladesh operations contributing Rs. 385.387 million to the profit after tax of the Bank in 2006. Our Sri Lankan operations provide IT support and training facilities to Bangladesh operations.

Bank is a major tax payer to the Government of Sri Lanka. During the year 2006, it paid over Rs. 2.000 billion in direct taxes comprising of Income Tax, Financial VAT, Social Responsibility Levy and Debits Tax. Further, the Bank collected and remitted several more billions in indirect taxes to the Revenue Authorities during the year.

# **Managing Risks**

In terms of a consultancy services agreement signed up with the Deutsche Bank, Asia Pacific Head Office, Singapore, the Bank will shortly commence upgrading its Risk Management infrastructure to international best practices. An Integrated Risk Management Department is being set up which will address all types of risks centrally: Credit, Market, Asset & Liability Management and Operations, when it is fully operational.

The Assets and Liabilities Committee and the Credit Committee meet regularly to review the market and credit related factors and recommend and implement suitable measures to counter associated risks.

Appropriate internal control measures and contingency plans are in place to address operational risks. The Board undertakes a bi-annual review of the Risk Management System. Detailed risk management measures in place are given in the article on Risk Management on page 76 of this Report.

# **Payment of Dividends**

The dividend policy of the Bank has always been to pay a decent dividend to its shareholders while ploughing back sufficient profits to fund growth and capital adequacy requirements. As a result of this prudent dividend policy, the Bank has been able to build up its shareholders' funds base to satisfactory levels. In fact, the

Commercial Bank has one of the highest levels of free capital among the banks in the country today.

Considering the performance of the Bank for the year, the Board has recommended a dividend of 50% for the year (of which 15% was paid in November 2006) compared to the 45% paid for 2005.

# **Ensuring Resources Efficiency**

Deposits, Borrowings and Shareholders' Funds represented the three biggest resources of funds for the Bank, accounting for 70.38%, 8.46% and 7.07% respectively of the total liabilities and shareholders' funds as at December 31, 2006. Mobilising deposits from stable and low cost sources and the prudent investment of funds are imperative for improving the profitability of the Bank. In addition, the Bank continued to mobilise funds from non-deposit sources such as Debentures, Syndicated Borrowings etc. to supplement deposit mobilisation efforts.

Through careful planning, a prudent dividend policy and controlling capital expenditure and investments, the Bank ensured that the Shareholders' Funds, the Free Capital and the Single Borrower Limit continued to grow. Total Shareholders' Funds, Free Capital and the Single Borrower Limit were Rs. 15,842.841 million, Rs. 9,228.971 million and Rs. 4,436.551 million respectively as at December 31, 2006.

# **Maintaining Capital Adequacy**

Capital Adequacy symbolises the financial strength and stability of a bank. It limits the extent up to which banks can healthily expand their business in terms of risk weighted assets.

In the process of expansion, banks acquire property, plant & equipment, open branches, mobilise deposits, provide loans and invest in other assets. All these lead to constant changes in their risk profiles. Regulatory capital requirements are therefore necessary to prevent banks from expanding beyond their ability to manage (over trading), to improve the quality of banks' assets, to control the ability of the banks to leverage their growth and to lead to higher earnings on assets, ensuring stability

and soundness of a bank. The Bank attempts to ensure that capital keeps pace with its business expansion.

The Capital Adequacy Computation of the Group as at December 31, 2006 is given on page 49.

# **Maintaining Liquidity**

The Bank maintains a consistent liquidity policy in its operations and carries a positive mismatch in the interest earning assets and interest bearing liabilities in the 1 to 30 day category. The Bank functioned at optimum liquidity levels throughout the year. If and when the liquidity falls below the internally set limits which is above the mandatory limits, the Bank took effective and prompt actions to fund the shortfall in liquidity by way of borrowings. The Liquid Assets Ratio stood at 22.64% in December 2006.

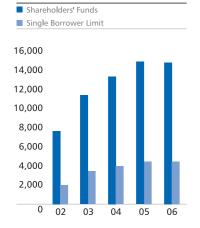
The Assets and Liabilities Committee (ALCO) of the Bank continuously monitors the liquidity level with a view to maintaining a satisfactory trade-off between liquidity and profitability.

# **Content and Rewarding Employment to Staff**

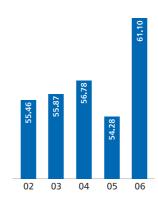
The Bank's total staff strength as at end 2006 was 3,415. Of them, 388 are new recruits during the year.

141 employees retired or resigned during the year. Various measures that the Bank has taken in this regard over the year are detailed in page 58. The Bank believes that these measures have immensely helped to improve people productivity, work-life balance and knowledge and skills of the employees, in taking the Bank to even higher levels as envisaged by the Vision and strategic direction.

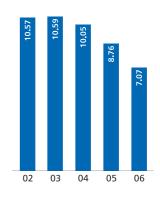
#### Shareholders' Funds/ Single Borrower Limit (Rs. Mn.)



# Cost/Income Ratio (%)



Shareholders' Funds/ Total Liabilities and Shareholders' Funds (%)



# **Capital Adequacy Computation - Group**

# **Computation of Risk-Weighted Assets**

	]	Balance	Risk-Weight	Risk-Weighted Balance		
Assets	2006	2005	Factor	2006	2005	
	Rs. '000	Rs. '000	(%)	Rs. '000	Rs. '000	
Cash, Statutory Deposit with Central Banks						
Treasury Bills, Government and other Securities	38,371,428	22,497,900	-	-	_	
Facilities secured by Cash and guaranteed by						
Central Bank of Sri Lanka	17,965,957	13,198,084	_	-	-	
Facilities guaranteed by Local/						
Foreign Commercial and Development Banks	1,003,444	_	20	200,689	-	
Guaranteed by OECD Incorporated Banks	1,417	-	20	283	-	
Loans guaranteed by SLECIC	200	8,000	50	100	4,000	
Loans secured by Primary Mortgages						
over Residential Property	-	8,226,039	50	-	4,113,020	
Loans secured by Primary Mortgages						
over Residential Property	11,864,148	_	55	6,525,281	-	
Other Loans and Advances	-	97,617,906	100	-	97,617,906	
Other Loans and Advances	122,316,000	_	110	134,547,600	_	
Credit Equivalent of Off-Balance Sheet Items	12,044,944	11,005,297	100	12,044,944	11,005,297	
Due from Banks Abroad	8,506,479	15,723,987	20	1,701,296	3,144,797	
Due from Local Banks including						
Development Financial Institutions	1,949,872	376,010	20	389,974	75,202	
Due from Off-shore Banking Centre	-	_	10	-	_	
Cash Items in the process of collection	134,139	122,317	20	26,828	24,463	
Investments excluding Investments in						
Financial Associates	1,404,455	2,204,710	100	1,404,455	2,204,710	
Property, Plant & Equipment and Intangible Assets	3,600,295	3,516,183	100	3,600,295	3,516,183	
Other Assets	4,480,652	3,991,381	100	4,480,652	3,991,381	
TOTAL	223,643,430	178,487,814		164,922,397	125,696,959	

# **Credit Equivalent of Off-Balance Sheet Items**

	Ва	lance	Credit	Risk-Weighted Balance	
Instruments	2006	2005	Conversion	2006	2005
	Rs. '000	Rs. '000	Factor (%)	Rs. '000	Rs. '000
General Guarantees of Indebtedness					
(Credit Guarantees and Advance					
Payment Guarantees)	9,406,754	6,279,508	100	9,406,754	6,279,508
Performance Bonds, Bid Bonds					
and Warranties	3,960,924	3,419,905	50	1,980,462	1,709,953
Shipping Guarantees	1,314,119	1,117,648	20	262,824	223,530
Documentary Letters of Credit	9,591,240	9,373,307	20	1,918,248	1,874,661
Usance Bills	4,937,977	4,517,958	20	987,595	903,592
Bills for Collection	5,016,267	4,346,833	-	-	-
Foreign Exchange and Interest Rate					
related Contracts:					
Customers	31,922	19,718	50	15,961	9,859
Banks	52,011	20,969	20	10,402	4,194
Total	34,311,214	29,095,846		14,582,246 *	11,005,297

 $<sup>{\</sup>it *The credit equivalent of these of f-balance sheet items has been risk weighted based on rates applicable for the underlying securities.}$ 

# Capital Adequacy Computation - Group (Contd.)

# **Computation of Capital**

		2006		2005
	Rs. '000	Rs.'000	Rs. '000	Rs. '000
TIER I : Core Capital				
Paid-up Ordinary Shares	1,428,186		1,420,809	
Share Premium	1,728,793		1,679,604	
Statutory Reserve Fund	1,429,319		1,421,819	
Published Retained Profits	68,165		83,869	
General and other Reserves	8,394,453		7,550,789	
Minority Interest	11,023		13,285	
Less: Goodwill				
Total Tier I Capital	13,059,939		12,170,175	
Less: Loans Granted under ESOP Scheme	(343,251)	12,716,688		12,170,175
TIER II : Supplementary Capital				
Revaluation Reserve (as approved by				
the Central Bank of Sri Lanka)	651,037		651,037	
General Provisions	238,622		85,411	
Approved Subordinated Term Debt	5,746,994		3,455,646	
Total Tier II Capital		6,636,653		4,192,094
Total Capital		19,353,341		16,362,269
Deductions				
Investments in Banks and Financial Associates		33,754		1,176,084
Capital Base		19,319,587		15,186,185
Computation of Ratios			2006	2005
			2006 Rs. '000	2005 Rs. '000
Total Risk-Weighted Assets (RWA)			Rs. '000	Rs. '000
Total Risk-Weighted Assets (RWA) Total Risk-Weighted Assets for Credit Risk			Rs. '000 164,922,397	
Total Risk-Weighted Assets (RWA)			Rs. '000	Rs. '000
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total			Rs. '000 164,922,397 1,894,190	Rs. '000 125,696,959 –
Total Risk-Weighted Assets (RWA) Total Risk-Weighted Assets for Credit Risk Total Risk-Weighted Assets for Market Risk Sub Total Minimum Capital Charge			Rs. '000 164,922,397 1,894,190 166,816,587	Rs. '000 125,696,959 - 125,696,959
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk			Rs. '000 164,922,397 1,894,190 166,816,587	Rs. '000 125,696,959 –
Total Risk-Weighted Assets (RWA) Total Risk-Weighted Assets for Credit Risk Total Risk-Weighted Assets for Market Risk Sub Total Minimum Capital Charge			Rs. '000 164,922,397 1,894,190 166,816,587	Rs. '000 125,696,959 - 125,696,959
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk  Capital Charge for Market Risk  Sub Total	Rick		Rs. '000 164,922,397 1,894,190 166,816,587 16,492,240 189,419	Rs. '000  125,696,959  - 125,696,959  12,569,696
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk  Capital Charge for Market Risk  Sub Total  Total Capital available to meet the Capital charge for Credit Risk	Risk		Rs. '000  164,922,397  1,894,190  166,816,587  16,492,240  189,419  16,681,659	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,569,696
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk  Capital Charge for Market Risk  Sub Total  Total Capital available to meet the Capital charge for Credit Fotal Tier - I Capital			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,569,696  12,170,175
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk  Capital Charge for Market Risk  Sub Total  Total Capital available to meet the Capital charge for Credit Risk			Rs. '000  164,922,397  1,894,190  166,816,587  16,492,240  189,419  16,681,659	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,569,696
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk  Capital Charge for Market Risk  Sub Total  Total Capital available to meet the Capital charge for Credit Find Total Tier - I Capital  Tier - II Capital (after deducting investments in Banks and Finds Total)			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659  12,716,688 6,602,899	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,569,696  12,170,175 3,016,010
Total Risk-Weighted Assets (RWA) Total Risk-Weighted Assets for Credit Risk Total Risk-Weighted Assets for Market Risk Sub Total Minimum Capital Charge Capital Charge for Credit Risk Capital Charge for Market Risk Sub Total Total Capital available to meet the Capital charge for Credit F Total Tier - I Capital Tier - II Capital (after deducting investments in Banks and Fi Sub Total Core Capital Ratio (Minimum Requirement 5%)			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659  12,716,688 6,602,899 19,319,587	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,170,175 3,016,010 15,186,185
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Total Risk-Weighted Assets (RWA) Total Risk-Weighted Assets for Credit Risk Total Risk-Weighted Assets for Market Risk Sub Total Minimum Capital Charge Capital Charge for Credit Risk Capital Charge for Market Risk Sub Total Total Capital available to meet the Capital charge for Credit F Total Tier - I Capital Tier - II Capital (after deducting investments in Banks and Fi Sub Total Core Capital Ratio (Minimum Requirement 5%)			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659  12,716,688 6,602,899 19,319,587	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,170,175 3,016,010 15,186,185
Total Risk-Weighted Assets (RWA) Total Risk-Weighted Assets for Credit Risk Total Risk-Weighted Assets for Market Risk Sub Total Minimum Capital Charge Capital Charge for Credit Risk Capital Charge for Market Risk Sub Total  Total Capital available to meet the Capital charge for Credit F Total Tier - I Capital Tier - II Capital (after deducting investments in Banks and Fi Sub Total  Core Capital Ratio (Minimum Requirement 5%) Total Tier - I Capital Total Risk Weighted Assets			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659  12,716,688 6,602,899 19,319,587  12,716,688 166,816,587	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,170,175 3,016,010 15,186,185  12,170,175 125,696,959
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk  Capital Charge for Market Risk  Sub Total  Total Capital available to meet the Capital charge for Credit Factor of Credit Factor of Capital Charge for Credit Factor of Capital Charge for Credit Factor of Capital Capital Agriculture of Capital Charge for Credit Factor of Capital Capital Capital (after deducting investments in Banks and Factor of Capital Ratio (Minimum Requirement 5%)  Total Tier - I Capital  Total Risk Weighted Assets  Total Capital Ratio (Minimum Requirement 10%)			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659  12,716,688 6,602,899 19,319,587  12,716,688 166,816,587 7.62%	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,170,175 3,016,010 15,186,185  12,170,175 125,696,959 9,68%
Total Risk-Weighted Assets (RWA) Total Risk-Weighted Assets for Credit Risk Total Risk-Weighted Assets for Market Risk Sub Total Minimum Capital Charge Capital Charge for Credit Risk Capital Charge for Market Risk Sub Total  Total Capital available to meet the Capital charge for Credit F Total Tier - I Capital Tier - II Capital (after deducting investments in Banks and Fi Sub Total  Core Capital Ratio (Minimum Requirement 5%) Total Tier - I Capital Total Risk Weighted Assets  Total Capital Ratio (Minimum Requirement 10%) Total Capital			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659  12,716,688 6,602,899 19,319,587  12,716,688 166,816,587	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,170,175 3,016,010 15,186,185  12,170,175 125,696,959 9.68%
Total Risk-Weighted Assets (RWA)  Total Risk-Weighted Assets for Credit Risk  Total Risk-Weighted Assets for Market Risk  Sub Total  Minimum Capital Charge  Capital Charge for Credit Risk  Capital Charge for Market Risk  Sub Total  Total Capital available to meet the Capital charge for Credit Factor of Credit Factor of Capital Charge for Credit Factor of Capital Charge for Credit Factor of Capital Capital Agriculture of Capital Charge for Credit Factor of Capital Capital Capital (after deducting investments in Banks and Factor of Capital Ratio (Minimum Requirement 5%)  Total Tier - I Capital  Total Risk Weighted Assets  Total Capital Ratio (Minimum Requirement 10%)			Rs. '000  164,922,397 1,894,190 166,816,587  16,492,240 189,419 16,681,659  12,716,688 6,602,899 19,319,587  12,716,688 166,816,587 7,62%	Rs. '000  125,696,959  - 125,696,959  12,569,696  - 12,170,175 3,016,010 15,186,185  12,170,175 125,696,959 9,68%

2006

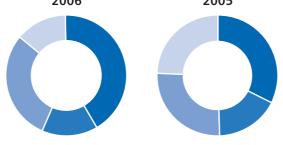
# Risk-Weighted Assets

- $1. \hspace{0.5cm} \hbox{Loans and Advances are net of specific provisions and interest in suspense.} \\$
- 2. Total assets do not tally with that of the Balance Sheet mainly due to differences in treatment on securities sold under repurchase agreements and investments in capital of other banks/financial institutions in the capital adequacy computation.

# **Value Addition**

		2006		2005	
	Rs. '000		Rs. '000	%	
Value Added					
Income from Banking Services	23,234,534		15,578,410		
Cost of Services	(13,232,604)		(8,381,402)		
Value Added by Banking Services	10,001,930		7,197,008		
Non-Banking Income	1,234,936		521,235		
Loan Losses and Provisions	(655,070)		(414,864)		
	10,581,796		7,303,379		
Distribution of Value Added					
To Employees					
Salaries and other Benefits	4,373,556	41.32	2,364,148	32.37	
To Providers of Capital					
Dividends to Shareholders	911,413		869,716		
Interest to Debentureholders	641,540		371,049		
	1,552,953	14.68	1,240,765	16.99	
To Governments					
Income Tax	2,191,641		1,301,974		
Financial Value Added Tax	970,958		622,936		
Debits Tax	6,418		4,119		
	3,169,017	29.95	1,929,029	26.41	
To Expansion and Growth					
Retained Profit	1,101,215		1,494,524		
Depreciation	375,779		299,167		
Deferred Taxation	9,276		(24,254)		
	1,486,270	14.05	1,769,437	24.23	
	10,581,796	100.00	7,303,379	100.00	

Distribution of Value Added	2006	2005
■ To Employees	41%	32%
■ To Providers of Capital	15%	17%
■ To Government	30%	26%
■ To Expansion and Growth	14%	25%
2006	2005	



## **Economic Impact Report**

#### **Economic Value Added**

Economic Value Added (EVA) is a measure of profitability which takes into consideration the cost of total invested equity.

	2006	2005	2004	2003	2002
	Rs. '000	Rs. '000	Rs. '000	Rs. '000	Rs. '000
Invested Equity					
Shareholders' Funds	14,842,841	13,861,828	12,004,962	9,777,402	6,848,102
Add: Cumulative Loan Loss Provision	2,536,465	2,192,293	2,053,828	1,668,752	1,099,155
	17,379,306	16,054,121	14,058,790	11,446,154	7,947,257
Earnings					
Profit after Taxation and Dividends					
on Preference Shares	1,815,210	2,133,888	1,454,362	1,287,820	1,086,162
Add: Loan Losses and Provisions	655,070	414,864	699,200	623,207	401,972
Less: Loan Losses Written Off	(7,698)	(5,011)	(9,138)	(81,588)	(19,550)
	2,462,582	2,543,741	2,144,424	1,829,439	1,468,584
Cost of Equity Based on the 12 months					
Weighted Average Treasury Bill Rate plus					
2% for the Risk Premium	12.91%	10.87%	9.65%	10.00%	12.00%
Cost of Average Equity	2,158,128	1,636,637	1,230,614	969,671	873,076
Economic Value Added	304,454	907,104	913,810	859,768	595,508

At Commercial Bank, we are deeply conscious of delivering value to all our stakeholders consistently. We still remain one of the very few companies in Sri Lanka that has embraced EVA as a measure of performance. In EVA terms, we have created Rs. 304.454 million during the year 2006 and over Rs. 3.500 billion over the past 5 years.

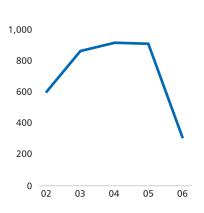
# **Maturity Analysis**

The Assets and Liabilities Committee of the Bank closely monitors the maturities of assets and liabilities of the Bank.

A summary of the maturity pattern of the respective assets and liabilities of the Bank as at December 31, is as follows:

							Rs. '000
Item			Maturity Pe	riod			
	Up to	3 - 12	1 - 3	3 - 5	Over	Total	Total
	3 months	months	years	years	5 years	2006	2005
Interest Earning Assets	95,017,606	26,630,624	52,575,623	12,295,350	13,224,353	199,743,556	160,018,609
Non-Interest Earning Assets	17,528,175	2,233,102	81,974	53,234	4,334,212	24,230,697	20,058,854
Total Assets	112,545,781	28,863,726	52,657,597	12,348,584	17,558,565	223,974,253	180,077,463
Interest Bearing Liabilities	121,859,018	40,387,659	6,456,065	3,310,117	6,695,017	178,707,876	144,593,017
Non-Interest Bearing Liabilities	27,843,770	999,231	1,000,000	580,535	14,842,841	45,266,377	35,484,446
Total Liabilities	149,702,788	41,386,890	7,456,065	3,890,652	21,537,858	223,974,253	180,077,463
Maturity Gap	(37,157,007)	(12,523,164)	45,201,532	8,457,932	(3,979,293)		
Cumulative Gap	(37,157,007)	(49,680,171)	(4,478,639)	3,979,293	-		

## Economic Value Added (Rs. Mn.)



# Asset Mix (%)



# EXPLODING... AND EXPLORING OUR GENIUS

#### **Beyond Financial Performance**

The Bank has led the way with corporate reporting in this country. We have set new standards for clarity and transparency and sought to project as complete a picture of our corporate operations as possible. This is our responsibility as a publicly listed company and as the leading private financial institution in the country. It is an obligation of any who aspires to be a model corporate citizen.

This year too, with the goal of enhancing transparency and exposing every aspect of the Company's performance, we have sought to report on aspects of the Company's performance that go 'beyond the financials'. In this section we profile and document the 'invisibles' that have driven performance in the past year.

The Bank's Knowledge Capital consists of those soft factors that create value for all stakeholders. Our Knowledge Capital – consisting of our Human Capital and our Structural Capital – has been a key driver of our corporate success over the years.

The Bank's **Human Capital** – consisting of staff skills, capacities, talents, attitudes, business routines, work ethics, mindsets, emotions and imaginations – have achieved new benchmarks in performance over the previous year.

The Bank's Human Capital has helped create a rich base of Structural Capital which has been equally vital in the Bank's overall performance. The Bank's Structural Capital consisting of its brands, product portfolios, databases, software, work procedures, experience, know-how, organisational culture, information management systems and other work systems - has played an equally important role in our success. Seeking the perfect blend between these two types of capital ensures optimal performance and builds value for all stakeholders.

#### **Knowledge Smart**

Our process of managing knowledge capital at the Bank has focused on striking the perfect mix between human and structural capital.

While human capital 'leaves' the organisation everyday and sometimes can leave the organisation

permanently, structural capital accrues to the organisation in a more sustainable way. Striking this fine balance is a corporate art.

Effective knowledge management strategies also require generating capacities to adapt. Adapting to social and political change, lifestyle change, weather change, market change and just natural processes of change is a sine qua non for staying at the top. As a top performer the Bank must be capable of performing in good times and in bad. Merely because the going gets tough, the organisation should not get rough.

Our knowledge management strategy at the Bank is guided by five key values: integrity, effectiveness, passion, innovation and leadership. In redefining financial convenience we have integrated all these values into every aspect of our corporate governance and performance.

In today's world, knowledge is the primary catalyst of wealth creation: organisational, social and employee. This section is a tribute to this knowledge which has continued to create new wealth.



KNOWLEDGE BASED CAPITAL

BUSINESS PROCESSES RANGE OF SERVICES

MISSION STATEMENT

KNOWLEDGE GOALS

STRATEGY 2007-2011

HUMAN CAPITAL

STRUCTURAL CAPITAL

Deposits Management

Loans Management

Asset & Liability Management

Channel Development

**Operations Management** 

Risk Management

Data Management

Capacity Building

Human Resource Management

Corporate Planning & Budgeting

Financial Management

Marketing Management

Accepting Deposits

Corporate and Retail Credit

Project Financing

Leasing

Personal Loans

Trade Financing

Travel Related Services

Issuing of Local and International Credit Cards

Tele Banking Facilities

Internet Banking

Bullion Trading

Export & Domestic Factoring

Dealing in Government Securities

Inward and Outward Remittance Services

ATM Services

**Advisory Services** 

Securitisations

IPO Management

Structuring Corporate Debts

Sponsor of the Colombo Stock Exchange

Bancassuarance

Salary Remittance Package

Priority Banking

Holiday Banking

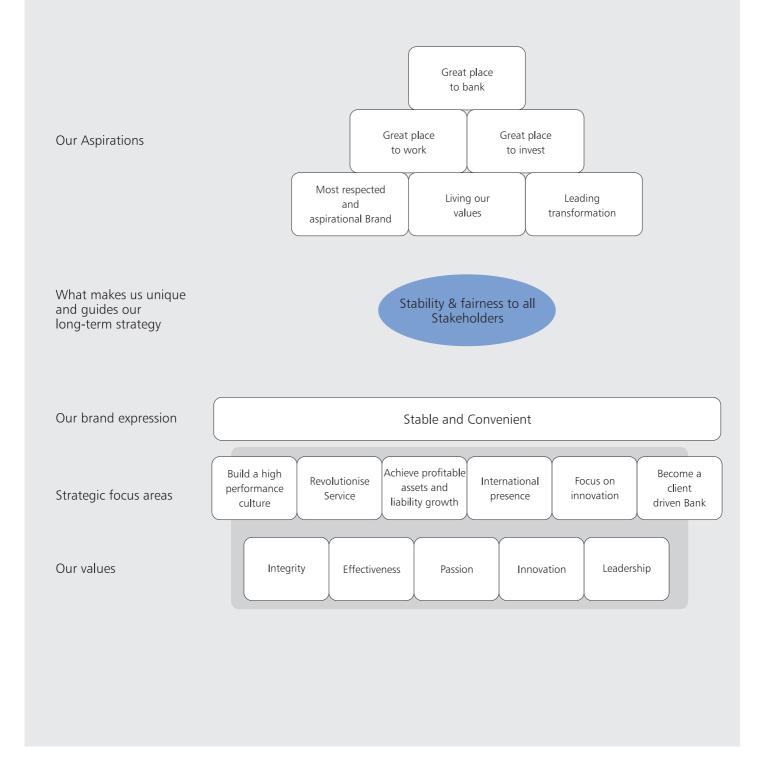
Reloading Mobile Phones

Foreign Currency Swaps

Interest Rate Swaps

Foreign Exchange Dealings

Vision to be the PREFERRED financial services organization in Sri Lanka, having an international presence by the year 2011



#### **Great Aspirations**

As a financial services organisation we aspire to be nothing but the best. We want to be a great place to bank at, a great place to work in and a great place to invest in. We want to be the most respected brand that engages in entrepreneurship according to our strong corporate values. We also want to be a trail-blazer, a pioneer and lead agent in social and corporate transformation creating new opportunities for all people and adding value wherever we are.

# **Human Capital**

# **Unleashing Hidden Energy**

While inspiring our human resource base, we have endeavoured at all times to ensure that they enjoy the optimum benefits and rewards for their imagination and labour. Like all relationships, we have nurtured a win-win scenario for both employer and employee. The full potential of a human resource pool can only thrive in an environment in which they are comfortable and inspired. Tension and discomfort are not catalysts of productivity and innovation. Our aspiration is to make the Bank a great place to work in.

In March 2006 we signed a watershed agreement with the Ceylon Bank Employees' Union (CBEU). The new collective agreement recognised the changing environment in which our employees had to operate and sought to ensure that the organisation provides the optimum benefits proportionate to the Company's performance and standing.

The new Collective Agreement covers Junior Executive Assistants and Allied Grades, Banking Assistants and Allied Grades and Minor Staff for a period of three years.

The new agreement was signed the moment the previous agreement came to an end and this itself was a significant achievement. Seldom has the financial services industry witnessed such smooth transition from one agreement to another and we set a milestone in industrial relations in this country.

The Collective Agreement was supplemented by an MOU with regard to the allowances and other benefits pertaining to the Junior Executive Officers of the Bank.

The Management dialogues regularly with the employee organisations and tries to nip any conflict and tension at an early stage. Our dialogue also extends to performance issues and we are joint partners in raising the Bank's level of performance to an even higher level.

Our sporting events, competitions and other events have succeeded in building a strong team spirit among all categories of staff and provided opportunities for families to bond. The Bank Newsletter "Compulse" is a vital tool of communication, from management to employees and vice versa.

# **Rewarding Performance**

In 2006 the Bank introduced a new Performance Rewards Plan for its employees based on which performance for 2007 onwards will be rewarded. Our new plan seeks to motivate employees to achieve specified business results, attract and retain the high quality talent for sustained business growth, promote a stronger team based performance culture and reinforce prioritised business strategies. The new plan was devised in partnership with Hewitt Outsourcing Services (India) Ltd.

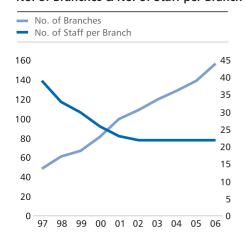
New organisational level thresholds were introduced in order to 'de-risk' business performance and the new payment scheme is linked very closely to the achievement of a minimum level of performance. Employees at senior levels in an organisation have a higher capacity to impact on the Bank's overall results, and this variable in employee capacity was also taken into account in designing the new scheme.

# Commercial Bank continues to maintain the leading position in terms of people productivity. This is confirmed by the following indicators:

	2006	2005	2004	2003	2002
Staff per branch	22	22	22	22	22
Income per employee (Rs.'000)	7,165	5,082	4,293	3,799	3,486
Profit before tax per employee (Rs.'000)	1,234	1,150	875	739	636
Assets per employee (Rs.'000)	65,585	56,843	48,367	41,646	30,576

			Value of Human
	No. of	Total Value of	Resource per
Year	Employees	Human Resource	Employee
		Rs. '000	Rs. '000
2006	3,415	37,925,315	11,106
2005	3,168	33,830,883	10,679
2004	2,863	27,014,491	9,436
2003	2,648	23,867,760	9,014
2002	2,399	18,098,299	7,544

# No. of Branches & No. of Staff per Branch



Value of Human Resource per Employee (Rs.'000)



# **Human Resource Accounting**

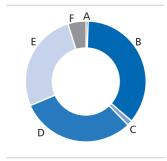
The Lev & Schwartz model has been used to compute the value of the Bank's human resource as at December 31, 2006.

The Human Resource Valuation is based on the following assumptions:

- $o \quad \mbox{All the existing employees will continue in} \\ employment up to retirement.$
- o  $\;\;\;$  Employee remuneration includes all direct and indirect benefits earned by them.
- o Annual increment is granted at 10%-14% p.a. on average.
- o Total future remuneration of all the employees for each year is discounted to the present value at 12.91%, the 12 months weighted average tresury bill rate plus 2% for the risk premium.

# Staff Strength - 2006

A CM - 1%	D JEA - 31%
<b>B</b> EO - 35%	<b>E</b> BT - 27%
C EA - 1%	F OA - 5%

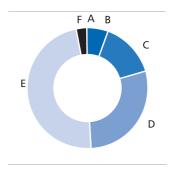


# **Staff Strength**

As at December 31,	2006	2005	2004	2003	2002
Corporate Management (CM)	17	15	15	14	14
Executive Officers* (EO)	1,225	1,093	1,001	918	787
Executive Assistants and Allied (EA)	46	66	53	62	23
Junior Executive Assistants and Allied (JEA)	1,053	1,008	942	798	813
Banking Trainees (BT)	911	819	677	672	574
Office Assistants and Others (OA)	163	167	175	184	188
Total	3,415	3,168	2,863	2,648	2,399

## Age Analysis - 2006

A Above 60 - 0%	<b>D</b> 31 - 40 - 28%
<b>B</b> 51 - 60 - 6%	E 21 - 30 - 48%
C 41 - 50 - 15%	F 20 & Above - 3%



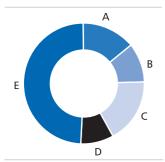
# Age Analysis of the Staff as at December 31,

Age Group	Corporate	Executive	Executive	Jr. Exe.	Banking	Office	2006	2005
(Years)	Mgt.	Officers	Assistants	Assistants	Trainees	Asst. &	Total	Total
			& Allied	& Allied		Others		
Above 60	-	2	-	_	-	-	2	2
51 - 60	12	124	2	24	-	31	193	144
41 – 50	4	278	18	138	-	82	520	507
31 – 40	1	597	14	293	1	48	954	980
21 - 30	-	224	12	597	815	2	1,650	1,453
20 & below	-	-	-	1	95	-	96	82
Total	17	1,225	46	1,053	911	163	3,415	3,168

Average age of the employees as at December 31, 2006 was 34.2 years (2005 - 32.3 years).

# Service Analysis - 2006

Α	Above 20 - 15%	D	6 - 10 - 9%
В	16 - 20 - 10%	Ε	25 & Above - 49%
C	11 - 15 - 17%		



# Service Analysis of the Staff as at December 31,

Service	Corporate	Executive	Executive	Jr. Exe.	Banking	Office	2006	2005
Group	Mgt.	Officers	Assistants	Assistants	Trainees	Asst. &	Total	Total
(Years)			& Allied	& Allied		Others		
Above 20	12	315	11	78	-	82	498	482
16 – 20	_	211	9	98	-	30	348	271
11 – 15	1	342	4	186	-	49	582	645
6 – 10	1	171	3	122	-	2	299	373
5 & below	3	186	19	569	911	-	1,688	1,397
Total	17	1,225	46	1,053	911	163	3,415	3,168

Average service of the employees as at December 31, 2006 was 10.0 years (2005 - 10.0 years).

 $The \ service \ of \ the \ employees \ absorbed \ from \ Eastern \ Bank \ Ltd. \ and \ Mercantile \ Bank \ Ltd. \ is \ also \ included.$ 

<sup>\*</sup> Inclusive of Management Trainees, Confidential Secretaries and Employees on Contract.

# **Staff Recruitment**

	2006	2005	2004
Banking Trainees	378	352	292
Management Trainees	4	5	13
Other	6	14	10
Total	388	371	315

# Response Rate for Vacancy Advertisements - 2006

Banking Trainees	15,000 (Approximately)	
Management Trainees	1,000 (Approximately)	
No. of Unsolicited Applications	3,000 (Approximately)	

# **Staff Retention**

	2006	2005	2004
Staff Retention - Sri Lanka (%)	96.13	97.37	97.26
Staff Retention - Bangladesh (%)	91.53	94.44	85.95
Total (%)	93.83	95.91	91.61

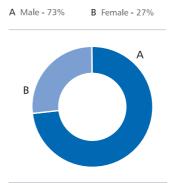
# **Training & Development**

	2006	2005	2004
Training & Development Cost (Rs. Mn)	35.794	32.504	30.081
Training Development cost per Employee (Rs.)	10,481	10,260	10,507
T&D Cost as a % of Personnel Cost	1.40	1.53	1.67

# **Staff Welfare**

	2006	2005	2004
Staff Welfare Cost (Rs. Mn.)	59.287	42.401	33.316
Staff Welfare Cost per Employee (Rs.)	17,361	13,384	11,637
Staff Welfare Cost as a % of Personnel Cost	2.31	1.99	1.84

# **Gender Distribution - 2006**



# **Gender Distribution**

As at December 31, 2006	Male	Female
Corporate Management (CM)	16	1
Executive Officers* (EO)	894	331
Executive Assistants and Allied (EA)	39	7
Junior Executive Assistants and Allied (JEA)	641	412
Banking Trainees (BT)	746	165
Office Assistants and Others (OA)	163	0
Total	2,499	916

# **Training Programmes**

Year	In-house Other Local Institut		utions	Overseas			Total					
	No. of	No. of	Training	No. of	No. of	Training	No. of	No. of	Training	No. of	No. of	Training
	Programmes	Participants	man hours	Programmes	Participants	man hours	Programmes	Participants	man hours	Programmes	Participants	man hours
2006	223	6,290	91,974	144	1,180	22,099	52	103	2,806	419	7,573	116,879
2005	214	6,566	89,499	119	457	19,381	35	58	1,960	368	7,081	110,840
2004	206	6,571	85,255	133	391	21,175	40	72	2,185	379	7,034	108,615

A new Performance Appraisal System was introduced as well. The new system moves away from the previous Management by Objectives (MBO) approach to a 'Key Performance Indicators' (KPI) approach. The new system is based on four pillars: Goal setting and establishing accountabilities; Review and measurement; Performance feedback and coaching; and Alignment to HR systems.

# **Re-Defining Terminal Benefits**

The previous pension plan of the Bank, based on a 'Defined Benefit Plan' (DBP) model was restructured and brought in line with current global practices. The previous plan exposed the Bank to huge funding deficiencies, particularly at times when interest rates were not keeping pace with salary increases.

Globally, DBPs are on the decline and financial institutions are increasingly adopting pension plans based on a Defined Contribution Plan model. In addition to inherent issues such as pooled funding, vesting conditions and vulnerability of assumptions associated with DBPs, they provide little transparency, simplicity and ease of understanding.

This compelled the Bank to devise an alternative scheme which is both employer and employee friendly. In partnership with Hewitt Outsourcing Services (India) Ltd., the Bank introduced a new pension plan and a

vast majority of the staff subscribed to this new scheme. The new pension scheme will be managed by the members of the management and representatives of the worker organisations.

# Replenishing and Polishing our Human Capital

Two things are vital for a vibrant human capital: a constant replenishment of new people with new ideas and new energy and a polishing of existing skills through an exposure to new training and new knowledge.

We have managed to tailor our policies so that we do both of these smartly and efficiently. Competent and committed staff ensure excellent customer service standards. Accordingly, our recruitment and selection processes are constantly reviewed and improved. We introduced new criteria and selection methods to ensure that we attract the best. The Bank is also involved in the conducting of career programmes to help younger Sri Lankans select the right careers. Last year we used 'Assessment Centres' for the first time as a selection tool in addition to the regular written tests and the interview processes to select new Management Trainees.

Bank staff is constantly exposed to new skills, new technologies, new systems, new processes, new ideas and new knowledge. Our training programmes have a strong link with individual staff member career aspirations and we try to ensure that both Bank and employees benefit from the programmes we constantly expose our staff to. Last year we conducted 116,879 man hours of training consisting of technical skills, personal effectiveness, services enhancement and IT skills.

Branches developed a comprehensive Service Quality Manual covering the service value chain. Customer service standards were established to sustain the consistency of service levels and this was further assessed by carrying out 'Mystery Audits' to ensure a higher level of accountability.

We ensure that we maintain a strong faculty of resource persons both internal and external for our in-house programmes. Our staff is also exposed to training both overseas and locally.

Our Bangladesh Operation trained its staff through in-house programmes, locally held external programmes and overseas programmes, most of which were in Sri Lanka.

The placement of staff as Business Promotions Officers in select locations called for specialised programmes of training. This focused on Marketing, Cross Selling, Negotiation Skills and Cross Cultural etiquette.

Last year we promoted 216 members to new positions. These promotions are a reflection of the Bank's growth and the employees' growth. Inspiring and motivating employees is part of our promotional policy. The eligibility criteria for the position of Junior Executive Officer were changed taking into consideration the new job demands.

In addition to the recruitment of employees, the Bank continued the outsourcing of the non-core banking areas, a practice which commenced some years ago.

# Filling the 'Big Shoes'

'Succession Planning' is now an important part of any Human Capital management strategy. The Bank has taken steps to integrate a systematic approach to 'succession' to ensure that key organisation gaps are easily filled and the exit of any one or more persons does not create transition problems. Succession gaps and future staffing gaps are quickly identified and processes soon put in place to respond to these needs. Two important values have shaped our response in this regard: minimum disruption and sustainability of operations.

Our Succession Plan is synchronised with the Bank's business strategy and the Bank's short- and long-term objectives. We have developed a 'Leadership Capability Model' which helps the Bank identify future leaders and successors.

A 'Capability Profile' of all potential successors has been developed and a 360 Degree Feedback/ Multi-Rater Feedback System was institutionalised with the assistance of Professor T. V. Rao, an Indian Human Resource guru.

This model known as the 'RSDO Model' (Roles, Styles, Delegation and Qualities) employs a number of criteria and processes to flag leadership quality. Assessments from direct superiors, direct reports from subordinates and colleagues and an assessment from internal customers, are among the criteria used in this process. All potential successors were assessed by approximately over 300 assessors during the past year and the data that was generated is being collated in order to plan future organisational training needs. The information provides both quantitative and qualitative data.

# **Innovation Capital**

An important aspect of our knowledge management strategy is sustainability. Being able to constantly think afresh and break new frontiers in ideas ensures that a company stays on top. This means reading customer minds and responding to their inner most needs. It also means not just reacting to market trends but being proactive and establishing new market trends. This section documents how we have leveraged our flair to build new levels of convenience for all our customers.

Innovation	Year of La	unch
Sri Lanka		
Holiday Banking		1998
Supermarket Banking		
(Staple's Street)		1999
Banking facilities for		
differently-abled		2004
Mobile ATM		2005
Top Up facility		2005
Tiered Savings Accoun	t	2005
On-line Cheque Viewir	ng facility	2006

#### **Bangladesh**

Holiday Banking	2005
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# Tracking cheque payments on line

The Bank unveiled in 2006 an innovative cheque viewing facility for its customers. Bank's customers can now view images of cleared and paid cheques issued by them, online, from their own homes and offices by merely clicking an icon on 'ComBank Online,' the Bank's Internet Banking system. This facility is available to all our Internet Banking customers. The Bank is the first in this country to offer this facility to its customers.

We are in the process of developing software to enhance this facility by enabling customers to track cheques they deposit in their accounts. We hope to have this system up and running by the end of the year.

	2006	2005	2004
<b>Information Technology</b>			
Additions during the year - Computer Software (Rs. Mn)	96.66	44.10	55.89
Additions during the year - Computer Hardware (Rs. Mn)	176.28	302.61	128.99
Total IT Development Expenditure (Rs. Mn)	272.94	346.72	184.88
IT Expenditure (Rs.Mn)	710.53	692.35	494.55
IT Development Expenditure as a % of IT Expenditure	38.41	50.08	37.38
IT Expenditure as a % of Administration Expenditure	9.29	14.37	11.75
ATM Cards Issued	254,993	201,299	189,543
Credit Cards Issued	19,752	18,382	9,830
No. of ATMs	269	223	188
No. of ATM Transactions per day (Average)	41,722	32,448	25,055
Amount of Cash Disbursed through ATMs			
per day ( Average) (Rs.Mn)	178.52	127.93	93.45
<b>Public Relations</b>			
No.of Press Conferences *	2	2	2
No.of Press Releases	44	43	39
* Annual Report Press Conference & Debenture Issue Press Conference			
Procurement			
Calls for Tenders	202	210	244
No.of Active Suppliers (Average)	177	174	166

# Moving towards a Cashless World

Our new Visa Debit does away with the need to carry cash. Unlike the credit card, the transaction amount is debited immediately to the customer's account. The debit card can be used at more than 29 million locations worldwide, including 7,000 local merchants.

The Bank identified a growing market for debit cards especially with the imposition of stamp duty and other taxes on credit card transactions. The debit card ensures that customers do not pay any excess charges for their transactions and also helps them keep better control over their purchases without the burden of having to carry large amounts of cash.

## **Topping Up with Texts**

In 2005, the Bank pioneered yet another product, the COM-eLoad facility. This enabled Dialog KIT prepaid mobile customers to top up their phone balances through an SMS. We are working to offer this facility for post-paid customers as well for settling their bills. It will also be offered to both pre-paid as well as post-paid customers of other service providers shortly.

# Higher interest with simulated foreign currency accounts

We will soon allow customers the option of opening 'simulated foreign currency trading accounts' that will offer the potential of earning higher interest. FX Link, a capital guaranteed structured deposit product, which the Bank designed in 2006, will be launched in the early part of 2007.

# 'Power Savings' grows

The rebranded Power Savings Account continues to offer customers a 100% bonus on interest if no withdrawals are made during a quarter. The bonus interest is reduced to 50% if only one withdrawal is made.

Our tiered saving account ComLeap has drawn an immense response. To make the product even more attractive, the Bank recently increased the interest rates, offering our customers an even better return on their deposits.

# Directing Lending towards sustainability

The Bank continued to help industries through the E Friends - II Loan
Scheme. The scheme can be used to purchase equipment that leads to a reduction of emission, improvement in safety at the workplace and reduction in the use of resources by existing equipment. Under this loan scheme the Bank also helps highly polluting industries to relocate to special estates that are equipped with special waste treatment plants.

# Instant money transfers across the globe

'Instant money transfers' through the Internet was another product we launched in 2006. In partnership with "MoneyGram", the global funds transfer company, we pioneered a real time money transfer system that is fast, low cost and efficient.

This facility is available in over 104,000 locations in 170 countries. These funds can be collected on any day of the year through the Bank's holiday banking facility, which is now

available in most parts of the country. They can also be collected from supermarket counters which are open till 7.30 p.m. everyday. The full amount remitted is paid and the beneficiary incurs no charges.

# Multiple options to multiple customers

The Bank is now present, not just through the Internet and phone banking, but physically, in 125 branches, 7 CSPs, 17 Supermarket outlets and a Counter at the Bandaranaike International Airport. Last year we opened our 150th delivery point and our 269th ATM.

The Bank opened two new branches in Bangladesh last year. These new branches in Syhlet and Uttara, will enhance our presence and brand in that country. We now have 07 branches & booths and 08 ATMs including 2 at off-site locations. While digital omnipresence serves one group of customers, physical presence serves another. We are redefining convenience and providing multiple options to all our valued customers.

# CREATING VALUE WITH ACCOUNTABILITY AND TRANSPARENCY

Enterprise Governance, an emerging term in the post-Enron era that combines corporate governance or conformance and business governance or performance, encapsulates all the factors that go into governing of an organisation. The two dimensions are indispensable to one another.

Commercial Bank has a balanced focus on both dimensions.

The Bank is firmly committed to the highest standards of corporate governance and has complied with the majority of good corporate governance practices recommended by various regulatory bodies such as The Institute of Chartered Accountants of Sri Lanka, Central Bank of Sri Lanka etc. As your representatives, the Board of Directors ensures that the activities of the Bank are at all times conducted with the highest ethical standards and in the best interests of all its stakeholders.

The Board of Directors sets the strategic direction and guides the corporate

values. It has set up and enforces clear lines of responsibility and accountability throughout the Bank; as summarized in the diagram below.

The Board on its part has an Audit Committee, Personnel & Remuneration Committee, Credit Committee, Corporate Planning Committee and Pension Reforms Committee. The composition, mandate and workings of these committees are elaborated on succeeding pages of this section.

Creating value for shareholders through performance with the rest of the staff is the responsibility of the Corporate Management. Each function/profit centre is headed by a member of the Corporate Management. Key Performance Indicators (KPIs) of each function/profit centre as per the corporate plan and the budget are reviewed periodically.

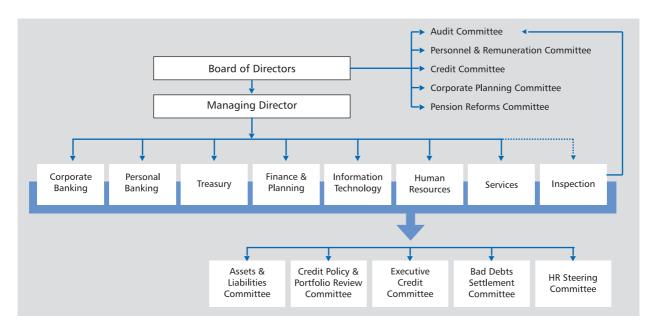
In addition the Bank has cross functional management committees as

also shown in the diagram below. These committees are made up of members from both Corporate Management and Senior Management of the Bank. These committees too meet frequently and review the level of achievement of KPIs.

Empirical evidence shows that well governed companies perform better. The Bank has been able to record an excellent performance as evident from the Compounded Annual Growth Rates of 25% in business volumes and 21% in profits in the past decade.

The performance aspect of Enterprise Governance and the management of risks in the process are dealt with in detail in the Management Discussion and Analysis and the Risk Management chapters shown elsewhere in this Annual Report.

The table on page 65 demonstrates the manner and the extent to which the Bank adheres to good corporate governance principles.



Corporate Governance	Manner and Extent of Adherence	
Principle Principle	AMARICA WAR EXCENSION OF FRANCISCHOOL	
Direc	etors	
Boa		
Composition of the Board	Board comprises of eight Non-Executive Directors of whom three are nominee Directors and one Executive Director who is the Chief Executive Officer. They encompass a range of talents, skills and expertise required to provide sound and prudent guidance with respect to the operations and interests of the Bank	
Holding of regular	Regular Board meetings are held monthly while special Board meetings are convened whenever necessary.	
Board meetings	In addition, there are several Board sub-committees, details of which are given on page	
Availability of formal	Board is responsible for:	
schedule of matters specifically reserved to	<ul> <li>Ensuring satisfactory performance as representatives of the shareholders</li> <li>Deciding on the strategic direction of the Bank</li> </ul>	
the decision making of the Board	<ul> <li>Formulation of policies and strategies and monitoring successful implementation thereof</li> <li>Appointment of the CEO, approving the organisational structure and planning for succession of Corporate Management</li> </ul>	
	<ul> <li>Ensuring the implementation of an effective internal control system</li> <li>Ensuring compliance with the highest ethical and legal standards</li> </ul>	
	Ensuring that a proper risk management system is in place	
	Approval of credit facilities beyond the delegated authority of the Executive Credit Committee	
	Deciding on major capital investments on acquisitions and expansions	
	Approval of the budget and the corporate plan	
	Approval of annual and interim financial statements for publication	
Procedure for the Directors	Board sub-committees advise the Board on various matters under their purview. In addition, the Board	
to obtain independent	obtains independent professional advice from external sources whenever the Board deems it necessary	
professional advice	obtains macponatine processional aurite from entering obtained which yet the sound a decine is necessary	
Company Secretary	An Attorney-at-Law functions as the Secretary of the Board. She ensures that proper Board procedures are followed and that applicable rules and regulations are adhered to. She minutes all the proceedings at the Board meetings under the supervision of the Chairman who signs the minutes at the subsequent meeting	
Independent judgement	Directors are committed to add value and bring independent judgement to bear on the decision making process of the Bank, and to carry out their duties free from any undue influence or control of other parties	
Dedication of adequate	Board dedicates adequate time to the matters of the Board and the Bank. In addition to attending the	
time and effort to	regular monthly Board as well as Board sub-committees meetings, matters are also referred to them by	
matters of the Board	circulation	
and the Company		
Training for the Directors	Advice is sought from independent experts and presentations are made to the Board whenever	
_	major changes affecting the banking industry are announced	
Chairman	Chairman and CEO	
Clear division of	Positions of the Chairman and the CEO are separated, thereby preventing unfettered powers for decision	
responsibilities	making in one person. Chairman is a Non-Executive Director while the CEO is an Executive Director	
in running the Board and		
executive responsibilities of		
running the Bank's business		
Presence of a strong and	Majority of the Directors are Non-Executive independent Directors	
independent non-executive		
element on the Board		

Corporate Governance	Manner and Extent of Adherence
Principle Principle	The man Extent of Author office
Chairma	un's Role
Conducting Board	Chairman conducts Board meetings ensuring effective participation of all the Directors, heeding to their
proceedings in a	concerns and maintaining the balance of power. The Board is in full control of the Bank's affairs
proper manner	5
Financial	Acumen
Financial acumen of	There are two senior Chartered Accountants, one Chartered Management Accountant and one
the Board	Chartered Financial Analyst in the Board who offer guidance on matters relating to finance
Board B	·
Balance of the Board	Majority of the Directors are Non-Executive independent Directors. The Banking Act No. 30 of 1988 prior to the amendments in 2005 had provisions restricting employees of a bank other than the CEO being appointed as Directors of that bank. However, the amendments to the Banking Act in 2005 provide for up to one-third of the Board members to be appointed from employees as Executive Directors. At present, only the CEO is in the Board as an Executive Director. The Board believes that the combined knowledge and experience of the Board matches the strategic demands facing the Bank
Supply of Ir	nformation
Availability of quality	A well-streamlined Management Information System is in place. Accurate and relevant information
management information	relating to matters referred to the members of the Board are made available to them well in advance.
	Whenever, the Board finds that the information made available to them for a decision is insufficient, they
	call for additional information and the Chairman ensures that all Directors are properly briefed on the
	matters deliberated on at the meetings
Appointments	s to the Board
Availability of a Nomination	The Bank does not have a Nomination Committee for making recommendations on appointments to the
Committee for making	Board. The CEO is appointed by the Board. In terms of the Articles of Association, each shareholder
recommendations on all new Board appointments	holding a block of shares representing 12% of the Bank's issued voting share capital is entitled to appoint a Director, subject to a maximum of two Directors, provided that the shareholder has obtained the prior approval of the Monetary Board of the Central Bank for the shareholding and the consent of the Board of Directors of the Bank for nominating rights, which may or may not be given at the sole discretion of the Board. Accordingly, two major shareholders viz. the DFCC Bank and the IFC have the right to appoint two Directors and one Director, respectively (nominee Directors). Appointment of any other new Director is made with the consent of all the Directors and such new Director retires by rotation at the first opportunity after his appointment and offer himself for re-election.
Disclosure of details of new	Details of new Directors are made available to the shareholders on their appointment. Prior notice on
Directors to shareholders	appointment of new Directors is given to the Director of Bank Supervision
Re-ele	ection
Re-election of Directors	Except for the CEO and the three nominee Directors, the Memorandum and Articles of Association provide for one third of the remaining Directors to retire by rotation each year. They are however, eligible to be reappointed by the shareholders at the Annual General Meeting. Though the nominee Directors are not subject to retire by rotation, the Board is entitled to remove any such Director, if they are of the opinion that such removal is in the best interest of the Bank provided that the shareholder concerned is entitled to nominate another person as the nominee Director. The profiles of all the Directors are given on page 10 of the Annual Report

Corporate Governance Principle	Manner and Extent of Adherence
Appraisal of Boa	rd Performance
Appraisal of Board performance	The Board has implemented a self-assessment exercise covering key functions under the following activities to assess the performance of the Board and carries out the evaluations annually:  Discharge of statutory/regulatory duties and Board responsibilities  Corporate Governance and Risk Management monitoring  Seeking and contributing views and opinions on strategic decision making  Leveraging the skills, expertise, contacts of individual Board members in furtherance of business  Understanding the compensation philosophy - "to retain and motivate staff in a manner appropriate for the business"  Understanding the succession plans to ensure comprehensive staff succession - "to ensure talent availability and address expectations of high potential and high quality staff"  Overall view of Management of the business by the Board of Management
	Non-Audit Committee Board members assess the performance of the Board Audit Committee
Appraisal of the CEO	The Board sets financial and non-financial goals and objectives for the CEO in line with the short, medium and long term goals of the Bank and has delegated appropriate authority to the Management to implement strategic objectives of the Bank. The CEO is entrusted with the Management of the Bank's operations and he is fully accountable to the Board. The main corporate goals and objectives emanating from the Bank's Corporate Plan and the Budget are incorporated as personal goals of the CEO, whose performance is assessed by the Chairman annually and the assessment is ratified by the Board
Directors' Re	emuneration
Policy for Directors' Remuneration	Based on the performance appraisal, the remuneration package of the CEO is determined by the Board. The remuneration package of the other Directors is determined in accordance with the international practices
Level and Make Up	
Determination of the level of remuneration of both Executive and Non-Executive Directors	in order to attract and retain them. With the approval of the shareholders, the Bank established an Employee Share Option Plan in 2002 for the benefit of its senior executives, under which options are offered over a period of four years at the rate of 1.25% of the issued voting share capital. The CEO is entitled for options. The eligibility and the number of options allotted are based on the Bank's overall performance and the achievement of individual targets. The prices of the options are determined at the average market prices of the voting shares during the last three months of each year. Non-Executive Directors are not eligible for options under this ESOP
Disclosure of l	Remuneration
Disclosure of remuneration to the Board as a whole and a statement in the Annual Report on the policy adopted in remuneration	The remuneration of the CEO and the Non-Executive Directors is disclosed in this Annual Report

Corporate Governance Principle	Manner and Extent of Adherence
Relationships wi	th Shareholders
Constructive use of the	he General Meetings
Building up relationships with shareholders	The Bank always welcomes active participation of the shareholders at the General Meetings and solicits their views at all times, thus promoting a healthy dialogue. Whenever possible, the Bank implements their suggestions
Making available the	21 clean days notice is given to the shareholders in terms of the provisions in the Companies Act and the
Notice of Meeting, related documents and a summary of the procedures governing voting at the general meetings	Memorandum of Association of the Bank. A summary of the procedures governing voting at the general meetings is given in the Proxy Form
Enhancing shareholder value	The market capitalisation of the Bank's shares stood at Rs. 26.196 billion, as at December 31, 2006, (which was the highest market capitalisation among all financial institutions in the country), an increase of 41.40% compared to the previous year end. A dividend of 50% has been proposed for 2006. The Board of Directors at a special Board meeting held on January 31, 2007 proposed a rights issue of ordinary shares on the basis of three new shares for ten existing shares to be followed by a scrip issue of ordinary shares on the basis of one ordinary share for every three existing shares on the enhanced share capital of the Bank consequent to the rights issue, subject to the approvals of the Colombo Stock Exchange and the shareholders of the Bank. These bear ample testimony to the Bank's concerted efforts at enhancing shareholder value.
Major Trai	<u> </u>
Disclosure of major	Done where relevant. During the year 2006, the Bank restructured its Pension Scheme from a defined
transactions and their impact on the consolidated net assets of the Company	benefit plan to a defined contribution plan and the initial cost of such restructuring amounting to Rs. 1.654 million was debited to the Income Statement. There were no other major transactions that materially affected the Bank's net assets base.
Disclosure to the shareholders if the value of a	Done where relevant. However, the Bank has not engaged nor committed for such transactions in the recent history of the Bank.
major transaction exceeds half the value of the Company's net assets or that of a subsidiary, which has a material impact on consolidated net assets of the Company, prior to committing for such transaction	As mentioned in the Chairman's Review the Board of Directors announced it's decision to explore the feasibility of merging the Bank with the NDB bank, if the proposed merger takes place and the value of the transaction exceeds one half the value of the net assets of the Bank, necessary disclosures will be made prior to committing for such transaction.

Corporate Governance Principle	Manner and Extent of Adherence
Accountabili	ity and Audit
Financial	•
Disclosure of an assessment on the position and prospects of the Company	Bank attaches high priority to timely publication of quarterly and annual results with comprehensive details far in excess of the statutory requirements, enabling both existing and prospective shareholders to make a timely and fair assessment of the Bank's performance and prospects and informed decisions. Mediums of publication include printed materials, newspapers and the web site of the Bank. We strictly adhere to the accounting formats and other procedures laid down by the regulatory authorities such as the Central Bank and the Colombo Stock Exchange, in the submission of all periodic returns and other information. Price sensitive information is released to the regulators on a timely basis. The financial statements are prepared in accordance with the Sri Lanka Accounting Standards, which are based on the International Accounting Standards. Therefore, the Bank's financial statements comply with the International Accounting Standards in all material respects, to the extent that International Accounting Standards have been adopted in Sri Lanka.
Annual Report should contain a declaration by the Directors	Directors' Report is given on pages 87 to 91 of this Annual Report
Presenting a statement setting out the responsibilities of the Directors for financial statements and a statement by the Auditors about their reporting responsibilities	The Statement of Directors' Responsibility for Financial Reporting is given on page 92 of this Annual Report Auditors' Report on the financial statements of the Bank for the year ended December 31, 2006 is given on page 95 of this Annual Report
Presenting a Management Report in the Annual Report	This is given under the Management Discussion and Analysis on pages 21 to 36 of this Annual Report
Declaration by the Board as to whether the business is a going concern	This is given in the Directors' Report on page 91 of this Annual Report
Summoning an EGM to notify the shareholders if net assets fall below one half of the shareholders' funds	There have not been such situations in the past. However, should the situation arise an EGM will be called for and shareholders will be notified

Corporate Governance	Manner and Extent of Adherence
Principle	
Internal (	Controls
Maintaining a sound system of internal controls covering financial, operational, compliance and risk management to safeguard shareholders' investments	Directors have put in place effective internal control, risk management and compliance systems to ensure that no legal, banking, company, stock exchange and other regulations are violated. A summary of the risk management measures in place at the Bank is given on page 76 of this Report. In addition, an Integrated Risk Management Department to address all major risks faced by the Bank is being setup with the expertise from the Deutsche Bank, Asia Pacific Head Office, Singapore
and the Company's assets Reviewing of the effectiveness of internal controls periodically by the Directors and reporting thereon to the shareholders	The effectiveness of the internal control systems is periodically reviewed by the Board Audit Committee and major observations are reported to the Board. It also ensures that effective internal and external audit procedures are in place and these functions are carried out by the Inspection Department which is ably assisted by five firms of Chartered Accountants approved by the Central Bank of Sri Lanka. The Board reviews the reports arising from the internal and external audits and monitors the progress of the Bank by evaluating the results against the budget and the industry performance
Audit Committe	ee and Auditors
Availability of an Audit Committee comprising of independent Non-Executive Directors and reporting thereon in the Annual Report	An active Board Audit Committee headed by the Deputy Chairman and represented by two other Non-Executive Directors is in place. The Managing Director attends the meetings by invitation. The Committee met four times during the year. The full report of this Committee including the terms of reference and specific tasks carried out during the year is given on page 94 of this Annual Report
Maintaining appropriate relationships with the External Auditors to ensure their objectivity and independence	Bank maintains appropriate relationships with the External Auditors, M/s. Ernst & Young.  During the year, provision of non-audit services to the Bank by them was limited to tax consultancy work
Employees/Otho	er Stakeholders
Rights of Employees/ other stakeholders	Bank respects the rights of all the stakeholders whether established by law or otherwise. Stakeholders have access to relevant, sufficient and reliable information on a timely and regular basis thus safeguarding the interests
	Majority of the Executive staff of the Sri Lankan Operations other than the Corporate Management of the Bank are members of either the Executive Officers' Association or the Staff Association while all other permanent staff are members of the Ceylon Bank Employees' Union. Employees and their representative bodies are given unrestricted access to the Management as well as to the Board to voice their concerns about any illegal or unethical practices without compromising their rights in any way
	Several employee performance-enhancing mechanisms such as performance appraisal, Employee Share Ownership Schemes and training staff locally as well as overseas are in place. Bank periodically conducts employee satisfaction surveys. The last such survey was conducted in 2005 and the survey results have been made available to members of the staff
	By maintaining Liquid Assets and the Capital Adequacy Ratios above the minimum statutory requirements and by constantly monitoring the risk profile, the Bank ensures its liquidity and solvency

Corporate Governance	Manner and Extent of Adherence
Principle	
Corporate (	Governance
Disclosure of good corporate governance practices adopted in the Bank	In order to further strengthen the good corporate governance practices already in place in the Bank by identifying the latest best practices around the world and implementing them wherever gaps are found, we periodically evaluate our practices vis-à-vis the OECD Principles of Corporate Governance, which is acknowledged world over as an important initiative in this sphere, the Code of Best Practice on Corporate Governance issued by The Institute of Chartered Accountants of Sri Lanka and the Code of Corporate Governance for Banks and Financial Institutions issued by the Central Bank of Sri Lanka  We are happy to note that majority of the principles and practices recommended in these codes are already in place in the Bank. A few of the practices not found to be in place in the Bank have been identified and corrective actions are being taken. We also believe that the amendments made to the Banking Act and the proposed amendments to the Companies Act will improve the legal infrastructure and the regulatory framework relating to Corporate Governance of the Bank  We believe that the various accolades conferred on the Bank such as the Annual Report 2005 of the Bank being selected as the Winner of the inaugural Corporate Governance Disclosure Award by the South Asian Federation of Accountants and the AA+ (lka) rating being reaffirmed by Fitch Ratings Lanka Ltd. are, inter alia, an acknowledgement of the good corporate governance principles is given as
	above in this report

There are several Board sub-committees, each with a defined scope of work and terms of reference. These committees are responsible for providing independent and expert advice to the Board on the subjects assigned.

The Board sub-committee on Corporate Planning provides guidance on the formulation of the Bank's Corporate Plan. In addition, all the members of the Board of Directors deliberate on the Corporate Plan and the Budget at special Board meetings. This process helps the Board to focus on the strategic direction and to identify its implications on all the areas of the business. Implementation of the strategy and its ongoing relevance and success is then assessed on a regular basis.

The composition, scope/principal activities carried out during the year and the number of meetings held and attendance by the respective members of the different Board sub-committees are given below.

Committee/	No. of Meetings		Scope of the Sub-Committee/Principal Activities			
Composition	Held	Attendance	carried out during the year			
Audit						
B.R.L. Fernando *	4	4	Ensuring that a sound financial reporting system is in place in conformity with			
A.L. Gooneratne	4	4	the rules, regulations and ethical guidelines. Full Report of this Committee			
(by invitation)			detailing the activities undertaken during the year is given on page 94			
Dr. H.S. Wanasinghe	4	4				
A.N. Fonseka	4	4	In addition to the Board members, Mr. A.T.P Edirisinghe, a practising			
			$Chartered\ Accountant\ in\ the\ capacity\ of\ a\ consultant\ also\ attended\ all\ four$			
			meetings by invitation to provide expert advice to the Committee			
Personnel &						
Remuneration						
M.J.C. Amarasuriya *	2	2	Maintaining a market oriented remuneration policy for the Bank's staff,			
A.L. Gooneratne	2	2	enabling the Bank to attract the best personnel in the market while			
Dr. H.S. Wanasinghe	2	2	maintaining  a  contended  staff   and  making  recommendations  to  the  Board			
L.J.A. Fernando	2	2	on appointments to the Corporate Management and their succession planning			
D.S. Weerakkody	2	2	Full Report of this Committee is given on page 93			
			Bank obtained the services of Hewitt Outsourcing Services (India) Ltd.			
			to conduct a Salary Survey in order to ascertain the market levels of salaries			
			and other remuneration which were taken into consideration in granting salary			
			increases to the Executive staff			
Credit						
M.J.C. Amarasuriya*			Formulating the Bank's Credit Policy and monitoring the Bank's Credit			
B.R.L. Fernando			Risk. Approving the facilities referred to the Committee within its Delegated			
A.L. Gooneratne			Authority. During the year, the Committee did not meet but approved the			
			facility papers by circulation			
Corporate Planning						
M.J.C. Amarasuriya *			Ensuring that a proper planning procedure is in place and striving to promote			
A.L. Gooneratne			a target driven culture within the Bank. All the members of the Board			
A.N. Fonseka			deliberated on the Corporate Plan and the Budget 2007-2011 at a special			
L.J.A. Fernando			Board meeting held in December 2006			
<b>Pension Reforms</b>						
B.R.L. Fernando *			Making recommendations to the Board on pension reforms.			
A.L. Gooneratne			During the year, the Committee did not meet. However, the Board of Directors			
A.N. Fonseka			$evaluated \ the \ proposals \ put \ forward \ by \ Hewitt \ Outsourcing \ Services \ (India) \ Ltd.$			
			to restructure the Pension Scheme and approved the implementation of the			
			restructured scheme.			

<sup>\*</sup> Chairman of the Committee

### **NEW WINDOWS OF OPPORTUNITY**

Commercial Bank continued to invest in Sri Lankan people to empower them and open new windows of opportunity. Having pioneered 'triple bottom' line reporting in this country we continue with our practice of reporting on the impact of our activities on the larger community.

In 2004, we established the Commercial Bank Social Responsibility Trust (CBSRT) with a seed contribution of Rs. 25 million and every year the Bank adds up to one per cent of its post-tax profits into the Trust. The goal of the Trust is not to just make disbursements of money but to provide avenues and inspiration for underprivileged communities to take responsibility for their lives and create sustainable livelihoods. A Board of Trustees administers the CBSRT and decides on the projects to be implemented.

Last year we focused on five broad areas of community life: Education, Irrigation, Rebuilding lives after the tsunami, The Differently Abled and Health Care.

#### **Educating the Next Generation**

One hundred university students received scholarships from the Bank last year. Each student will receive Rs. 2,500/- every month for 10 months of the calendar year during the period

of study in the university. The beneficiaries were chosen in collaboration with the University Grants Commission using the criteria adopted by the Mahapola Trust Fund to select students for Mahapola Scholarships.

The number of Advanced Level attempts, parental income, the number of school going children in the family and the distance between home and university were some of the criteria applied in selecting the students. Our aim was to ensure that we selected the most deserving beneficiaries.

The CBSRT Fund will disburse Rs. 2.500 million annually under this initiative.

The Bank continued to reward outstanding academic performance at the Year 5 Scholarship examination. Every year students with a Commercial Bank Arunalu Minor's Savings Account who end up within the top five of the Year 5 Scholarship examination in their respective schools are eligible for prizes. Rs. 10,000/-, 7,500/-, and 5,000/- are given to the top performing students.

In 2006, 184 students received prizes under this scheme and the CBSRT paid out Rs. 1.35 million. The Arunalu saving scheme was launched in 1998 with a view to encouraging the savings habit among school children.







- 1. An undergraduate receives a Bank scholarship from the Hon. Prime Minister.
- 2. A top, year 5, Arunalu Account holder receives his prize.
- 3. Assisting the Peter Weerasekara Children's home

## **Sustaining Livelihoods and the Nation**

In 2005, the CBSRT initiated a project to restore dilapidated irrigation tanks in different parts of the country. This initiative reflects our overall approach to corporate social responsibility: empowering communities, sustaining livelihoods, participation of beneficiaries and minimum disruption of existing patterns of existence.

Last year we restored and replenished the fourth tank - Udahinguru Wewa in the Anuradhapura District providing fresh opportunities to farmers and families in that locality. In 2005, the Bank restored three tanks in the Kurunegala District.

The restoration project entailed a removal of silt from the tank beds, rebuilding and raising the tank bunds, restoration of sluice gates and the construction of the necessary water distribution systems.

Farmer organisations were actively involved in the restoration process. Not only did it bring down the costs but also helped establish a sense of ownership and belonging in the initiative. Wherever possible the Bank sought to involve beneficiary communities in the design and execution of the project.

These four tanks were restored in two districts where the families are heavily dependent on agriculture for their livelihood. The Bank has a heavy presence in the area and we believe that it is our responsibility to invest in the future of the communities who live and work in that region.

## Rebuilding Lives after the Tsunami

The Bank continued with its efforts to help those affected by the tsunami. In 2005, the Bank had made a significant contribution to staff affected by the tsunami and to other affected families.

Last year 10 families in the Matara
District were provided with new houses
from the CBSRT. The houses were built
on the lands owned by the recipients or
on lands provided by the State.

Each house is approximately 500 square feet and comprises two bedrooms, a sitting room and other essentials along with a small garden. The Bank hopes that these new

houses will help the families recover from the trauma and recommence their lives with renewed hope.

### **Inspiring the Differently Abled**

The Bank continued to work with the differently abled in an effort to inspire and build self-confidence among this segment of the population.

In December 2006 too, the Bank held a special programme for the disabled from the Cheshire Home in Mount Lavinia. The programme consisted of an entertainment segment and a 'motivational' segment.

The Bank believes that the differently abled have a vital role to play in the society and will continue to assist them to explore their talent and ability. Our Reid Avenue Branch



At the restored Udahinguru Wewa in Anuradhapura



Sponsoring R.S. Kalugampitiya of Vidyartha College, Kandy to the 37th world Chess Olympaid.

has been specially tailored to the differently abled and the Bank is making a strong effort to ensure that our ATMs, Mini-Coms and Branches are all sensitive to the needs of this group.

The CBSRT Fund also made a contribution to the Sri Lanka Federation for the Visually Handicapped (SLFVH). The SLFVH is currently involved in a number of projects including the construction of hostels for blind elders in Tangalle and Hambantota and the setting up of handloom weaving centres.

### Improving Health Care Facilities

The Bank assisted the Handy Memorial Trust to upgrade two Cardiology Units at the National Hospital last year. The Handy Memorial Trust, set up in the name of one of the country's pioneer cardiologists, regularly maintains and upgrades the cardiology facilities at the National Hospital.

At the request of the Karapitiya Hospital Development Society the CBSRT provided a Public Address System to the hospital and installed it in the hospital premises with the assistance of the technical staff of the Bank.

#### **National Vesak Festival**

Once again, the Bank helped with sponsorship of the National Vesak Festival. Last year's festival was special because it was the 2550th year in the Buddhist calendar and special efforts were made to mark this event with grandeur.

#### The 10th South Asian Games

Last year saw Colombo hosting the 10th South Asian Games, one of the largest sporting events ever held in this country. The Bank's CBSRT was proud to have been associated with this event and made a contribution of Rs. 2.000 million towards the costs.

#### **Green Loans**

While we engage in a number of activities towards the direct empowerment of communities, part of the Bank's loan portfolio is directed at creating cleaner and greener environments.

For many years we have tried to promote industries that control pollution and emissions, adopt safer practices at the workplace and consider alternative energy sources. We continued with this in 2006. The E-Friends-II Loans scheme provides credit at a concessionary interest rate of 6.5% p.a. to industries that adopt E-friendly practices.





Inaugurating the Bank sponsored Public Address System in Karapitiya Hospital.



Handing over a donation for the blind elders' home, Walasmulla.

# MANAGING OPPORTUNITY WITH PRUDENCE

#### Relationship between Risk, Return and Gearing

Banks make money by taking risks and properly pricing them. Therefore, risk is an essential ingredient in the management of a bank and risk taking must be informed and prudent. Risk management is thus increasingly becoming a core function of a bank.

The International Standards
Organisation defines **RISK as the combination of the probability of an event and its consequences.** While
risk is prevalent in different forms and
magnitudes in any organisation, its
ramifications for an organisation in the
business of financial intermediation
are wide and deep. Majority of the
risks that banks face has an upside as
well which makes risk management a
rewarding discipline.

An effective risk management framework helps banks in their attempts to achieve the optimum trade-off between risks and returns. On one hand, shareholders demand an acceptable return on their equity. On the other hand, the return on assets of banks is relatively lower compared to that of other businesses due to the thin margins the banks are operating on. The way out for banks to address this dilemma is to operate at high levels of gearing. However, due to the positive correlation between risk and return and the highly volatile political, economic, social and technological environment, high levels of gearing

may lead to a deterioration in the risk profile of the banks.

Undoubtedly, capital which is the primary means of protection against the risk of insolvency is fast becoming the 'limiting factor' for banks and as such, capital management of banks is gaining more and more significance. It is all about directing this scarce resource to the opportunities that are expected to generate the maximum return with the minimum risk. An effective risk management framework can make an immense contribution in the efforts of the banks in managing the available capital.

#### **Broad Risk Exposures**

Like any other player in the financial services industry, the Bank is exposed to a multitude of risks which can broadly be classified into **Credit**,

Market, Asset & Liability
Management and Operational Risks,
as detailed below.

#### Credit Risk

Credit risk is most simply defined as the potential that a borrower or a counterparty will fail to meet its obligations in accordance with agreed terms and conditions. This includes non-repayment of capital and/or interest within the agreed time frame, at the agreed rate of interest and in the agreed currency.

#### **Market Risk**

Market risk is the risk of loss resulting from changes in market driven factors such as interest rates, foreign currency exchange rates, equity prices and commodity prices.

#### **Asset & Liability Management Risk**

This is the risk that arises to a bank from the mismatches in various attributes of its assets and liabilities such as non-alignment of maturities (in the case of fixed interest rates) and repricing dates (in the case of variable interest rates) and when the resulting movements in their relative values due to changes in general market factors are not in tandem.

#### **Operational Risk**

Operational risk is defined as the potential loss arising from a breakdown in a bank's, systems and procedures, internal controls, compliance requirements or corporate governance practices, that results in human error, fraud, failure/delay to perform or compromise of the bank's interests by employees. Operational risk also includes the potential loss arising from a major failure of computer systems and from both natural and man-made disasters.

# Risk Management - a rapidly evolving discipline

Continuous advances in technology, developments in the regulatory processes world over, growing complexity and sophistication of products and services offered and the growth in business volumes have all made a fully-fledged independent risk management function an imperative for a bank. Advances in technology coupled with competition and customer demands are forcing the banks to adopt more sophisticated systems for processing transactions and for offering efficient customer service. Regulatory developments are making it compulsory that the banks implement more rigorous risk management methodologies in its internal models. On the other hand, Basel II Accord places heavy reliance on the internal risk assessment and management techniques for the purpose of quantifying and allocating capital for credit, market and operational risks. Regulators will be gradually moving from 'compliance' based supervision to 'risk' based supervision by placing more and more emphasis on the soundness of the risk management practices of banks.

Techniques for the measurement and management of risks continue to evolve in response to the above developments. Banks that wish to remain competitive and generate the maximum return commensurate with their risk profiles to the shareholders must keep up with these evolving techniques. A successful risk management function can help banks meet many of these challenges by providing a framework for managers

to explicitly consider how risk exposures are changing, determine the amount of risk they are willing to accept and ensure that they have the appropriate risk mitigants and controls in place to align the risk to target levels of risk appetite.

### Managing Risk at Commercial **Bank**

A wider array of risk management tools and practices is available for financial institutions today. However, the design of the risk management system at Commercial Bank is bank specific and depends on its size and the level of sophistication. It is structured to address both banking as well as non-banking risks in both onbalance sheet and off balance sheet exposures, with a view to protecting capital and enhancing shareholder value. The risk management system ensures that the Bank takes wellcalculated business risks while safeguarding the Bank's capital, its financial resources and profitability from various risks. While trying to eliminate, if possible, certain risks altogether, such as legal and operational risks, the Bank is also mindful of the correlation between risk and reward in other areas. It is the Bank's policy to manage such risks effectively so as to mitigate or minimise such risks and to maximise the return to all its stakeholders. In this regard, the Bank has recognised the fact that continuing development

of the risk management infrastructure in terms of systems and procedures and the necessary skills and expertise among the relevant staff to handle these risks professionally is the most effective strategy and consequently allocated sufficient resources for developing such skills. The management continues to oversee and update the systems, policies and procedures in all dimensions of operations within the broad guidelines and policies set by the Board. These policies and procedures are integrated into the day-to-day decision making and corporate governance process.

The total assets portfolio of the Bank reached Rs. 223.974 billion (US \$ 2.083 billion) by end 2006. Apart from its domestic and off-shore banking operations in Sri Lanka and in Bangladesh, Bank is planning to expand its activities in the other SAARC countries with a view to realising its Vision of having an international presence by the year 2011 and also, to offer other banking services such as money remittances in certain countries in the Middle East, Europe and North America. Regulatory authorities in various countries place heavy reliance on the strength of the risk management measures in place at the banks as a qualification criterion when assessing the applications for setting up operations in overseas locations.

Rapid growth that the Bank has been experiencing over the past several years has exerted considerable pressure on many spheres of the Bank including capital, systems and procedures, management information systems, maintenance of asset quality, asset-liability management etc.

The Bank believes that its continued success depends on its ability to prepare for unexpected and potentially much less favourable, events and outcomes and is making the necessary arrangements to address these issues.

#### **Board and Management Oversight**

The Board of Directors and the Management provide important oversight to risk management practices of the Bank resulting in proper alignment of its strategies with the risk appetite of the Bank and proper deployment of capital, in its efforts to create value for all the stakeholders. Board of Directors at its meetings and through various subcommittees such as the Board Audit Committee and the Board Credit Committee and the Management at the Executive Committee and various sub-committees such as the Executive Credit Committee, the Credit Policy and Portfolio Review Committee and the Assets & Liabilities Committee make a substantial contribution in these efforts.

During the year, all sectional heads at the Management level of the Bank continued to periodically assess the extent of implementation of various risk management measures against each risk in a wide-ranging list of possible banking and non-banking risks documented. A report thereon was submitted to the Board through the Board Audit Committee as at June 30, 2006 and December 31, 2006, apprising the Board of the most significant risks and actions taken by the Management to manage such risks.

To ensure the effectiveness of the Bank's risk management measures, strict audits were also conducted by the Inspection Department as at March 31, 2006 and September 30, 2006. The independence of the Inspection Department is assured by the Bank's organisation structure.

#### 2006 - An Eventful Year

In the backdrop of the above developments, 2006 was an eventful year for the Bank even in the sphere of its risk management infrastructure. The Bank embarked on a project to upgrade its Risk Management and Control Systems by establishing an Integrated Risk Management Department with a view to managing growth, profitability and capital adequacy more proactively. An integrated approach would be the most suited since the Bank cannot

view and assess risks in isolation due to the possibilities of a single transaction triggering a number of risks and different business units having exposures to the same customer/counterparty.

An agreement was signed in this regard in June 2006 with the Deutsche Bank, Asia Pacific Head Office, Singapore for obtaining consultancy services. In terms of this agreement, as the first phase, the Deutsche Bank conducted a due diligence on the risk management practices currently in place in the Bank, compared them with the international best practices and submitted a report to the Board of Directors and the Management detailing the gaps observed and their recommendations to address such gaps. The second phase of the project viz. implementation of the recommendations as agreed with the Bank will commence shortly. It is envisaged that the implementation may take about two years before the Integrated Risk Management Department is fully operational. Thereafter, the Bank will be fully geared to manage all the risks of the Bank at all the levels viz. at the transaction level, the business unit level and enterprise-wide.

# Assessment of Riskiness of the Bank's Operations

The Bank estimates its risk exposure based on an internal assessment of the operations and historical data as well as the market perception to be as follows:

Category of Risk	Rating
Credit Risk	Moderat
Market Risk	Low
Asset & Liability	
Management Risk	Moderat
Operational Risk	Low

Continuous improvements in asset quality as measured by the Non-Performing Assets Ratio and solvency as measured by net Non-Performing Assets to equity, mitigated the adverse effects, if any, of the Bank's capital position not keeping pace with the Balance Sheet growth and the resulting decline in the equity to assets ratio over the past several years.

#### Summary of the Risks, their Implications and Risk Management Measures in place at Commercial Bank

Major forms of Risks faced by the Commercial Bank	Broad implications to the Bank arising from these risks	Important Risk Management measures in place at Commercial Bank to address these risks					
Credit Risk							
<ul> <li>Default risk</li> <li>Security risk</li> <li>Sectoral exposure risk</li> <li>Legal risk</li> <li>Related party risk</li> <li>Counterparty risk</li> <li>Cross-border risk</li> <li>Sovereign risk</li> </ul>	Loans and advances is the single biggest asset of the Bank accounting for approximately 67% of the total assets. Hence, credit risk may result in adverse implications on profits arising from suspension of interest and the need to provide for/write off non-performing advances. Increasing non-performing loans ratio may lead to a downgrading of the credit rating which may in turn damage the reputation of the Bank. Finally, it may lead to deterioration in the quality of assets	<ul> <li>An Intergrated Risk Management Department is being set up</li> <li>Setting up of an independent Credit Risk Management Unit</li> <li>Formation of a Credit Monitoring Unit to monitor rescheduling of facilities and classification of overdrafts</li> <li>Establishing suitable exposure limits for borrowers, lending officers and sectors and monitoring the limits regularly</li> <li>Risk mitigation steps such as taking collateral</li> <li>Setting counterparty limits based on financial strength</li> <li>Training of lending and legal officers on documentation and obtaining professional valuations</li> <li>Developing skills and expertise in lending officers to scientifically assess project viability and objectively evaluate customer integrity</li> <li>Educating the staff on provisions in the Banking Act and other relevant statutes and the regulatory guidelines of the Central Bank</li> <li>Seeking external legal opinion</li> <li>Prompt action on early warning signals given by the IT system</li> <li>Strict adherance to the Single Borrower Limit and the regulatory guidelines of the Central Bank on loan classification, interest suspension and provisioning</li> <li>Maintaining neutrality in politics and arm's length approach in related party lending</li> <li>Regular review of country situations and country exposures</li> <li>Overseas expansion to reduce dependance on the Sri Lankan economy</li> <li>Constant post sanction monitoring with MIS support from the Computer System</li> </ul>					

Major forms of Risks faced by the Commercial Bank	Broad implications to the Bank arising from these risks	Important Risk Management measures in place at Commercial Bank to address these risks
	Market and Asset & Liab	oility Management Risks
<ul> <li>Interest rate risk</li> <li>Liquidity risk</li> <li>Exchange rate risk</li> <li>Investment risk</li> <li>Group financial risk</li> <li>Share prices declining risk</li> <li>Country risk</li> </ul>	89% of the assets and 80% of the liabilities are subject to either fixed or variable interest rates. 32% of the assets and 30% of the liabilities are denominated in foreign currencies. Hence, financial/opportunity losses may arise from unexpected movements in market forces. Inability to honour obligations to depositors and other stakeholders on time, may result in breach of contractual obligations and rules and imposition of penalties/repremanding by regulators. Furthermore, loss of market share, downgrading the credit rating, damages to the reputation and image, loss of employee morale/shareholder confidence, erosion of public confidence, withdrawing or curtailing credit limits by foreign correspondents, may occur	<ul> <li>An active Assets &amp; Liabilities Committee (ALCO) that meets fortnightly</li> <li>ALCO playing an active role in setting policies and monitoring compliance</li> <li>ALCO decisions are reviewed by the Board</li> <li>Carrying out gap analysis, timely repricing of products and hedging of exposures</li> <li>Entering into forward contracts, swapping and currency options</li> <li>Formulating a Liquidity Management Policy</li> <li>Daily monitoring of Advances to Deposits Ratio</li> <li>Maintaining the Liquid Assets Ratio with a contingency buffer</li> <li>Close monitoring and projecting the trends in the share market</li> <li>Dealer, broker, counterparty, transaction, product and currencywise exposure limits, which are constantly reviewed</li> <li>Suitable cut-loss limits on different exposures</li> <li>Regular monitoring of competitor behaviour and building competitor intelligence</li> <li>Maintaining strong relationships with the correspondents</li> <li>Enhancing the fee based income to minimise dependancy on fund based income</li> <li>Timely recognition of market losses through mark to market and exchange revaluation mechanism</li> <li>Non-engaging in large scale transactions on speculative basis</li> <li>Non-engaging in large scale derivative transactions</li> <li>Maintaining open forex positions within 7% of capital funds</li> <li>Strong access to money markets and credit lines through good reputation, strong earnings, financial strength, credit rating and backing of major shareholders</li> <li>Segregation of front, mid and back offices at the Treasury</li> <li>Developing necessary skills and expertise for all areas of the Treasury and setting up IT backed processing systems</li> <li>Implementation of Software on ALM and Funds Transfer Pricing</li> </ul>
	Operatio	nal Risk
<ul> <li>Employee behavioural risks such as omission, fraud, judgemental errors, negligence, etc.</li> <li>Disaster related risks</li> <li>Trained staff turnover</li> <li>Insider dealing risk</li> </ul>	Financial losses and damages to reputation arising from breakdowns in systems/procedures and internal controls and disruptions to smooth functioning of the Bank. Resulting deterioration in the quality of customer services. Imposition of penalties/repremanding by regulators. Loss of competencies over competitors.	<ul> <li>Setting up of suitable Delegated Authority levels</li> <li>Formulation of a succession plan</li> <li>Creating a conducive working environment for the staff</li> <li>Training a second layer of staff and signing training bonds</li> <li>Effective internal audit function</li> <li>Issuing of circular instructions and protection of sensitive information</li> </ul>

<b>Major forms of Risks</b>	Broad implications to the Bank	Important Risk Management measures in place						
faced by the	arising from these risks	at Commercial Bank to address these risks						
Commercial Bank	trising from these risks	at Commercial Bank to address these risks						
Operational Risk (Contd.)								
<ul> <li>Sensitive information leakage risk</li> <li>Lack of creativity and innovativeness</li> <li>Risk of MIS</li> <li>IT related risks</li> <li>Planning &amp; Budget related risks</li> <li>Shortcomings in the organisational structure</li> <li>Credit rating falling risk</li> <li>Money laundering</li> <li>Changes to statutory requirements</li> <li>Risk of technological obsolescence</li> <li>Risk of falling business volumes and market share</li> <li>Risk of being overtaken and losing the leadership position</li> <li>Risk of financial disintermediation</li> <li>Overtrading risk</li> </ul>	Judgemental errors in decision making. Counter actions by the competitors to undermine the Bank's strategic advantages. Hindrances to expansion. Difficulties in maintaining the statutory ratios and sustaining profitability.  Financial losses as a result of volatile revenues and reduced profitability. Probability of credit rating being downgraded and the resulting damage to the reputation. Loss of competitiveness and diseconomies of scale may lead to insolvency and ultimately threaten the going concern nature of the business. Overtrading may lead to insufficient capital.	<ul> <li>Development of a formal Business Continuity Plan</li> <li>Setting up of a Business Continuity Management Unit</li> <li>Quarterly assessment of the extent of compliance with the statutory requirements and reporting to the Board Audit Committee</li> <li>Obtaining oath of secrecy and certificate of propriety</li> <li>Building up sustainable competencies</li> <li>Implementation of computer based MIS System</li> <li>Implementation of 'Hot Back Up' system</li> <li>Preventive maintenance of equipment through maintenance contracts with the vendors</li> <li>Creating awareness on 'Know Your Customer' policy</li> <li>Building up of contingency buffer in the form of reserves</li> <li>Implementation of a well planned and sustainable expansion programme</li> <li>Regular upgrading of hardware and software to keep it 'state-of-the-art'</li> <li>Inculcating organisational values and ethics in employees</li> <li>Maintaining a Skills Inventory</li> <li>Risk transfer measures such as insurance</li> <li>Innovative and convenient products and services</li> <li>Offering extended banking hours to customers for their convenience</li> <li>Regular assessment of the levels of customer satisfaction</li> <li>Taking prompt action on customer complaints</li> <li>Periodical review of business strategy, Vision and Mission</li> <li>Regular assessment of the levels of staff satisfaction</li> <li>Practising the concept of Management by Objectives through the preparation of a Corporate Plan and an ambitious budget</li> <li>Monthly review of performance against the budgeted targets</li> <li>Measuring risk/inflation adjusted performance measures</li> <li>Establishment of a target driven culture and performace based rewards</li> <li>Benchmarking with competitor performance</li> <li>Maintaining a database on competitor intelligence</li> <li>Promoting customer loyalty</li> <li>Constantly reminding the staff of the importance of delighting the customer</li> </ul>						

#### **Developments during the year**

#### **Credit Monitoring Unit**

The Credit Monitoring Unit set up in 2004 under the Finance & Planning Division of the Bank in order to avoid conflicts of interests and ensure independence from those responsible for lending, was amalgamated with the Integrated Risk Management Department that is being set up, during the year. The Unit continued to monitor the rescheduling of credit facilities, ensure proper classification of overdrafts and grant permission to branches to monitor non-performing loans beyond one year. The activities of the Unit have immensely contributed to create awareness across the Bank of the guidelines of the Central Bank of Sri Lanka on the subjects and to streamline the related processes.

#### Credit Risk Management Unit

The Credit Risk Management Unit, set up for undertaking an independent assessment of all corporate lending and risk ratings, too was amalgamated with the Integrated Risk Management Department. All credit facilities which were submitted to approving authorities at the levels of the Board Credit Committee and above were first referred to the Risk Management Department for its observations.

#### **Treasury Mid-Office**

Treasury Mid-Office which was set up for the specific purpose of managing the treasury related risks with a better focus, too will be amalgamated with the Integrated Risk Management Department during the implementation of the recommendations of the Deutsche Bank. The initial objectives of the treasury Mid-Office would include setting up of risk management policies and guidelines, documenting the risk management procedures to be carried out by the Treasury and establishment of required limits and monitoring. The Mid-Office would also be monitoring the liquidity position of the Bank. All Treasury related regulatory and management reporting functions too are expected to be carried out through the Mid-Office.

#### **Anti-Money Laundering Efforts**

The Anti-Money Laundering (AML) legislation was passed by the Parliament at the beginning of 2006 and came into effect in March 2006. The two pieces of legislation enacted in this regard were the Prevention of Money Laundering Act No. 05 of 2006 (PMLA) and the Financial Transactions Reporting Act No. 06 of 2006 (FTRA). In terms of the FTRA, a Financial Intelligence Unit (FIU) was set up under the purview of the Central Bank of Sri Lanka as the administrative body of the AML regime.

During the year, as required by the directions of the FIU in terms of the provisions in the FTRA, the Bank appointed a senior officer as the Compliance Officer, who is responsible for ensuring the Bank's compliance with the requirements of the Act, to oversee the operation of the AML programme in the Bank and also to liaise with the FIU in all relevant matters.

In terms of the provisions of the FTRA, the thresholds for reporting cash transactions and electronic fund transfers to the FIU fortnightly were set at Rs. 500,000/- and US \$ 5,000 or its equivalent in any foreign currency, respectively. The Bank complied with this requirement with the help of a computer program developed in-house.

Since the FIU is yet to formulate and issue comprehensive regulatory AML guidelines for banks, the Bank was precluded from adopting and operating more comprehensive and documented internal practices in detecting and controlling illegitimate activities, money laundering and terrorist financing. However, the Bank has in fact, already prepared its own document on Anti-Money Laundering policy and procedures, setting out the internal operational guidelines, but awaits finalisation and adaptation until the regulatory guidelines are issued. Nevertheless, the Bank continued to adopt its prudential measures and other safeguards

throughout the year to prevent the use of its systems, products and services for illegal and unlawful purposes.

During the year, the Bank continued to educate its staff adequately on money laundering and terrorist financing activities and the preventive measures in order to prepare them for effective compliance with all the requirements, once the Anti-Money Laundering measures become fully operational shortly.

#### Software Support for Risk Management

During the year, the Bank implemented two software modules procured from IPS Sendero, a US based company on Asset & Liability Management and Funds Transfer Pricing. These software are being tested now. The implementation of the modules for the evaluation of profitability, viz.

Customer Profitability, Product Profitability and Organisational Profitability will be completed during 2007. Software for credit scoring the personal loans, home loans and credit cards portfolios have been procured and are being tested.

#### Plans for 2007 and onwards

# Integrated Risk Management Department

Implementation of the risk management measures recommended by the Deutsche Bank to address the gaps observed during the Due Diligence study as explained earlier will receive priority during the year 2007. Emphasis will be given for creating the proper organisation structure to ensure independence of the Risk Management function, upgrading the Risk Management policies and procedures, enhancing the awareness within the Bank of the relationship between risk and return and the importance of the risk management function, upgrading Management Information Systems from a Risk Management perspective and efficient management of the available capital.

#### **Business Continuity Management**

The Business Continuity Management efforts of the Bank are driven by the Business Continuity Management Steering Committee comprising several members of the Corporate Management and the Senior Management. The Steering Committee provides the overall guidance to the Business Continuity Planning (BCP) Committee comprised of senior officers representing all key business and service units of the Bank.

A formal Business Continuity Plan has been developed by the BCP Committee in keeping with the requirements and the guidelines provided by the Central Bank of Sri Lanka and it has been formally approved by the Board of Directors of the Bank. Apart from abiding by the Central Bank requirements, the Bank has identified the need to have a well developed formal Business Continuity Plan which is in par with the industry standards due to the Bank's international presence. The need to address vulnerable operational risks and develop plans to minimise the effects of such risks caused by inadequacies or failures of internal processes, systems and external events including natural disasters has been appreciated and dealt with in the Business Continuity Plan.

In view of the critical nature of the Bank's operations varying from one business unit to another, the Bank's Business Continuity Plan has to be customised to suit each of such business units and business processes. The necessary customisation is underway.

A Business Continuity Management Unit has been set up at a location away from the Head Office in order to provide the necessary operational and logistical support to business units experiencing disruptions and difficulties in managing business operations.

Awareness programmes have been arranged covering staff of all business units. Special training is being provided to selected staff from the business units to serve in identified teams to handle specified tasks in disaster situations. Through the awareness programs being conducted, it is anticipated that the Bank would be able to create an appropriate BCP Culture among the staff during the current year.

#### Implementation of Basel II Accord

Basel II Accord is intended to improve the safety and soundness of the financial systems world over by aligning capital adequacy assessment more closely with the underlying risks in the banking industry, providing for a thorough supervisory review process and enhancing market discipline and disclosures. Basel II promises to offer incentives for banks to adopt sound Risk Management practices.

Central Bank announced that the regulatory capital requirements of banks in Sri Lanka will be computed under the Basel II Accord with effect from the first quarter of 2008 while the requirement to maintain capital for the market risk was implemented in 2006. Basel II, once fully implemented will integrate the internal Risk Management systems and regulatory capital adequacy requirements of banks. As required by the Central Bank, during the year 2006, the Bank commenced the computation of Capital Adequacy based on the draft guidelines issued by the Central Bank in terms of the Basel II Accord, on a parallel basis. While the Bank has already made preliminary arrangements for making its systems and procedures Basel II compliant, a lot needs to be done in the ensuing years in this regard. Integrated Risk Management Department, when it is fully operational, will be entrusted with the task of designing and implementing the systems and procedures in this regard. In addition, the Bank will take the required capacity building measures on time to ensure a smooth migration to the advanced approaches of Basel II at the right time.

### **Financial Reports**

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#### Financial Calendar - 2006/07

Final Dividend for 2005 paid on April 6, 2006

Interim Dividend for 2006 paid on November 14, 2006

Annual Report and Accounts for 2006 signed on February 15, 2007

Thirty-Eighth Annual General Meeting to be held on March 28, 2007

Final Dividend for 2006 proposed to be paid on March 28, 2007

# Interim Financial Statements in terms of Rule 8.3 of the Colombo Stock Exchange and as per the requirements of the Central Bank of Sri Lanka

For the three months ended March 31, 2006 (unaudited) in May 2006

For the six months ended June 30, 2006 (unaudited) in August 2006

For the nine months ended September 30, 2006 (unaudited) in November 2006

Annual Report and Accounts for 2006 (audited) in March 2007

#### Proposed Financial Calendar - 2006/07

Interim Dividend for 2007 in November 2007

Annual Report and Accounts for 2007 to be signed in February 2008

Thirty-Ninth Annual General Meeting to be held in March 2008

Final Dividend for 2007 in March 2008

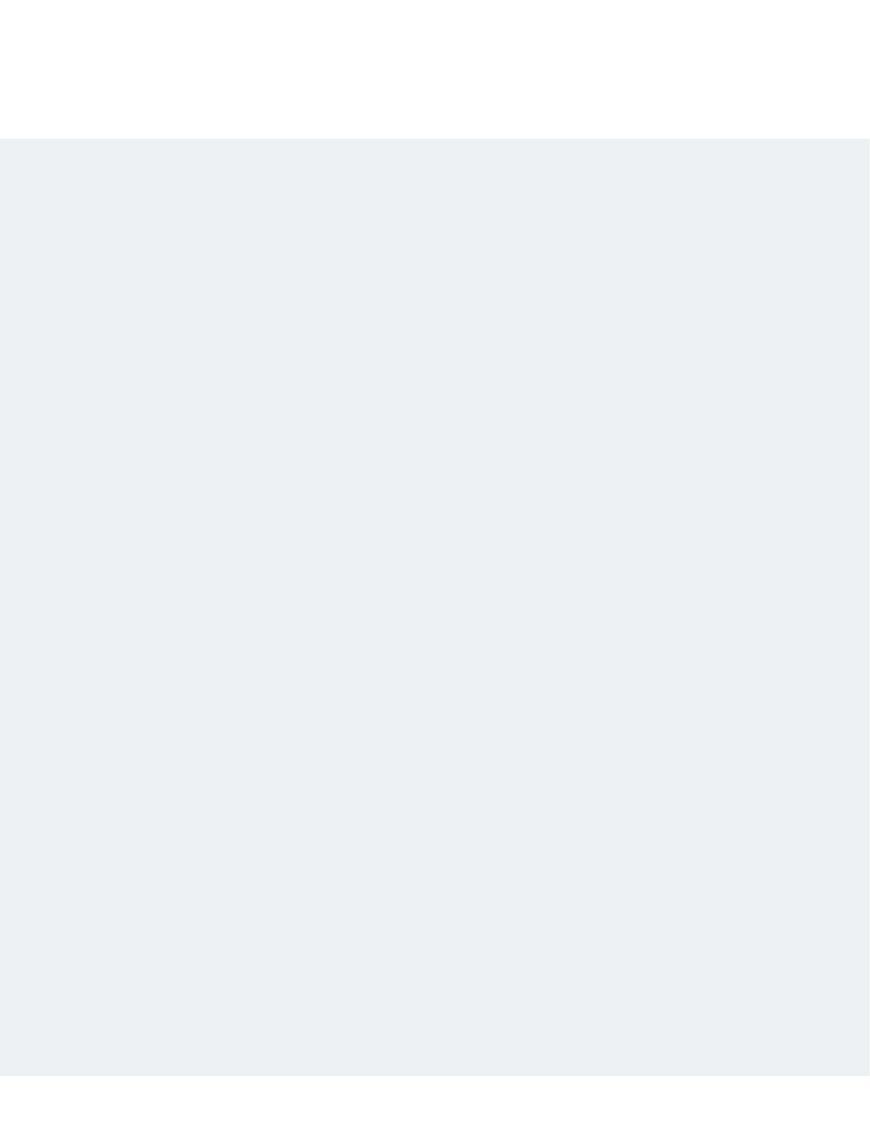
# Interim Financial Statements in terms of Rule 8.3 of the Colombo Stock Exchange and as per the requirements of the Central Bank of Sri Lanka

For the three months ending March 31, 2007 (unaudited) in May 2007

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For the nine months ending September 30, 2007 (unaudited) in November 2007

Annual Report and Accounts for 2007 (audited) in March 2008



#### General

The Directors have pleasure in presenting to the members their Report together with the audited Financial Statements of the Commercial Bank of Ceylon Ltd., a public limited liability company incorporated in Sri Lanka on June 25, 1969 under the Companies Ordinance No. 51 of 1938, quoted in the Colombo Stock Exchange in March 1970 and a licensed commercial bank under the Banking Act No. 30 of 1988, for the year ended December 31, 2006.

These were approved by the Directors on February 15, 2007.

#### **Principal Activities**

#### Bank

The principal activities of the Bank continued to be banking and related activities such as accepting deposits, personal banking, trade financing, off-shore banking, resident and non-resident foreign currency operations, travel related services, corporate and retail credit, project financing, lease financing, rural credit, issuing of local and international debit and credit cards, telebanking facilities, bancassurance, internet banking, dealing in Government securities, bullion trading, export and domestic factoring etc.

#### **Subsidiaries**

The principal activities of Commercial Development Co. Ltd., X-pertise Ltd. and ONEzero Co. Ltd. are property development, training and development of human resource and providing IT related services, respectively. The operations of the Commercial Bank Primary Dealer Ltd., whose principal activity was dealing in Government securities, ceased its operations as at September 30, 2005, consequent to the Bank obtaining the licence to operate as a Primary Dealer. The proceedings for voluntary winding up of the Company are in progress.

#### **Associates**

The principal activities of Commercial Leasing Co. Ltd., Equity Investments Lanka Ltd. and Commercial Fund Management (Pvt) Ltd. are leasing and factoring, venture capital and fund management, respectively. However, Commercial Fund Management (Pvt) Ltd., ceased to be an associate company of the Bank with effect from January 23, 2007, consequent to the disposal of the Bank's interest in this Company.

There were no significant changes in the nature of principal activities of the Bank and the Group during the year under review.

#### **Review of Business**

The Chairman's Review on page 4 and the Managing Director's Report on page 13 provide an overall assessment on the financial performance and financial position of the Group, describe in detail its affairs and important events of the year. These reports form an integral part of the Directors' Report.

#### **Branch Expansion/Future Developments**

The branch expansion policy continued during the year and the Bank opened 10 Branches, 3 Customer Service Points (CSPs) and 2 MiniComs and 1 Service Point in Sri Lanka and 2 Branches in Bangladesh. Two CSPs were also upgraded to fully-fledged branches. Bank intends to expand its branch network both in Sri Lanka and in Bangladesh. Further, the Bank launched the first online cheque viewing facility, providing the customers the convenience of viewing the images of cleared and paid cheques issued by them. This facility will be extended to cheques deposited as well in the near future. In addition, the Bank tied up with MoneyGram, the global funds transfer company to further enhance the Bank's e-Exchange money transfer system. The Bank is now able to offer customers of over 104,000 locations in 170 countries, the ability to transfer funds via the Internet.

#### **System of Internal Controls**

The Board of Directors has instituted an effective and comprehensive system of Internal Controls covering financial operations and compliance control and risk management required to carry on the business of banking in an orderly manner, safeguard its assets and secure as far as possible the accuracy and reliability of the records.

#### **Corporate Governance**

Systems and procedures are in place to ensure that Corporate Governance is properly practised. Specific measures taken in this regard are elaborated in Enterprise Governance on page 64 of this Report.

#### **Human Resources**

The Bank continued to implement appropriate Human Resource Management policies and practices to develop its employees and also to ensure their optimum contribution towards the achievement of corporate goals. Specific measures taken in this regard are detailed in the Knowledge Management Report and Community Impact Report on pages 53 and 73 respectively.

#### **Board Audit Committee**

The following Non-Executive Directors of the Board served as members of the Board Audit Committee:

Mr. B.R.L. Fernando (Chairman)

Dr. H.S. Wanasinghe

Mr. A.N. Fonseka

Mr. A.L. Gooneratne, Managing Director of the Bank and Mr. A.T.P. Edirisinghe, a practising Chartered Accountant in the capacity of a Consultant attended the meetings by invitation.

The report of the Audit Committee is given on page 94 of this Report.

#### **Vision, Mission and Corporate Conduct**

The Bank's new Vision and Mission are given on page 1 of this Report. The business activities of the Bank are conducted with the highest level of ethical standards in achieving its Vision and Mission.

#### **Risk Management**

Specific steps taken by the Bank in managing both banking and non-banking risks are detailed on page 76 of this Report.

#### Income

The Income of the Group for 2006 was Rs. 24,451.866 million (Rs. 16,225.377 million in 2005) while the Bank's income was Rs. 24,469.470 million (Rs. 16,099.645 million in 2005).

#### **Profit**

The profits before tax of the Group and the Bank were up by 17.81% and 15.69% respectively (41.38% and 45.45% in 2005) and the profits after tax were down by 12.11% and 14.87% respectively (up by 36.53% and 40.33% in 2005).

The reasons for the decrease in the profit after tax are explained in the Financial Review section of the Management Discussion and Analysis on page 21.

Details of profit relating to the Bank are given below:

	2006 Rs.	2005 Rs.
Profit for the year after payment		
of all expenses of management		
and providing for depreciation,		
possible loan losses, Financial VAT	ī	
and contingencies	4,213,546,068	3,641,960,619
Provision for taxation	2,200,917,452	1,277,720,676
Net profit after taxation	2,012,628,616	2,364,239,943
Transfer from Revaluation Reserv	e –	256,279
Profit/(loss) brought		
forward from previous year	994,023	(1,785,630)
Profit available		
for appropriation	2,013,622,639	2,362,710,592
Appropriations		
Transfer to the Statutory Reserve	Fund <b>7,500,000</b>	412,000,000
Transfer to the Capital Redemptio	n	
Reserve Fund	906,555,000	-
Transfer to General Reserve	187,500,000	1,080,000,000
Dividends on Preference Share	S	
13% Cumulative Redeemable		
Preference Shares		
(Redeemed on Sep. 20, 2006)	84,918,124	117,852,150
11.25% Cumulative Redeemable		
Preference Shares	112,500,000	112,500,000
Dividends on Ordinary Shares		
15% Interim Dividend paid		
(15% in 2005)	214,128,939	213,121,473
35% Final Dividend proposed		
(30% in 2005)	499,865,534	426,242,946
Profit/(loss) to be		
carried forward	655,042	994,023

The dividend payout ratio (inclusive of the dividends on Preference Shares) amounts to 45.28% of the profit after tax of 2006, compared to 36.79% for 2005.

#### **Dividends on Ordinary Shares**

The Directors recommend the payment of 35% final dividend for the year 2006 (30% in 2005). An interim dividend of 15% was paid in November 2006 (15% in 2005).

Interim dividend was paid partly out of dividends received, which was not subject to further withholding tax. Final dividend will be paid partly out of dividends received and partly out of taxable profits of the Bank. The dividends paid out of profits will be exposed to withholding tax.

#### **Provision for Taxation**

Provision for taxation has been computed at the rates given in Note 9.1 to the Financial Statements.

#### **Corporate Donations**

During the year, the Bank made donations amounting to Rs. 13,505,145/- (Rs. 9,847,600/- in 2005) in terms of the resolution passed at the last Annual General Meeting. The donations made to Government approved charities from the above amounted to Rs. 3,432,000/- (Rs. 703,000/- in 2005).

#### **Property, Plant & Equipment**

Capital expenditure on Property, Plant & Equipment, Capital Work-in-Progress and Intangible Assets amounted to Rs. 574.828 million (Rs. 692.737 million in 2005), details of which are given in Note 23 and 24 to the Financial Statements. Capital expenditure approved and contracted for after the year end is given in Note 35 to the Financial Statements.

#### **Market Value of Freehold Properties**

All freehold land & buildings of the Bank were last revalued by professionally qualified independent valuers as at December 31, 2004, with the permission of the Central Bank of Sri Lanka. The Directors are of the opinion that the revalued amounts are not in excess of the current market values of such properties.

#### **Reserves**

The total reserves of the Group stood at Rs. 13,588.274 million as at December 31, 2006 (Rs. 12,626.209 million as at December 31, 2005) details of which are given in Notes 31 and 32 to the Financial Statements.

#### **Share Capital and Debentures**

The total issued and paid up ordinary share capital as at December 31, 2006 was Rs. 1,428.186 million consisting of 133,518,264 Ordinary Voting Shares of Rs. 10/- each and 9,300,460 Ordinary Non-Voting Shares of Rs.10/- each, compared to Rs. 1,420.809 million as at December 31, 2005. The increase in the share capital was due to 737,742 Ordinary Voting Shares being issued for a consideration of Rs. 60.063 million upon exercise of the options granted under the ESOP 2002 during the year.

In addition, the Company has Rs. 1,000.000 million worth 11.25% Cumulative Redeemable Preference Shares of Rs. 10/- each in issue. The funds raised therefrom have been used to expand the leasing and other long-term credit facilities.

The 13% five-year Cumulative Redeemable Preference Shares of the Bank which were allotted on September 21, 2001 amounting to Rs. 906.555 million, were redeemed on September 20, 2006. Since the Bank did not issue new shares for the redemption, an appropriation of profits equal to the nominal value of shares redeemed was made to the Capital Redemption Reserve Fund, in terms of Section 57 (1) (d) of the Companies Act No. 17 of 1982.

The details of share capital are given in Note 30 to the Financial Statements.

The Company has also raised Rs. 2,127.030 million through the issue of 2,127,030 Unsecured Subordinated Redeemable debentures of Rs. 1,000/- each, of which Rs. 1,000.000 million was issued during the year through a private placement. The funds raised from these debentures have been used to expand the leasing business and for other general corporate purposes.

The details of the debentures in issue as at December 31, 2006 are given in Note 29 to the Financial Statements.

#### **Share Information**

Information relating to earnings, dividends, net assets and market value per share is given in Financial Highlights on page 3 of this Report. Information on share trading is given on page 164 of this Report.

#### **Shareholdings**

There were 6,213 registered shareholders (6,438 in 2005) holding Ordinary Voting Shares and 2,265 registered shareholders (2,410 in 2005) holding Ordinary Non-Voting Shares of the Bank as at December 31, 2006. The distribution of shareholding is given on page 162 of this Report.

#### **Equitable Treatment to Shareholders**

Bank has made all endeavours to ensure equitable treatment to all shareholders.

#### **Directors**

#### **List of Directors**

The Board of Directors of Commercial Bank of Ceylon Ltd. consists of 9 Directors with wide financial knowledge and experience. The qualifications and experience of the Directors are given on page 10 of this report.

The following were the Directors of the Bank as at the end of the year:

Mr. M.J.C. Amarasuriya (Chairman)

Mr. B.R.L. Fernando (Deputy Chairman)

Mr. A.L. Gooneratne (Managing Director)

Dr. H.S. Wanasinghe

Mr. A.N. Fonseka

Mr. L.J.A. Fernando

Mr. Iyad M. Malas

Mr. D.S. Weerakkody

Mr. G. Galludec (Alternate Director to Mr. lyad M. Malas) (Appointed on July 14, 2006)

Deshamanya Ken Balendra (Appointed on October 2, 2006)

#### Resignations, Appointments and Recommended Re-elections of Directors

#### Resignations

Mr. J.S. Mather (Resigned on March 16, 2006). Mr. Sanjiva Senanayake (Resigned on July 14, 2006)

#### **Appointments**

Deshamanya Ken Balendra was appointed to the Board in terms of Article 92 of the Articles of Association of the Company on October 2, 2006, subject to the approval to be obtained from the Director of Bank Supervision of the Central Bank of Sri Lanka, which approval was obtained on October 16, 2006.

Mr. G. Galludec was appointed to the Board on July 14, 2006 as an Alternate Director to Mr. Iyad M. Malas in terms of the Article 74 of the Articles of Association of the Company, subject to the approval to be obtained from the Director of Bank supervision of the Central Bank of Sri Lanka, which approval was obtained on October 16, 2006.

#### **Recommended Re-elections**

In accordance with Articles 85 & 86 of the Articles of Association of the Company, Mr. B.R.L. Fernando and Dr. H.S. Wanasinghe retire by rotation and being eligible for re-election are recommended for re-election.

Deshamanya Ken Balendra who was appointed to the Board to fill the casual vacancy which prevailed at the time of appointment, retires in terms of Article 92 of the Articles of Association of the Company and being eligible for re-election is recommended for re-election.

#### **Directors' Responsibility for Financial Reporting**

The Directors are responsible for the preparation of Financial Statements of the Bank to reflect a true and fair view of the state of its affairs. The Directors are of the view that these Financial Statements have been prepared in conformity with the requirements of the Sri Lanka Accounting Standards, Companies Act No. 17 of 1982, the Banking Act No. 30 of 1988 and the Listing Rules of the Colombo Stock Exchange.

#### **Directors' Interests in Ordinary Shares**

Shareholdings of the Directors at the beginning and at the end of the year were as follows:

	As at	As at
	31.12.06	01.01.06
Mr. M.J.C. Amarasuriya	309,864	309,864
	104,932	104,932
	(non-voting)	(non-voting)
Mr. B.R.L. Fernando	4,778	4,778
	(non-voting)	(non-voting)
Mr. A.L. Gooneratne	390,158	390,158
	17,324	17,324
	(non-voting)	(non-voting)
Dr. H.S. Wanasinghe	-	_
Mr. A.N. Fonseka	622	622
	(non-voting)	(non-voting)
Mr. L.J.A. Fernando	-	_
Mr. Iyad M. Malas	-	
Mr. G. Galludec	-	_
Mr. D.S. Weerakkody	-	_
Deshamanya Ken Balendra		
Percentage shareholding of	the Directors-	
Ordinary Voting Shares	0.52%	0.53%
Ordinary Non-Voting Shar	es <b>1.37</b> %	1.37%

Directors' shareholdings have not changed subsequent from the date of the Balance Sheet up to January 15, 2007 being one month prior to the date of Notice of the Annual General Meeting.

# Directors' Interests in Cumulative Redeemable Preference Shares

There were no Cumulative Redeemable Preference Shares registered in the names of the Directors as at the beginning and at the end of the year.

#### **Directors' Interests in Debentures**

There were no debentures registered in the names of the Directors as at the beginning and at the end of the year.

#### **Employee Share Ownership/Option Plans**

The details of the Employee Share Option Plan are given in Note 30 to the Financial Statements.

#### **Directors' Interests in Contracts**

Directors' interests in contracts or proposed contracts with the Company, both direct and indirect are disclosed in Note 37 to the Financial Statements. These interests have been declared at Directors' Meetings. Directors have refrained from voting on matters in which they were materially interested. Directors have no direct or indirect interest in any other contract or proposed contract with the Company.

#### **Compliance with Laws and Regulations**

The Bank/Group has not engaged in any activities contravening the laws and regulations. All those responsible for ensuring compliance with the provisions in various laws and regulations quarterly confirm their compliance to the Board Audit Committee.

#### **Environmental Protection**

The Bank/Group has not engaged in any activity, which is harmful to the environment. Specific measures taken to protect the environment are given in the Community Impact Report on page 73 of this Report.

#### **Statutory Payments**

The Directors, to the best of their knowledge and belief are satisfied that all statutory payments due to the Government and in relation to the employees have been made in time.

#### **Events after the Balance Sheet Date**

There have not been any material events that occurred subsequent to the date of the Balance Sheet that require adjustments to the Financial Statements, other than those disclosed, if any, in Note 40 to the Financial Statements.

#### **Going Concern**

The Board of Directors is satisfied that the Bank has adequate resources to continue its operations in the foreseeable future. Accordingly, the Financial Statements are prepared based on the going concern concept.

#### **Appointment of Auditors**

The retiring Auditors, Messrs. Ernst & Young have signified their willingness to continue in office and a resolution to reappoint them as Auditors and authorising the Directors to fix their remuneration will be proposed at the Annual General Meeting.

#### **Notice of Meeting**

Notice of Meeting relating to the Thirty-Eighth Annual General Meeting is given on page 178.

By Order of the Board,

Mrs. R.R. Dunuwille
Company Secretary

February 15, 2007 Colombo.

#### **Directors' Responsibility for Financial Reporting**

Under Section 143 of the Companies Act No. 17 of 1982, Directors of the Company have responsibility for ensuring that the Company keeps proper books of account of all the transactions and prepares Financial Statements that give a true and fair view of the state of affairs and of the profit/loss for the year.

Accordingly, the Directors have caused the Bank to maintain proper books of account and review the financial reporting system at their regular meetings and through the Audit Committee. The Audit Committee Report is given on page 94 of this Report. The Financial Statements for the year 2006 prepared and presented in this Report are consistent with the underlying books of account and are in conformity with the requirements of the Companies Act, Sri Lanka Accounting Standards, the Banking Act No. 30 of 1988 and the Listing Rules of the Colombo Stock Exchange. The Directors consider that, in preparing the Financial Statements exhibited on pages 96 to 155 inclusive, they have adopted appropriate accounting policies on a consistent basis and supported by reasonable and prudent judgements and estimates.

The Directors also have taken such steps as are reasonably open to them to safeguard the assets of the Bank and to prevent and detect frauds and other

irregularities. In this regard, the Directors have instituted an effective and comprehensive system of internal controls comprising of internal check, internal audit and financial and other controls required to carry on the business of banking in an orderly manner, safeguard its assets and secure as far as practicable the accuracy and reliability of the records.

The Bank's Auditors, M/s. Ernst & Young, carry out reviews and sample checks on the system of internal controls as they consider appropriate and necessary for expressing their opinion on the Financial Statements.

M/s. Ernst & Young, the Auditors of the Bank have examined the Financial Statements made available by the Board of Directors together with all the financial records, related data, minutes of shareholders and Directors meetings and express their opinion which appears as reported by them on page 95 of this Report.

By Order of the Board,

Mrs. R.R. Dunuwille
Company Secretary

February 15, 2007 Colombo.

#### **Personnel and Remuneration Committee Report**

The Personnel and Remuneration Committee is headed by the Non-Executive Chairman and comprises of three other Non-Executive Directors and the Managing Director. The Managing Director who is responsible for the overall management of the Bank provides information to the Committee and participates in its deliberations. The Committee Members are nominated by the Board of Directors of the Bank.

The Committee determines the compensation and benefits of the members of the Corporate Management and establishes performance parameters in setting individual targets to the employees. The Bank's variable pay plan is determined according to the overall achievements of the Bank and pre-determined individual targets which are based on various performance parameters.

The level of bonuses payable on achievement of the targets is set at the level perceived as correct to provide the necessary incentives for Executives and Senior Managers. The Committee makes appropriate adjustments to the bonus payable in the event of over or under achievement of the Bank against those targets. In addition to the above, the Committee assesses and recommends to the Board on appointments to the Corporate Management and advise on their succession planning.

The Committee obtained the services of local and international companies to conduct salary surveys in order to benchmark the compensation package with the external market to ascertain the base pay and other benefits to make it attractive to the staff.

During the year, the Committee deliberated in detail on the proposals made by Hewitt Outsourcing Services (India) Ltd., a firm of consultants hired by the Bank for restructuring the Bank's Defined Benefit Pension Scheme to a Defined Contribution Pension Plan and recommended to the Board that it be adopted.

The Committee obtained the services of Hewitt Outsourcing Services (India) Ltd. to redesign the performance appraisal system of the Bank and the Variable Pay plan.

All the above activities of the Committee have helped the Bank in maintaining a market oriented remuneration policy for the Bank's staff enabling the Bank to attract the best personnel in the market while maintaining a contended staff.

#### M.J.C. Amarasuriya

Chairman

February 15, 2007 Colombo. The Audit Committee comprises of three Non-Executive Directors of the Bank, with the Managing Director attending the Meetings by invitation. During the year the depth of the Committee was further enhanced with the engagement of a practicing Chartered Accountant as a Consultant to the Committee with the concurrence of the Board of Directors. The Bank's Deputy General Manager – Inspection, functioned as the Secretary of the Committee.

The Committee is empowered, amongst other things, to examine any matter relating to the financial and other connected affairs of the Bank, to review all internal and external audit and inspection programmes, internal control systems and procedures, accounting policies and the adherence to statutory and regulatory compliance requirements etc., thus ensuring that a sound financial reporting system, which is well managed in order to provide accurate, appropriate and timely information to the Board of Directors, Management, Regulatory Authorities and Shareholders is in place. The Audit Committee ensures that the Bank's policies and operations conform to rules, regulations and accepted ethical guidelines.

During the year under review, the Committee met four times and carried out the following tasks:

- Examined over 210 Audit and Inspection Reports on Branches and Head Office Departments and followed up on operational deficiencies or shortcomings which had been observed. Members of the Committee also undertook visits to some of the Branches, in order to be better appraised of Branch operations.
- Met with the External Auditors prior to the commencement and at the conclusion of the Annual Audit and reviewed the Auditors' Management Letter, together with the Management's response thereto. The annual financial statements were also reviewed with the External Auditors.
- Regularly, monitored the effectiveness of the internal financial controls and the procedures established for identifying and effectively assessing and managing risks. The Corporate Management was invited to make Presentations on "Risk Management measures adopted in their areas of responsibility".

- 4. Revised the Charter of the Audit Committee and obtained Board concurrence for the amendments. The annual evaluation on the effectiveness of the Audit Committee was done by the other Members of the Board of Directors, who assessed the overall outcome as satisfactory. The Committee will address itself to the areas which require strengthening as highlighted by this assessment.
- 5. Reviewed quarterly the Bank's compliance with mandatory banking and other statutory requirements and bi-annually, the Bank's adherence to the risk management measures approved by the Board.
- 6. Reviewed major decisions taken by the "Assets and Liabilities Committee" and "Credit Policy and Portfolio Review Committee" of the Bank. All exceptional items charged to the Income Statement were scrutinised, Bank's Chart of Accounts were closely examined to clear long outstanding items while credit monitoring procedures were further strengthened.
- With the concurrence of the Board, enlisted the services of five Firms of Chartered Accountants, approved by the Central Bank of Sri Lanka, to supplement the Bank's Inspection Department, in carrying out Branch inspections.

The proceedings of the Audit Committee Meetings are regularly reported to the Board of Directors.

The Committee is of the view that adequate controls and procedures are in place to provide reasonable assurance that the Bank's assets are safeguarded and that the financial position of the Bank is well monitored.

The Audit Committee has recommended to the Board of Directors that Messrs. Ernst & Young be re-appointed as Auditors for the financial year ending December 31, 2007 subject to the approval of the Shareholders at the next Annual General Meeting.

#### B.R.L Fernando

Chairman - Audit Committee

February 19, 2007



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#### **AUDITORS' REPORT TO THE MEMBERS OF COMMERCIAL BANK OF CEYLON LIMITED**

We have audited the balance sheet of Commercial Bank of Ceylon Limited ("Bank") as at December 31, 2006, the Consolidated Balance Sheet of the Bank and its subsidiaries as at that date and the related Statements of Income, Cash Flows and Changes in Equity for the year then ended, together with the Accounting Policies and Notes as set out on pages 101 to 155.

#### **Respective Responsibilities of Directors and Auditors**

The Directors are responsible for preparing and presenting these financial statements in accordance with the Sri Lanka Accounting Standards. Our responsibility is to express an opinion on these financial statements, based on our audit.

#### **Basis of Opinion**

We conducted our audit in accordance with the Sri Lanka Auditing Standards, which require that we plan and perform the audit to obtain reasonable assurance about whether the said financial statements are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the said financial statements, assessing the accounting principles used and significant estimates made by the directors, evaluating the overall presentation of the financial statements, and determining whether the said financial statements are prepared and presented in accordance with the Sri Lanka Accounting Standards. We have obtained all the information and explanations, which to the best of my knowledge and belief were necessary for the purpose of our audit. We therefore believe that our audit provides a reasonable basis for our opinion.

#### **Opinion**

In our opinion, so far as appears from our examinations, the Bank has maintained proper books of account for the year ended December 31, 2006, and to the best of our

information and according to the explanations given to us, the said Balance Sheet and related Statements of Income, Cash Flows and Changes in Equity and the Accounting Policies and Notes thereto, which are in agreement with the said books and have been prepared and presented in accordance with the Sri Lanka Accounting Standards, provide the information required by the Companies Act No.17 of 1982 and the Banking Act No. 30 of 1988 and amendments thereto and give a true and fair view of the Bank's state of affairs as at December 31, 2006 and its Profits and Cash Flows for the year then ended.

In our opinion, the Consolidated Balance Sheet and Statements of Income, Cash Flows and Changes in Equity and the Accounting Policies and Notes thereto have been properly prepared and presented in accordance with the Sri Lanka Accounting Standards, provides the information required by the Companies Act No. 17 of 1982 and the Banking Act No. 30 of 1988 and amendments thereto and give a true and fair view of the state of affairs as at December 31, 2006 and of its Profit and Cash Flows for the year then ended of the Bank and its subsidiaries dealt with thereby, so far as concerns the members of the Bank.

#### **Directors' Interest in Contracts with the Bank**

According to the information made available to us, the Directors of the Bank were not directly or indirectly interested in contracts with the Bank during the year ended December 31, 2006, except as stated in Note 37 to these financial statements.

Crzej Chartered Accountants

Colombo

February 15, 2007

				Bank			Group
For the year ended December	31,	2006	2005	Change	2006	2005	Change
	Note	Rs.'000	Rs.'000	%	Rs.'000	Rs.'000	%
Income		24,469,470	16,099,645	51.99	24,451,866	16,225,377	50.70
Interest income	1	19,531,748	13,033,870	49.85	19,537,228	13,293,818	46.96
Less: Interest expenses	2	11,954,610	7,226,060	65.44	11,944,666	7,458,430	60.15
Net interest income		7,577,138	5,807,810	30.46	7,592,562	5,835,388	30.11
Foreign exchange profit		1,439,008	586,915	145.18	1,439,008	586,915	145.18
Fees and commission income	3	2,011,285	1,759,704	14.30	2,011,191	1,759,619	14.30
Other income	4	1,487,429	719,156	106.83	1,464,439	585,025	150.32
		12,514,860	8,873,585	41.03	12,507,200	8,766,947	42.66
Less: Operating expenses	5						
Personnel costs		2,559,721	2,128,177	20.28	2,566,189	2,143,859	19.70
Premises, equipment and							
establishment expenses		1,402,434	1,163,615	20.52	1,384,099	1,146,394	20.74
Provision for staff retirement							
benefits	6	1,813,835	235,971	668.67	1,813,835	235,971	668.67
Loan losses and provisions	7	655,070	414,864	57.90	655,070	414,864	57.90
Other overhead expenses		1,870,255	1,288,998	45.09	1,829,308	1,258,273	45.38
		8,301,315	5,231,625	58.68	8,248,501	5,199,361	58.64
Profit from operations		4,213,545	3,641,960	15.69	4,258,699	3,567,586	19.37
Add/(less): Share of profit/(loss) before tax of Associate	)						
Companies	8	-	_	-	62,454	100,462	(37.83)
Profit before taxation		4,213,545	3,641,960	15.69	4,321,153	3,668,048	17.81
Less: Provision for taxation	9	2,200,917	1,277,720	72.25	2,248,751	1,309,969	71.66
Profit after taxation		2,012,628	2,364,240	(14.87)	2,072,402	2,358,079	(12.11)
Attributable to:							
Equity holders of the parent		2,012,628	2,364,240	(14.87)	2,070,707	2,356,438	(12.13)
Minority interest		-	_	_	1,695	1,641	3.29
		2,012,628	2,364,240	(14.87)	2,072,402	2,358,079	(12.11)
Basic Earnings per Ordinary Shar	e 10	Rs. 12.71	Rs. 14.94	(14.93)	Rs. 13.12	Rs. 14.89	(11.89)
Diluted Earnings per Ordinary Sha	re 10	Rs. 12.48	Rs. 14.67	(14.93)	Rs. 12.88	Rs. 14.62	(11.90)
Dividend per Ordinary Share		Rs. 5.00	Rs. 4.50	11.11	Rs. 5.00	Rs. 4.50	11.11

The Accounting Policies and the Notes from pages 101 to 155 form an integral part of these Financial Statements.

				Bank			Group
As at December 31,	Note	2006 Rs.'000	2005 Rs.'000	Change %	2006 Rs.'000	2005 Rs.'000	Change %
ACCETO	NOIC	113. 000	113.000	/0	113. 000	113.000	/0
ASSETS Cash and short-term funds	13	13,738,709	19 662 952	(26.29)	12 721 /20	18,656,759	(26.40
Balances with Central Banks	14	12,573,651	18,662,853 9,045,180	(26.38) 39.01	13,731,439 12,573,651	9,045,180	(26.40 39.01
Government Treasury Bills and Bonds	15	12,040,309	11,410,083	5.52	12,373,031	11,665,496	4.77
Commercial paper	13	422,783	407,567	3.73	422,783	407,567	3.73
Securities purchased under resale agreemen	ite	4,593,089	808,135	468.36	4,593,089	808,135	468.36
Dealing securities	16	144,896	182,243	(20.49)	144,896	182,243	(20.49
Investments held for sale	17	218,392	-	(20.43)	401,259	-	(20.43
Investments held to maturity	18	1,393,779	3,091,372	(54.91)	1,393,879	3,091,472	(54.91
Treasury Bonds maturing after one year		20,024,893	9,808,477	104.16	20,024,893	9,808,477	104.16
Bills of Exchange	19.1	3,288,198	2,790,316	17.84	3,288,198	2,790,316	17.84
Loans & advances	19.2	137,725,861	108,884,242	26.49	137,720,172	108,883,886	26.48
Lease receivable within one year	19.3	3,035,428	2,484,227	22.19	3,006,608	2,460,247	22.21
Lease receivable from one to five years	19.4	6,465,175	4,596,246	40.66	6,397,494	4,536,924	41.01
Lease receivable after five years	19.5	17,377	7,996	117.32	17,377	7,996	117.32
		215,682,540	172,178,937	25.27	215,937,509	172,344,698	25.29
Investments in Associate Companies	20	44,331	107,081	(58.60)	40,965	282,789	(85.51
Investments in Subsidiary Companies	21	433,681	433,681	_	_		_
Interest and fees receivable		1,638,893	1,183,626	38.46	1,638,893	1,198,631	36.73
Other assets	22	2,796,017	2,991,791	(6.54)	2,842,982	2,919,779	(2.63
Property, Plant & Equipment	23	3,217,262	3,032,362	6.10	3,437,522	3,238,039	6.16
ntangible assets	24	161,529	149,985	7.70	162,768	151,115	7.7
Total Assets		223,974,253	180,077,463	24.38	224,060,639	180,135,051	24.3
LIABILITIES							
Deposits from customers	25	157,634,070	127,601,280	23.54	157,531,828	127,490,713	23.56
Dividends payable		112,500	230,352	(51.16)	112,500	230,352	(51.16
Borrowings	26	18,944,116	13,387,062	41.51	18,944,116	13,387,062	41.5
Securities sold under repurchase agreemer	nts	14,330,006	11,389,174	25.82	14,317,063	11,386,147	25.74
Other liabilities	27	8,404,027	6,115,902	37.41	8,402,043	6,108,924	37.5
Tax payable		1,445,718	817,754	76.79	1,420,226	784,218	81.10
Deferred taxation	28	580,535	214,146	171.09	624,940	227,367	174.80
Debentures	29	6,680,440	4,553,410	46.71	6,680,440	4,553,410	46.7
Total Liabilities		208,131,412	164,309,080	26.67	208,033,156	164,168,193	26.72
				20.0.			20
SHAREHOLDERS' FUNDS	30	2 420 106	2 227 264	(27.02)	2 420 106	2 227 264	(27.01
Share capital		2,428,186	3,327,364	(27.02)	2,428,186	3,327,364	(27.02
Statutory Reserve Fund Reserves	31 32	1,428,500 11,986,155	1,421,000 11,020,019	0.53 8.77	1,429,319 12,158,955	1,421,819 11,204,390	0.53 8.53
	32						
Shareholders' funds		15,842,841	15,768,383	0.47	16,016,460	15,953,573	0.39
Minority Interest				-	11,023	13,285	(17.03
Total shareholders' funds and minority interest		15,842,841	15,768,383	0.47	16,027,483	15,966,858	0.38
Total liabilities, shareholders' funds a	and						
minority interest		223,974,253	180,077,463	24.38	224,060,639	180,135,051	24.38
Commitments and contingencies	34	53,623,918	47,153,953	13.72	53,623,918	47,153,953	13.72
Net assets value per ordinary share		Rs. 103.93	Rs. 97.06	7.08	Rs. 105.14	Rs. 98.36	6.89

 $The \ Accounting \ Policies \ and \ the \ Notes \ from \ pages \ 101 \ to \ 155 \ form \ an \ integral \ part \ of \ these \ Financial \ Statements.$ 

Approved and signed for and on behalf of the Board

M.J.C. Amarasuriya

Chairman C

February 15, 2007 Colombo B.R.L. Fernando
Deputy Chairman

A.L. Gooneratne

Managing Director

eratne Director

Mrs. R.R. Dunuwille
Company Secretary

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For the	vear	ended	December	31	2006

For the year ended December 31, 2006 Share Capital Reserves														
	Ordii		Share Capita Ordinary	Cum. Red.	Statutory	Capital	Share	Revaluation		Foreign	Unappropriated	. Total	Minority	Total
	Vo	oting	Non-Voting	Preference	Reserve	Redemption			Reserve	Currency	Profit/(Loss)	Shareholders'	Interest	Equity
	Sh	ares	Shares	Shares	Fund	Reserve				Translation Reserve	carried forward	Funds		
Not	te Rs.	'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
BANK														
Balance as at 31.12.2004	650	,298	46,501	1,906,555	1,009,000	-	2,186,874	1,288,433	6,545,000	-	278,856	13,911,517	-	13,911,517
Final dividend for 2004		-	-	-	-	-	-	-	-	-	(280,641)	(280,641)	-	(280,641)
Issue of Ordinary Shares under	10	616					000 104					016 740		016 740
Employee Share Option Plan Bonus issue of Ordinary Shares		,616 ,892	- 46,502	_	_	_	203,124 (710,394)	_	_	_	_	216,740	_	216,740
Reversal of Surplus on revaluation of pi		,002	-	_	_	_	(7 10,00 1)	(256)	)	_	256	_	_	_
Net profit for the year 2005		-	-	-	-	-	-	` - '	-	-	2,364,240	2,364,240	-	2,364,240
Transfers to Statutory Reserve Fund														
during the year 2005		-	-	-	412,000	-	-	-	1,080,000	_	(412,000)	-	-	-
Transfers during the year 2005 Dividends for 2005	11	_	_	_	_	_	_	_	-	_	(1,080,000) (443,473)	(443,473)	_	(443,473)
Balance as at 31.12.2005	1,327	,806	93,003	1,906,555	1,421,000		1,679,604	1,288,177	7,625,000		427,238	15,768,383		15,768,383
Final dividend for 2005		_	_	-	-	-	_	_	-	-	(426,243)	(426,243)	-	(426,243)
Issue of Ordinary Shares under														
Employee Share Option Plan	7,	,377	-	-	-	-	52,686	-	-	-	-	60,063	-	60,063
Debenture issue expenses written-off Changes in accounting policy		_	_	_	_	_	(3,497)	_	- 404,375	(404,375)	_	(3,497)	_	(3,497)
Prior year adjustment for Deferred Tax of	on								404,073	(404,073)				
Leased Assets		-	-	-	-	-	-	-	(357,113)	-	-	(357,113)	-	(357,113)
Appreciation in the value of investment														
in Comtrust Equity Fund		-	-	-	-	-	-	-	118,396	-	-	118,396	-	118,396
Net unrealised gains/(losses) from Bangladesh translation										(11,674)	_	(11,674)	_	(11,674)
Net profit for the year 2006		_	_	_	_	_	_	_	_	(11,074)	2,012,628	2,012,628	_	2,012,628
Redemption of Preference shares		-	-	(906,555)	-	-	-	-	-	-	-	(906,555)	-	(906,555)
Transfer to CRRF Account		-	-	-	-	906,555	-	-	-	-	(906,555)	-	-	-
Transfers to Statutory Reserve Fund					7.500						(7.500)			
during the year 2006 Transfers during the year 2006		_	_	_	7,500 –	_	_	_	- 187,500	_	(7,500) (187,500)	_	_	_
	11	-	_	-	-	_	_	_	-	_	(411,547)	(411,547)	_	(411,547)
Balance as at 31.12.2006	1,335	,183	93,003	1,000,000	1,428,500	906,555	1,728,793	1,288,177	7,978,158	(416,049)	500,521	15,842,841		15,842,841
GROUP														
Balance as at 31.12.2004	650	,298	46,501	1,906,555	1,009,819	_	2,186,874	1.288.433	6,545,000	_	471,029	14,104,509	12,364	14,116,873
Final dividend for 2004		_	-	-	-	-		-	-	-	(280,641)	(280,641)	-	(280,641)
Issue of Ordinary Shares														
under Employee Share Option Plan		,616 ,892	- 46,502	-	-	-	203,124	-	-	-	_	216,740	-	216,740
Bonus issue of Ordinary Shares Reversal of Surplus on revaluation of prope		,092	40,502	_	_	_	(710,394)	(256)		_	256	_	_	_
Net profit for the year 2005	,	_	_	_	_	_	_	-	_	_	2,356,438	2,356,438	1,641	2,358,079
Transfers to Statutory Reserve Fund														
during the year 2005		-	-	-	412,000	-	-	-	-	-	(412,000)	-	-	-
Transfers during the year 2005 Dividends for 2005	11	_	_	_	_	_	_	_	1,080,000	_	(1,080,000)	(443,473)	(720)	- (444,193)
Balance as at 31.12.2005	1,327		93,003	1,906,555	1,421,819		1.679.604	1,288,177	7,625,000		(443,473) 611,609	15,953,573	13,285	15,966,858
Final dividend for 2005	1,021	_	-	-	-	_	-	- 1,200,177	-	_	(426,243)	(426,243)	-	(426,243)
Issue of Ordinary Shares under														
Employee Share Option Plan	7	,377	-	-	-	-	52,686	-	-	-	-	60,063	-	60,063
Debenture issue expenses written-off Changes in accounting policy		_	_	_	_	_	(3,497)	_	- 404,375	(404,375)	_	(3,497)	_	(3,497)
Changes in accounting policy		_	_	_	_	_	_	_	404,373	(404,373)	_	_	_	_
accounting for deferred taxation of														
Associate Companies		-	-	-	-	-	-	-	-	-	(41,838)	(41,838)	-	(41,838)
Prior year adjustment for Deferred Tax of	on								(057.440)			(057.110)		(057.110)
Leased Assets Prior year adjustment for Deferred Tax of	n	-	_	-	-	_	_	_	(357,113)	_	-	(357,113)	_	(357,113)
classification of Retained Earnings	,,,	_	_	_	_	_	_	_	_	_	(27,812)	(27,812)	(1,603)	(29,415)
Appreciation in the value of														
investment in Comtrust Equity Fund		-	-	-	-	-	-	-	118,396	-	-	118,396	-	118,396
Net unrealised gains/(losses) from Bangladesh translation										(11,674)	_	(11,674)	_	(11,674)
Net profit for the year 2006		_	_	_	_	_	_	_	_	(11,074)	2,070,707	2,070,707	1,695	2,072,402
Redemption of Preference shares		-	-	(906,555)	-	_	-	-	_	-	_,0.0,.01	(906,555)	-	(906,555)
Transfer to CRRF Account		-	-	- '	-	906,555	-	-	-	-	(906,555)	- '	-	- '
Transfers to Statutory Reserve Fund					7.500						/7 500			
during the year 2006 Transfers during the year 2006		_	_	_	7,500 –	_	_	_	- 187,500	_	(7,500) (187,500)	_	_	_
	11	_	_	_	_	_	_	_	-	_	(411,547)	(411,547)	(2,354)	(413,901)
Balance as at 31.12.2006	1,335	,183	93,003	1,000,000	1,429,319	906,555	1,728,793	1,288,177	7,978,158	(416,049)	673,321	16,016,460	11,023	16,027,483

 ${\it Composition of the unappropriated profit/(loss) carried forward is given in {\it Note 12 to the Financial Statements}.}$ 

		Bank		Group
For the year ended December 31,	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Cash Flows from Operating Activities				
Interest and commission receipts	21,072,011	14,695,968	21,090,452	14,984,017
Interest payments	(11,392,443)	(6,880,871)	(11,382,499)	(7,113,241)
Recoveries on loans previously provided/written-of	f 252,493	198,949	252,493	198,949
Foreign exchange profit and other receipts	1,557,176	611,888	1,567,779	631,230
Cash payments to employees and suppliers	(7,270,466)	(4,517,594)	(7,183,818)	(4,455,629)
Operating profit before changes in operating asset	4,218,771	4,108,340	4,344,407	4,245,326
(Increase)/Decrease in operating assets: Balances with Central Banks	(2 E20 471)	(2.725.500)	(2 520 471)	(0.705.500)
Funds advanced to customers	(3,528,471)	(2,725,500)		(2,725,500)
Increase/(Decrease) in operating liabilities:	(32,424,082)	(20,240,979)	(32,405,550)	(20,221,023)
Deposits from customers	30,028,253	28,892,082	30,036,578	28,889,841
Negotiable certificates of deposit	4,537	(20,643)	4,537	(20,643)
Net cash from operating activities before income ta Income tax paid	(1,547,922)	2,013,300	(1,548,499)	2,161,201 (996,455)
		(968,106)	(1,567,382)	
Net cash inflow/(outflow) from operating activities	es (3,248,914)	1,045,194	(3,115,881)	1,164,746
Cash Flows from Investing Activities				
Dividends received	96,663	185,342	49,223	54,480
Interest received	65,341	158,570	65,341	158,570
Government Treasury Bills and Bonds	(625,496)	(13,422,381)		(12,577,749)
Securities purchased under resale agreements	(3,784,954)	(408,983)	(3,784,954)	1,279,285
Securities sold under repurchase agreements	2,940,832	2,339,281	2,930,916	(875,305)
Commercial paper Treasury Bonds maturing after one year	(15,216)	152,122 12,064,094	(15,216)	152,122 12,664,810
Disposal/(Additions) of Dealing Securities	(10,216,416) 37,347	(72,683)	(10,216,416) 37,347	(72,683)
Additions to investments	(856,298)	(1,381,119)	(856,298)	(1,376,831)
Income from Associate Companies	(000,200)	-	11,385	24,534
Proceeds from matured investments	1,514,147	722,545	1,514,147	722,545
Proceeds from sale of investments held to maturit	y <b>1,948,661</b>	64,713	1,948,661	64,713
Purchase of Property, Plant & Equipment	(574,828)	(692,737)	(625,112)	(730,564)
Proceeds from sale of Property, Plant & Equipmen	t <b>6,476</b>	54,005	12,526	57,691
Net cash inflow/(outflow) from investing activitie	s (9,463,741)	(237,231)	(9,479,995)	(454,382)
Cash Flows from Financing Activities				
Dividends paid to Minority Shareholders	-	_	(3,957)	(720)
Proceeds from issue of shares	60,063	_	60,063	-
Proceeds from issue of Debentures	2,127,030	1,309,000	2,127,030	1,309,000
Redemption of preference shares	(906,555)	-	(906,555)	-
Debenture issue expenses incurred	(3,497)	E 104 007	(3,497)	F 000 404
Net increase in other borrowings	7,467,112	5,134,397	7,353,114	5,228,481
Dividends paid	(955,642)	(724,114)	(955,642)	(726,082)
Net cash inflow/(outflow) from financing activities	7,788,511	5,719,283	7,670,556	5,810,679

		Bank		Group	
For the year ended December 31,	2006	2005	2006	2005	
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	
Net increase in cash and cash equivalents Cash and cash equivalents at	(4,924,144)	6,527,246	(4,925,320)	6,521,043	
beginning of the period	18,662,853	12,135,607	18,656,759	12,135,716	
Cash and cash equivalents at end of the period					
(Refer to Note 13)	13,738,709	18,662,853	13,731,439	18,656,759	
Reconciliation of Operating Profit					
Profit before taxation	4,213,545	3,641,960	4,321,153	3,668,048	
Add/(Less):					
Accrued Interest on loans and advances	(455,267)	(86,511)	(440,262)	(55,315)	
Accrued Interest on deposits and borrowings	562,167	345,189	562,167	345,189	
Investment income	(305,498)	(440,672)	(269,443)	(334,344)	
Share of (profit)/loss of Associate Companies	_	_	(62,454)	(100,462)	
Notional tax credit on interest on					
Treasury Bills and Bonds	(15,755)	(11,095)	(17,705)	(14,105)	
(Profit)/Loss on sale of shares	(802,669)	(63,213)	(802,669)	(63,213)	
(Profit)/Loss on sale of Property,					
Plant & Equipment	(3,871)	(31,008)	(8,163)	(33,323)	
Depreciation	375,779	299,167	409,613	328,868	
Loan losses & provisions	655,070	414,864	655,070	414,864	
(Gain)/Loss on Mark to Market Valuation	(4,730)	39,659	(4,730)	64,585	
Dividends received from Associate Companies	-	_	1,830	24,534	
Operating profit before changes in operating assets	4,218,771	4,108,340	4,344,407	4,245,326	

#### 1. General

Commercial Bank is a public quoted company incorporated on June 25, 1969 and domiciled in Sri Lanka. Its registered office is at 'Commercial House', No. 21, Bristol Street, Colombo 1. The shares of the Bank have a primary listing on the Colombo Stock Exchange.

The Consolidated Financial Statements of the Bank for the year ended December 31, 2006 comprise the Bank (parent company) and its subsidiaries (together referred to as the "Group") and the Group's interest in its associate companies.

Commercial Bank does not have an identifiable parent of its own.

The Financial Statements for the year ended December 31, 2006 were authorised for issue on February 15, 2007, in accordance with a resolution of the Directors passed on February 15, 2007.

#### 1.1 Principal Activities

#### Bank

The principal activities of the Bank are banking and related activities such as accepting deposits, personal banking, trade financing, off-shore banking, resident and non-resident foreign currency operations, travel related services, corporate and retail credit, project financing, lease financing, rural credit, issuing of local and international credit cards, issuing of debit cards, telebanking facilities, bancassurance, internet banking, money remittance facilities, dealing in Government securities, bullion trading, export and domestic factoring, etc.

#### Subsidiaries

The principal activities of the Bank's subsidiaries, namely, Commercial Development Co. Ltd., ONEzero Company Ltd. and X-pertise Ltd. are property development, providing IT related services and training and development of human resource, respectively. Commercial Bank Primary Dealer Ltd., whose principal business activity was dealing in Government securities as a Primary Dealer, ceased its operations as at September 30, 2005, consequent to the Bank obtaining the licence to operate as a Primary Dealer. The proceedings for voluntary winding up of the Company are in progress.

#### **Associates**

The principal activities of the Bank's associates, namely, Commercial Leasing Company Ltd., Equity Investments Lanka Ltd. and Commercial Fund Management (Pvt) Ltd. are leasing and factoring, providing venture capital and fund management, respectively. The investments held by the Bank in both Commercial Leasing Company Ltd. and Commercial Fund Management (Pvt) Ltd. were classified as investments held for sale in accordance with the requirements of the Sri Lanka Accounting Standard No. 38 on Non-Current Assets Held for Sale and Discontinued Operations, with effect from June 30, 2006 and December 31, 2006 respectively, due to the Bank's decision to dispose its interests in these Associates.

#### 1.2 Basis of Preparation

The Financial Statements of the Bank are prepared under the historical cost convention, except that certain Government treasury bills and bonds, dealing securities, investments held for sale, investments held to maturity, treasury bonds maturing after one year and land and buildings are stated at valuation as explained in Notes 15, 16, 17, 18, and 23 to the Financial Statements. Assets and liabilities are grouped by nature and listed in an order that reflects their relative liquidity. These Financial Statements are prepared in Sri Lankan Rupees unless otherwise stated. Where appropriate the Significant Accounting Policies are disclosed in the succeeding notes.

#### 1.3 Statement of Compliance

The Consolidated Financial Statements of the Bank are prepared in accordance with the Sri Lanka Accounting Standards.

#### 1.4 Basis of Consolidation

The Bank's Financial Statements comprise the amalgamation of the Financial Statements of the Domestic Banking Unit, the Off-Shore Banking Centre and the foreign operations of the Bank. The Group Financial Statements comprise consolidation of the Financial Statements of the Bank, its subsidiaries in terms of the Sri Lanka Accounting Standard No. 26 on Consolidated and separate Financial Statements and the proportionate share of the profit/loss of its associate companies in terms of the Sri Lanka Accounting Standard No. 27 on Investments in Associates.

#### 1.4.1 Subsidiaries

Subsidiaries are those entities controlled by the Bank. Subsidiaries are fully consolidated from the date on which control is transferred to the Bank. Control is achieved where the Bank has the power to govern the financial and operating policies of an entity so as to obtain benefits from its activities. The results of subsidiaries acquired or disposed of during the year are included in the Consolidated Income Statement from the date of acquisition or up to the date of disposal, as appropriate. The Consolidated Financial Statements are prepared to a common financial year ending December 31. All Subsidiaries in the Group have a common financial year ending December 31.

A listing of the Group's subsidiaries is set out in Note No. 21 to the Financial Statements.

Minority interests represent the portion of profit or loss and net assets not owned, directly or indirectly, by the Bank and are presented separately in the Consolidated Income Statement and within equity in the Consolidated Balance Sheet, separately from parent shareholders' equity.

#### 1.4.2 Associates

The Bank's investments in its associates are accounted for in the Consolidated Financial Statements using the Equity Method of Accounting. An associate is an entity in which the Bank has significant influence and which is neither a subsidiary nor a joint venture.

Under the equity method, the investments in the associates are carried in the Balance Sheet at cost plus post-acquisition changes in the Bank's share of net assets of the associates. Losses in excess of the cost of the investment in an associate are recognised when the Bank has incurred obligations on its behalf. Goodwill relating to an associate is included in the carrying amount of the investment and is not amortised. The Income Statement reflects the Bank's share of the results of operations of the associate. Where there has been a change recognised directly in the equity of the associate, the Bank recognises its share of any changes and discloses this, when applicable, in the Statement of Changes in Equity. Profits and losses resulting from transactions between the Bank and the associates are eliminated to the extent of the interest in the associate.

The reporting dates of the associates and the Bank are identical and the associate's accounting policies largely conform to those used by the Bank for like transactions and events in similar circumstances.

A listing of the associate companies are set out in Note No. 20 to the Financial Statements.

#### 1.4.3 Business Combinations and Goodwill

Business combinations are accounted for using the Purchase Method of Accounting as per the requirements of Sri Lanka Accounting Standard No. 25 on Business Combinations. This involves recognising identifiable assets (including previously unrecognised intangibles) and liabilities (including contingent liabilities) of the acquired business at fair value. Any excess of the cost of acquisition over the fair values of the identifiable net assets acquired is recognised as goodwill. If the cost of acquisition is less than the fair values of the identifiable net assets acquired, the discount on acquisition is recognised directly in the Income Statement in the year of acquisition.

Goodwill acquired in a business combination is initially measured at cost, being the excess of the cost of the business combination over the Bank's interests in the net fair value of the identifiable assets, liabilities and contingent liabilities acquired. Sri Lanka Accounting Standard No. 25 on Business Combinations requires that following initial recognition goodwill to be measured at cost less any accumulated impairment losses and goodwill to be reviewed for impairment annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.

However, acquired goodwill is written off in full in the year of acquisition, since the Bank is not permitted to pay dividends otherwise, as per the Section 22 of the Banking Act No. 30 of 1988.

When subsidiaries/associates/other business units are sold, the difference between the selling price and the net assets plus cumulative translation differences and unimpaired goodwill is recognised in the Income Statement.

No goodwill/discount on acquisition arose from the treatment of Associates under the Equity Method since Commercial Bank had the respective percentages of ownership in associates from the commencement of those associates.

#### 1.4.4 Transactions Eliminated on Consolidation

All intra-group transactions and balances, income and expenses and any unrealised gains arising from such inter-company transactions and balances have been eliminated in full in preparing the Consolidated Financial Statements. Unrealised gains resulting from transactions with Associates are eliminated to the extent of the Group's interest in the associates. Unrealised losses are eliminated in the same way as unrealised gains unless there is evidence of impairment in value.

#### 1.5 Changes in Accounting Policies

The accounting policies adopted are consistent with those used in the previous financial year except as follows:

The Company has adopted the following new Sri Lanka Accounting Standards during the year

SLAS 3 (revised) - Presentation of Financial Statements

SLAS 10 (revised) - Accounting Policies, Changes in Accounting Estimates

SLAS 12 (revised) - Events after the Balance Sheet Date

SLAS 14 (revised) - Income Taxes

SLAS 18 (revised) - Property, Plant & Equipment

SLAS 19 (revised) - Leases

SLAS 21 (revised) - The Effects of Changes in Foreign Exchange Rates

SLAS 26 (revised) - Consolidated and Separate Financial Statements

SLAS 27 (revised) - Accounting for Investments in Associates

SLAS 30 (revised) - Related Party Disclosures

SLAS 34 (revised) - Earnings per Share

SLAS 38 (revised) - Non-current Assets held for Sale and Discontinued Operations

SLAS 40 (revised) - Investments Property

SLAS 41 (revised) - Impairments of Assets

The principal effect of these changes are as follows:

As of January 1, 2006, the Bank adopted the amendments to Sri Lanka Accounting Standard No. 3 on Presentation of Financial Statements under which share of profit and the share of net assets attributable to minority interest have been disclosed separately on the face of the Income Statement and in the Balance Sheet under the shareholders' funds. The effect of this change as at December 31, 2006 and December 31, 2005 has been incorporated in the Consolidated Financial Statements.

As of January 1, 2006, the Bank adopted the amendments to Sri Lanka Accounting Standard No. 14 on Income Taxes under which deferred tax is calculated on all temporary differences. Thus, deferred tax on assets leased to customers was provided. The effect of this change as at December 31, 2006 and December 31, 2005 has been incorporated in the Financial Statements.

As of January 1, 2006, the Bank adopted the amendments to Sri Lanka Accounting Standard No. 19 on Leases, under which leasehold lands which were hitherto classified under Property, Plant & Equipment was reclassified as prepayments and was accounted as part of other assets of the Bank.

As of January 1, 2006, the Bank adopted the amendments to Sri Lanka Accounting Standard No. 21 on the Effects of Changes in Foreign Exchange Rates. As a result, all exchange differences arising from monetary items that form part of the Bank's net investment in a foreign operation are recognised as a separate component of equity in the Consolidated Financial Statements regardless of the currency in which the monetary items are denominated. The effect of this change as at December 31, 2006 and December 31, 2005 has been incorporated in the Financial Statements.

As of January 1, 2006, the Bank adopted the Sri Lanka Accounting Standard No. 38 on Non-Current Assets Held for Sale and Discontinued Operations. Accordingly, investments in two associates namely Commercial Leasing Company Ltd. and Commercial Fund Management (Pvt.) Ltd., were classified under Investments held for sale as the Bank's Board decided to dispose these investments. In addition, a part of the investment made in the units of Comtrust Equity Fund too was classified under Investments held for sale as the Bank's Board decided to dispose this investment. The effect of this change as at December 31, 2006 and December 31, 2005 has been incorporated in the Financial Statements.

As of January 1, 2006, the Group adopted the Sri Lanka Accounting Standard No. 40 on Investment Property. Accordingly, leasehold buildings of Commercial Development Company Ltd., a subsidiary of the Bank were classified under Investment Property in the Financial Statements of that Company. However, in the Consolidated Financial Statements, the above leasehold buildings were accounted for under Property, Plant & Equipment as this property is considered as owner-occupied from the perspective of the Group as per the Sri Lanka Accounting Standard No. 40.

#### 1.6 Foreign Currency Translation

The Consolidated Financial Statements are presented in Sri Lankan Rupees, which is the Bank's functional and presentation currency. Each entity in the group determines its own functional currency and items included in the Financial Statements of each entity are measured using that functional currency.

#### 1.6.1 Transactions and Balances

Transactions in foreign currencies are initially recorded using the closing exchange rate of the functional currency ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are re-translated at the middle exchange rate of the functional currency ruling at the Balance Sheet date. All differences are taken to Income Statement.

Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined. Any goodwill arising on the acquisition of a foreign operation and any fair value adjustments to the carrying amounts of assets and liabilities arising on the acquisition are treated as assets and liabilities of the foreign operations and translated at the closing rate.

- **1.6.2** Forward exchange contracts are valued at the forward market rates ruling on the date of the Balance Sheet. Unrealised gains and losses are dealt with through the Income Statement.
- **1.6.3** Transactions of the Off-Shore Banking Centre have been recorded in accordance with the paragraph 1.6.1 above except for the application of the year end exchange rate for the Income Statement.
- 1.6.4 As at the Balance Sheet date, the assets and liabilities of the overseas branch operations are translated into the presentation currency of the Bank as at the rate of exchange ruling at the Balance Sheet date and their Income Statement is translated at the weighted average exchange rate for the year. The exchange differences arising on the translation are taken directly to a separate component of equity. On disposal of a foreign operation, the deferred cumulative amount recognised in equity relating to that particular foreign operation is recognised in the Income Statement.

#### 1.7 Taxation

#### 1.7.1 Current Taxation

Current tax assets and liabilities consist of amounts expected to be recovered from or paid to the taxation authorities in respect of the current as well as prior years. The tax rates and tax laws used to compute the amount are those that are enacted or substantially enacted by the Balance Sheet date. Accordingly, provision for taxation is made on the basis of the profit for the year as adjusted for taxation purposes in accordance with the provisions of the Inland Revenue Act No. 38 of 2000 and the amendments thereto, at the rates specified in Note No. 9.1 to the Financial Statements. Provision for taxation on the overseas branches is made on the basis of the profit for the year as adjusted for taxation purposes in accordance with the provisions of the relevant statutes in those countries.

#### 1.7.2 Deferred Taxation

Deferred tax is provided on temporary differences at the Balance Sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognised for all temporary differences, except:

- Where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profits nor taxable profits or loss; and
- In respect of taxable temporary differences associated with investments in subsidiaries and
  associates, where the timing of the reversal of the temporary differences can be controlled and
  it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profits will be available against which the deductible temporary differences and the carry forward of unused tax credits and unused tax losses can be utilised, except:

- Where the deferred tax assets relating to the deductible temporary difference arises from the initial
  recognition of an asset or liability in a transaction that is not a business combination and, at the time of
  the transaction, affects neither the accounting profit nor the taxable profit or loss; and
- In respect of deductible temporary differences associated with investments in subsidiaries and
  associates, deferred tax assets are recognised only to the extent that it is probable that the temporary
  differences will reverse in the foreseeable future and taxable profits will be available against which the
  temporary differences can be utilised.

The carrying amount of deferred tax assets is reviewed at each Balance Sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the deferred tax assets to be utilised. Unrecognised deferred tax assets are reassessed at each Balance Sheet date and are recognised to the extent that it has become probable that future taxable profits will allow the deferred tax assets to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the assets are realised, or the liabilities are settled, based on tax rates and tax laws that have been enacted or substantially enacted at the Balance Sheet date.

Current tax and deferred tax relating to items recognised directly in equity are also recognised in equity and not in the Income Statement.

Deferred tax assets and liabilities are set off if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

#### 1.8 Comparative Figures

Amounts shown for the previous year in respect of Interest income, Other income, Government Treasury Bills and Bonds, Investments held to maturity, Treasury Bonds maturing after one year, Loans and advances, Lease receiveables within one year, Lease receiveable from one to five years, Lease receiveable after five years, Other assets, Property, Plant & Equipment, Borrowings, Other liabilities, Tax payable and Deferred taxtion have been reclassified to facilitate comparison, in accordance with substance of the transaction.

#### 1.9 Events after the Balance Sheet Date

All the material events after the Balance Sheet date have been considered and appropriate adjustments/ disclosures have been made in Note No. 40 to the Financial Statements, where necessary.

#### 2. Assets and Bases of their Valuation

#### 2.1 Advances to Customers

Advances to customers are stated in the Balance Sheet net of provisions for possible loan losses and net of interest, which is not accrued to revenue.

#### 2.1.1 Provision for Loan Losses

Specific provisions for possible loan losses are based on a continuous review of the loans and advances portfolio in accordance with the Sri Lanka Accounting Standard No. 23 on Revenue Recognition and Disclosures in the Financial Statements of Banks and the parameters set by the Central Bank of Sri Lanka. Accordingly, specific provisions have been made as follows:

Period Outstanding	Classification	Minimum Provision made net of realisable Value of Security
6 to 12 months	Sub-Standard	20%
12 to 18 months	Doubtful	50%
18 months and over	Loss	100%

Where necessary, provisions have been made over and above the minimum percentages on a case by case basis.

In addition, a general provision is made at the rate of 0.1% per quarter on performing and overdue loans and advances portfolio commencing the fourth quarter 2006, as per a direction from the Central Bank of Sri Lanka, which requires that a general provision up to 1% on total performing and overdue loans and advances portfolio be made on or before the end of the first quarter 2009.

#### 2.2 Foreclosed Properties

Foreclosed properties are acquired in full or partial satisfaction of debts, are accounted for at the lower of cost or market value on an individual property basis. The shortfall between the prevailing market value of the foreclosed asset and the related loan outstanding is recognised as a provision for loan losses in the Income Statement in the year of taking over the foreclosed properties in satisfaction of the debt. The Bank reviews these assets at each reporting date to assess whether an allowance for impairment should be recorded in the Income Statement.

Subsequent gains and losses on the disposal of the foreclosed assets are treated as provisions written back or charged to Income Statement, respectively.

#### 2.3 Finance Leases

Assets leased to customers which transfer substantially all the risks and rewards associated with ownership other than legal title are accounted for as finance leases.

Amounts receivable under finance leases net of initial rentals received, unearned lease income and provision for rentals doubtful of recovery are classified as Lease Receivable in the Balance Sheet.

#### 2.3.1 Provision for Lease Receivable

Specific provision has been made in relation to identified bad and doubtful leases.

In addition, a general provision for possible losses on Lease Receivable is made at 0.5% of the total Lease Receivable.

#### 2.4 Credit Card Receivable

Amounts receivable on Credit Cards are included in Advances to Customers at the amounts expected to be recovered.

#### 2.4.1 Provision for Credit Card Receivable

100% specific provision is made on Credit Card Receivable outstanding for 6 months and over.

In addition, a general provision is made at 3% on the capital included in Credit Card Receivable up to 6 months.

#### 2.5 Government of Sri Lanka Treasury Bills and Bonds

#### 2.5.1 Investments in Treasury Bills and Treasury Bonds held for Trading

Investments in Treasury Bills and Treasury Bonds in the trading portfolio are marked to market and carried at that market value in the Balance Sheet. Gains and losses on mark to market valuation are dealt with through the Income Statement.

#### 2.5.2 Investments in Treasury Bills and Bonds held to Maturity

Investments in Treasury Bills and Bonds held to maturity are reflected at the value of the Bills/Bonds purchased and the discount/premium accrued thereon. Discount received/premium paid is taken to the Income Statement based on a pattern reflecting a constant periodic rate of return.

#### 2.5.3 Securities Purchased under Resale Agreements

These are advances collateralised by purchase of Treasury Bills and Treasury Bonds from the public subject to a commitment to resell them at a predetermined price. Such securities remain on the Balance Sheet of the Bank and the asset is recorded in respect of the consideration paid and interest accrued thereon.

#### 2.6 Investments

#### 2.6.1 Dealing Securities

These are marketable securities acquired and held with the intention of resale over a short period of time. Such securities are carried at the market value at the Balance Sheet date.

#### 2.6.2 Investments held for Sale

These are investments classified as held for sale as at the Balance Sheet date. The Bank intends to recover the value of these assets principally through a sales transaction rather than through continuing to hold.

As per the Sri Lanka Accounting Standard No. 38 on Non-Current Assets Held for Sale and Discontinued Operations, these assets are measured at the lower of their carrying amount and fair value less costs to sell. Thereafter the Bank assesses at each Balance Sheet date whether there is objective evidence that an investment or a group of investments is impaired. The Bank recognises an impairment loss for any initial or subsequent write down of the assets to fair value less costs to sell and also recognises a gain for any subsequent increase in fair value less costs to sell of an asset, only to the extent of the cumulative impairment losses that have been recognised previously.

#### 2.6.3 Investments held to Maturity

These are acquired and held for yield or capital growth in the medium to long term. Such securities are recorded at cost. Changes in market values of these securities are not taken into account, unless there is considered to be a diminution in value which is other than temporary.

#### 2.6.4 Investments in Associates

Investments in associates are accounted for under the Cost Method in the Bank's Financial Statements and under the Equity Method in the Consolidated Financial Statements in accordance with the Sri Lanka Accounting Standard No. 27 on Accounting for Investments in Associates.

# 2.6.5 Investments in Subsidiaries

Investments in subsidiaries are stated at cost in the Bank's Financial Statements in accordance with the Sri Lanka Accounting Standard No. 26 on Consolidated and Separate Financial Statements.

#### 2.7 Investment Properties

The Group holds certain properties as investments to earn rental income, for capital appreciation or for both. Investment Properties are measured initially at cost, including transaction costs. Subsequent to initial recognition, Investment Properties are carried at cost.

#### 2.8 Property, Plant & Equipment

- 2.8.1 Property, Plant & Equipment are recorded at cost of purchase or construction or valuation together with any incidental expenses thereon. These assets are stated at cost/valuation less accumulated depreciation which is provided for on the basis specified in 2.8.2 below.
- **2.8.2** Depreciation is provided at the following rates on straight-line basis over the periods appropriate to the estimated useful lives of the different types of assets:

Freehold and Leasehold buildings	2.5% per annum
Motor vehicles	20% per annum
Computer equipment	16.67% - 20.00% per annum
Office equipment	20% per annum
Furniture & fittings	10% per annum
Office Interior work	10% per annum
Machinery & Equipment	10% per annum

Depreciation is provided on a pro rata basis on the assets purchased/constructed/disposed of during the year. Depreciation is not provided for freehold land.

- 2.8.3 An item of Property, Plant & Equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognising of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is recognised in the Income Statement in the year the asset is derecognised.
- 2.8.4 The revaluation surplus included in equity will be transferred to retained earnings when the underlying assets are sold.

# 2.9 Intangible Assets

#### 2.9.1 Basis of Recognition

An Intangible Asset is recognised if it is probable that future economic benefits that are attributable to the asset will flow to the entity and the cost of the asset can be measured reliably in accordance with the Sri Lanka Accounting Standard No. 37 on Intangible Assets. Accordingly, these assets are stated in the Balance Sheet at cost less accumulated amortisation and accumulated impairment losses.

# 2.9.2 Subsequent Expenditure

Subsequent expenditure on Intangible Assets is capitalised only when it increases the future economic benefits embodied in these assets. All other expenditure is expensed as incurred.

#### 2.9.3 Amortisation

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised over the useful economic life. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits

embodied in the asset are accounted for by changing the amortisation period or method, as appropriate and are treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the Income Statement.

# 2.9.4 Computer Software

Computer Software is stated at cost less accumulated amortisation. Amortisation is done at 16.67% per annum on cost.

#### 2.9.5 Copyright

Cost of copyrights purchased are stated at cost less accumulated amortisation. Amortisation is done at 20% per annum on cost.

#### 2.9.6 Impairment

The unamortised balances of Intangible Assets with finite lives are reviewed at each Balance Sheet date for impairment whenever there is an indication for impairment and recognised as expenses in the Income Statement to the extent that they are no longer probable of being recovered from the expected future benefits.

Intangible assets with indefinite useful lives are tested for impairment annually either individually or at the cash generating unit level. Such intangibles are not amortised. The useful life of an intangible asset with an indefinite life is reviewed annually to determine whether indefinite life assessment continues to be supportable. If not, the change in the useful life assessment from indefinite to finite is made on a prospective basis.

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognised in the Income Statement when the asset is derecognised.

#### 2.10 Impairment of Non-Financial Assets

The Bank assesses at each reporting date or more frequently if events or changes in circumstances indicate that the carrying value may be impaired, whether there is an indication that a non-financial asset may be impaired. If any such indication exists, or when an annual impairment testing for an asset is required, the Bank makes an estimate of the asset's recoverable amount. When the carrying amount of an asset (or cash generating unit) exceeds its recoverable amount, the asset (or cash generating unit) is considered impaired and is written down to its recoverable amount.

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exists or may have decreased. If such condition exists, the recoverable amount is estimated. A previously recognised impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognised. If that is the case, the carrying amount of the asset is increased to its recoverable amount.

#### 3. Liabilities and Provisions

#### 3.1 Commitments and Contingencies

All discernible risks are accounted for in determining the amount of other liabilities. Bank's share of any contingencies and capital commitments of a subsidiary or an associate for which the Bank is also liable severally or otherwise is included with appropriate disclosures.

#### 3.2 Defined Benefit Plans (DBPs)

#### 3.2.1 Pensions and Retirement Benefits

#### 3.2.1.1 Description of the Plan and Employee Groups Covered

The Bank has an approved Pension Fund, which was established in 1992. As per the Deed of Trust, only those employees who were less than 45 years of age as at January 1, 1992 are covered by the Pension Fund in order to leave a minimum contribution for a period of 10 years before they are eligible to draw pension from the Pension Fund. Only the employees who joined the Bank on or before December 31, 2001 are in pensionable service of the Bank. The pensions paid to those employees who retired on or before December 31, 2001 and on whose behalf the Bank could not make contibutions to the Pension Fund for more than 10 years, is charged to the Income Statement.

#### 3.2.1.2 Surplus in the Pension Fund/Unfunded Pension Liability

The results revealed that the fair value of the fund's assets is Rs. 2,545.294 million and that the actuarial present value of the promised retirement benefits is Rs. 3,866.606 million resulting in a deficit of Rs. 1,321.312 million, as at August 31, 2006 (a surplus of Rs. 226.322 million as at December 31, 2005) in the Pension Fund and the Widows' & Orphans' Pension Scheme due to the changes in actuarial assumptions (i.e. interest rates, salary increases etc.) that took place since the previous actuarial valuation as at December 31, 2005.

As detailed in 3.3.1 below, the Bank offered a restructured pension scheme aimed at converting the DBP to a Defined Contribution Plan (DCP) to the pensionable employees of the Bank during the year and over 99% of them accepted it. As a result, the above Pension Fund now covers only the staff who did not opt for the restructured pension scheme and those employees who retired before the restructured pension scheme came into effect. The Bank incurred an initial cost of Rs. 1.654 billion on account of this conversion.

# 3.2.1.3 Funding Arrangements

The Bank contributes to the Pension Fund and the Widows' & Orphans' Pension Scheme monthly based on a percentage of gross emoluments excluding certain allowances and bonus of the pensionable employees who did not opt for the restructured pension scheme. The percentages of contribution are as recommended by the Actuary. The Pension Fund is non-contributory while employees contribute 75% of the recommended contribution rate to the Widows' & Orphans' Pension Scheme.

#### 3.2.1.4 Actuarial Valuation and Actuarial Valuation Method

An actuarial valuation is undertaken at least every three years to ascertain the full liability. The liability is calculated on an ongoing basis.

An actuarial valuation of the Pension Fund and the Widows' & Orphans' Pension Scheme was carried out as at August 31, 2006 by M/s. Hewitt Outsourcing Services (India) Ltd. The valuation has been carried out based on the Projected Unit Credit method, the benchmark treatment recommended by the Sri Lanka Accounting Standard No. 16 on Retirement Benefits Costs.

#### 3.2.1.5 Principal Actuarial Assumptions

The principal financial assumptions used in the Valuation are as follows:

Long-term rate of interest 9.0% per annum Salary increases 10.0% per annum

The demographic assumptions underlying the valuation are retirement age (55 or 60 years), early withdrawals from service, retirement on medical grounds, death before and after retirement, etc.

The recommended contribution rate for the future has been suggested based on the above assumptions.

#### 3.2.1.6 Management of the Fund's Assets

The assets of the Pension Fund and the Widows' & Orphans' Pension Scheme are held separately from those of the Bank and are independently administered by the Trustees as per the provisions of the Trust Deed.

# 3.2.2 Gratuity

Provision has not been made in these Financial Statements for gratuity payable under the Payment of Gratuity Act No. 12 of 1983 to those employees who joined the Bank on or before December 31, 2001, as they are either in pensionable service of the Bank under the DBP and that the Bank has its own non-contributory retirement pension scheme in force for them or has a DCP as explained in 3.3.1 below. However, if any of these employees who are eligible for gratuity resigns before retirement the Bank is liable to pay gratuity to such employees.

Provision has been made in these Financial Statements for retirement gratuities from the first year of service for all the employees who joined the Bank on or after January 1, 2002, as they are not in pensionable service of the Bank, in conformity with the Sri Lanka Accounting Standard No.16 on Retirement Benefits Costs. However, under the Payment of Gratuity Act No.12 of 1983, the liability to an employee arises only on completion of 5 years of continued service. The gratuity liability is unfunded and an actuarial valuation has not been carried out.

#### 3.3 Defined Contribution Plans (DCPs)

Contributions to defined contribution pension plans are recognised as an expense in the Income Statement as incurred.

#### 3.3.1 Defined Contribution Pension Plans

During the year, the Bank restructured its pension scheme which was a Defined Benefit Plan (DBP) to a Defined Contribution Plan (DCP). This restructured plan was offered on a voluntary basis to the eligible employees of the Bank. The scheme provides for lump sum payments instead of commuted / monthly pensions to the eligible employees at the point of their separation, in return for surrendering their pension rights. The lump sum offered consisted of a past service package and a future service package. The cost to be incurred on account of the past service package in excess of the funds available in the Pension Fund was borne by the Bank.

The future service package includes monthly contributions to be made by the Bank for the employees who accepted the offer, to be made during their remaining period of service, at pre-determined contribution rates to be applied on their salaries, estimated to increase for this purpose at 10% p.a. In addition, actual interest to be earned by the Pension Fund will also be allocated on a pro rata basis to the employees who joined the new scheme.

With the implementation of the new scheme, the Bank was able to change the basis of the previous pension scheme from a DBP to a DCP and prevent the future funding deficiencies in the Fund on account of the employees who accepted the offer.

# 3.3.2 Employees' Provident Fund

The Bank and employees contribute to the approved private Provident Fund at 12% and 8% respectively.

#### 3.3.3 Employees' Trust Fund

The Bank contributes to the Employees' Trust Fund at 3%.

#### 3.4 Securities sold under Repurchase Agreements

These are borrowings collateralised by sale of Treasury Bills and Treasury Bonds held by the Bank to the counterparty from whom the Bank borrowed, subject to a commitment to repurchase them at a pre-determined price. Such securities remain on the Balance Sheet of the Bank and the liability is recorded in respect of the consideration received and interest accrued thereon.

### 3.5 Provisions for Liabilities

A provision is recognised in the Balance Sheet when the Bank has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligations, in accordance with the Sri Lanka Accounting Standard No. 36 on Provisions, Contingent Liabilities and Contingent Assets.

# 4. Income Statement

# 4.1 Revenue Recognition

#### 4.1.1 Interest Income

In terms of the provisions of the Sri Lanka Accounting Standard No. 23 on Revenue Recognition and Disclosures in the Financial Statements of Banks, the interest receivable is recognised on accrual basis. Interest ceases to be taken into revenue when the recovery of interest and/or principal is in arrears for three months. Interest receivable on advances classified as non-performing is accounted for on cash basis. Interest falling due on non-performing advances is credited to Interest in Suspense Account. In addition, interest accrued up to three months on such non-performing advances is also eliminated from the interest income and transferred to interest in suspense.

# 4.1.2 Lease Income

In terms of the provisions of the Sri Lanka Accounting Standard No. 19 on Leases, the recognition of finance income on leasing is accounted based on a pattern reflecting a constant periodic rate of return on capital outstanding.

The excess of aggregate lease rentals receivable over the cost of the leased assets constitutes the total unearned finance income at the commencement of a lease. The unearned finance income included in the lease rentals receivable is taken into revenue over the term of the lease commencing from the month in which the lease is executed in proportion to the capital outstanding.

Finance income in respect of lease rentals due ceases to be taken to revenue when they are in arrears for three months. Thereafter such income is recognised on cash basis. Interest accrued up to three months on such non-performing leases is also eliminated from the interest income and transferred to interest in suspense.

#### 4.1.3 Income on Discounting of Bills of Exchange

Income on discounting of Bills of Exchange is recognised proportionately over the period of the instrument.

#### 4.1.4 Fees and Commission Income

The Bank earns fees and commission income from a diverse range of services it provides to its customers. This includes fees and commission income arising on financial services provided by the Group including Trade Finance, Travel, Investment Banking, e-Banking, money remittance, Credit Cards, Legal etc. Fees and commission income other than fees receivable on credit cards are recognised on cash basis.

#### 4.1.5 Dividend Income on Shares and Units

Dividend income from shares and units is recognised when the Bank's right to receive the payment is established.

#### 4.1.6 Interest Income on Investments in Debentures and Trust Certificates

Interest income on investments in Debentures and Trust Certificates is recognised on accrual basis.

#### 4.1.7 Rental Income

Rental income is recognised on accrual basis.

# 4.1.8 Interest and Fees Receivable on Credit Cards

Interest and fees receivable on Credit Cards are recognised on accrual basis. Interest and fees cease to be taken into revenue when the recovery of interest or fees is in arrears for three months. Thereafter, interest and fees are accounted for on cash basis.

# 4.1.9 Gains and Losses on Disposal of Property, Plant & Equipment, Non-Current Investments held for Sale, Dealing Securities, Investment Securities and Foreclosed Properties

Gains and losses resulting from the disposal of Property, Plant & Equipment, Non-Current investments held for Sale, Dealing Securities, Investment Securities and Foreclosed Properties have been accounted for on cash basis in the Income Statement.

#### 4.2 Interest and Other Expenses

In terms of the provisions of the Sri Lanka Accounting Standard No. 23 on Revenue Recognition and Disclosures in the Financial Statements of Banks, the interest and other expenses payable are recognised on accrual basis in the Income Statement.

#### 4.3 Borrowing Costs

Costs incurred in respect of funds specifically obtained for the acquisition of the Property, Plant & Equipment have been recognised as an expense in the Income Statement in the period in which they are incurred, in terms of the Sri Lanka Accounting Standard No. 20 on Borrowing Costs.

#### 4.4 Terminal Benefits

The actual amounts paid as pension and retirement gratuities to those employees, who are not covered by the Pension Funds as per 3.2.1 and 3.3.1 above, are charged to the Income Statement. The actual amounts paid as pension to those employees who are covered by the Pension Fund are borne by the Retirement Pension Fund.

#### 4.5 Off-Balance Sheet Transactions

The Bank enters into Off-Balance Sheet transactions such as forward exchange contracts. At the year end, unrealised gains and losses are dealt with through the Income Statement.

#### 5. Cash Flow Statement

The Cash Flow Statement has been prepared by using the 'Direct Method' of preparing cash flows in accordance with the Sri Lanka Accounting Standard No. 9 on Cash Flow Statements. Cash and cash equivalents comprise mainly of cash balances, loans at call and short-term placements/balances with foreign banks.

# 6. Segment Reporting

A segment is a distinguishable component of the Group that is engaged in providing services (Business Segment) or in providing services within a particular economic environment (Geographical Segment) which is subject to risks and rewards that are different from those of other segments.

In accordance with the Sri Lanka Accounting Standard No. 28 on Segment Reporting, segmental information is presented in respect of the Group. The segments comprise of banking, leasing, dealing and property/investment.

Inter-segment transactions are based on fair market prices.

Segment results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly of Head Office expenses.

Segment capital expenditure is the total cost incurred during the period to acquire segment assets that are expected to be used for more than one accounting period.

### 7. Fiduciary Assets

Assets held in a fiduciary capacity are not reported in these Financial Statements as they are not the assets of the Bank.

#### 8. Dividends on Ordinary and Preference Shares

Dividends on ordinary shares are recognised as a liability and deducted from equity when they are approved by the Bank's shareholders. Interim dividends are deducted from equity when they are declared and are no longer at the discretion of the Bank.

Dividends on ordinary shares for the year that are recommended by the Directors after the Balance Sheet date for approval of the shareholders at the Annual General Meeting are disclosed in Note 11 to the Financial Statements.

 $\label{lem:continuous} \mbox{Dividends on preference shares are accrued in the Financial Statements.}$ 

# 9. Directors' Responsibility Statement

The Board of Directors takes the responsibility for the preparation and presentation of these Financial Statements. Please refer page 92 for the Statement of Directors' Responsibility for Financial Reporting.

# 1. Interest Income

		Bank		Group
	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Cash and short-term funds	235,349	140,457	235,349	140,457
Treasury Bills, Treasury Bonds and other				
Money Market instruments	2,593,469	978,129	2,612,078	1,249,483
Due from Banks	677,551	868,900	677,551	868,900
Customer advances	16,025,379	11,046,384	16,011,978	11,034,611
Other	-	-	272	367
	19,531,748	13,033,870	19,537,228	13,293,818

Since April 1, 2002, net interest income from Treasury Bills and Treasury Bonds has been grossed up by adding the notional tax credit, consequent to the interest income on Treasury Bills and Treasury Bonds being subjected to withholding tax as detailed in Note 9.1.

2. Interest Expense
---------------------

	Cash and short-term funds	202,013	159,185	202,013	159,185
	Due to Banks	461,517	171,975	461,517	171,975
	Repurchase agreements and other				
	Money Market instruments	1,396,043	766,883	1,395,157	1,005,825
	Customer deposits	9,025,190	5,568,394	9,016,132	5,561,822
	Debentures issued	641,540	371,049	641,540	371,049
	Refinance borrowings	228,307	188,574	228,307	188,574
		11,954,610	7,226,060	11,944,666	7,458,430
3.	Fees and Commission Income				
	Trade and other related activities	863,666	772,463	863,666	772,463
	Personal banking	191,012	139,827	190,918	139,742
	Foreign remittances	52,538	22,001	52,538	22,001
	Electronic banking	333,374	253,339	333,374	253,339
	Professional services	89,096	91,855	89,096	91,855
	Other	481,599	480,219	481,599	480,219
		2,011,285	1,759,704	2,011,191	1,759,619

# 4. Other Income

		Bank		Group
_	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Income from investment securities (quoted)	41,153	50,410	41,153	50,410
Income from investment securities (unquoted)	204,823	248,533	205,528	249,287
Income from investments in associates (quoted)	9,555	21,270	9,555	21,270
Income from investments in associates (unquoted)	1,830	3,264	1,830	3,264
Income from investments in subsidiaries (quoted)	36,760	11,232	-	_
Income from investments in subsidiaries (unquoted)	-	95,850	-	_
Income from Unit Trust Company	11,377	10,113	11,377	10,113
Bad debts recovered				
(including recovery of debts written-off)	252,493	198,949	252,493	198,949
Profit on sale of Property, Plant & Equipment	3,871	31,008	8,163	33,323
Rental and other income	118,168	24,973	128,771	44,315
Gain/(Loss) on Mark to Market Valuation on shares/				
Realised Profit/(Loss) on sale of shares	802,669	63,213	802,669	63,213
Gains/(Losses) on Mark to Market Valuation on				
Treasury Bills and Bonds/Realised Profit/(Loss) on				
sale of Treasury Bills and Bonds	4,730	(39,659)	4,730	(64,585)
<u> </u>	1,487,429	719,156	1,466,269	609,559
Less: Dividends received from associate companies	,,,,,,,,	,	-,,	,
transferred to the Investments in				
Associate Companies Account	_	_	1,830	24,534
<u> </u>	1,487,429	719,156	1,464,439	585,025
<del>-</del>	1,407,429			
Operating Expenses				
Operating expenses include the following:				
Directors' emoluments	33,074	27,851	33,204	27,977
Auditors' remuneration	5,148	3,814	5,513	4,037
Non-Audit fees	2,402	1,056	2,402	1,150
Terminal benefits	17,832	18,253	17,832	18,253
Pensions paid to past Directors	1,897	1,881	1,897	1,881
Depreciation/amortisation	375,779	299,167	409,613	328,868
Professional and legal expenses	96,166	50,169	96,382	50,362
Advertising and marketing	140,377	126,750	140,377	126,750
Donations	3,442	1,348	3,442	1,348
Donation to Coporate Social Responsibility (CSR) Trus		8,500	10,063	8,500
Employer's contribution to Employees' Provident Fund		117,658	139,821	118,642
Employer's contribution to Employees' Trust Fund	33,453	28,108	33,734	28,353
Gratuity provision/paid	26,644	14,711	28,049	15,203
Financial Value Added Tax (VAT) on profits	970,958	622,936	970,958	624,605

# 6. Provision for Staff Retirement Benefits

A sum of Rs. 1,813.835 million (Rs. 235.971 million in 2005) has been charged against profits being the total contributions for the year to the approved Pension Fund and Widows' & Orphans' Pension Scheme.

# 7. Loan Losses and Provisions

				Bank		Group
			2006	2005	2006	2005
			Rs.'000	Rs.'000	Rs.'000	Rs.'000
	Provi	sion for bad & doubtful debts:				
	Spec	ific provision on Bills of Exchange	1,058	979	1,058	979
	Spec	ific provision on loans and advances	418,637	348,042	418,637	348,042
	Gene	ral provision on loans and advances	128,617	20,034	128,617	20,034
	Spec	ific provision on credit card receivables	17,274	4,103	17,274	4,103
		ral provision on credit card receivables	10,763	7,671	10,763	7,671
		ific provision on lease receivable	58,778	20,449	58,778	20,449
		ral provision on lease receivable	12,245	8,575	12,245	8,575
	Total	provisions made during the year	647,372	409,853	647,372	409,853
	Direc	t write-offs	7,698	5,011	7,698	5,011
			655,070	414,864	655,070	414,864
8.	Shar	e of Profit/(Loss) before Tax of Associate Co	mpanies			
		mercial Leasing Co. Ltd.	_	_	54,687	93,820
		y Investments Lanka Ltd.	_	_	2,446	1,265
		mercial Fund Management (Pvt) Ltd.	_	_	5,321	5,377
					62,454	100,462
9.	Prov	ision for Taxation				
	9.1	Charge to taxation is as follows:				
		Bank	0 101 641	1 220 102	0 101 641	1 000 100
		Income tax on profits for the year  Over provision for taxation in previous years	2,191,641	1,339,103	2,191,641	1,339,103
		Transfer/(Reversal) to deferred taxation	9,276	(37,129) (24,254)	(2,773) 9,276	(76,173) (24,254)
		mansien (neversar) to deterred taxation	2,200,917	1,277,720	2,198,144	1,238,676
		Subsidiary Companies	2,200,917	1,277,720	2,190,144	1,230,070
		Income tax on profits of				
		Commercial Development Co. Ltd.	_	_	24,044	17,703
		Income tax on profits of Commercial Bank			,	,
		Primary Dealer Ltd.	_	_	6,797	7,144
		Income tax on profits of ONEzero Co. Ltd.	_	_	45	_
		Income tax on profits of X-pertise Ltd.	_	_	629	191
		Associate Companies				
		Income tax on profits of				
		Commercial Leasing Co. Ltd.	-	-	13,022	29,977
		Income tax on profits of				
		Equity Investments Lanka Ltd.	-	-	170	23
		Income tax on profits of				
		Commercial Fund Management (Pvt) Ltd.	-	_	1,787	1,938
		WHT deducted on dividend payments by				
		subsidiary and associate companies			4,113	14,317
			2,200,917	1,277,720	2,248,751	1,309,969

Income tax has been provided on the taxable income at the following rates:

	2006	2005
Domestic operations of the Bank	35.00%	30.00%
On-shore banking operations of the Off-Shore Banking Centre of the Bank	35.00%	30.00%
Off-shore banking operations of the Off-Shore Banking Centre of the Bank	20.00%	20.00%
Operations of the Bangladesh branches	45.00%	45.00%
Commercial Development Co. Ltd.	35.00%	30.00%
Commercial Bank Primary Dealer Ltd.	35.00%	32.50%
ONEzero Co. Ltd. (for IT related services)	-	-
X-pertise Ltd.	15.00%	20.00%

#### Notional Tax Credit for Withholding Tax on Government Securities on Secondary Market Transactions

The Inland Revenue (Amendment) Act No. 19 of 2003, provides that a company which derives interest income from the secondary market transactions in Government securities (on or after April 1, 2002) would be entitled to a notional tax credit (being one ninth of the net interest income) provided such interest income forms part of the statutory income of the Company for that year of assessment.

Accordingly, the net interest income earned by the Bank and Commercial Bank Primary Dealer Ltd. from the secondary market transactions in Government securities for the year, has been grossed up in the Financial Statements and the resulting notional tax credit amounts to Rs. 15.755 million (Rs. 11.095 million in 2005) and Rs. 1.950 million (Rs. 3.010 million in 2005) respectively.

# 9.2 Reconciliation of Accounting Profit and Taxable Income:

		Bank
	2006	2005
	Rs.'000	Rs.'000
Net profit as per the Income Statement	4,213,545	3,641,960
Add: Non-deductible expenses	7,761,792	4,600,143
	11,975,337	8,242,103
Less: Deductible expenses	4,435,674	3,604,812
Less: Exempt income	1,647,510	414,034
Statutory income from business	5,892,153	4,223,257
Less: Dividend/Interest from primary market activities	96,002	190,169
Add: Non-business income	114,895	53,310
Assessable income	5,911,046	4,086,398
Less: Qualifying payments	3,432	663
Taxable income	5,907,614	4,085,735
Income tax provision for the year is made up as follows:		
Income tax on profit of the Domestic Banking Unit	1,659,172	891,601
Income tax on profit of the Off-Shore Banking Centre	105,954	106,084
Income tax on profit of the operations of Bangladesh branches	426,515	341,418
Over provision for taxation in previous years	_	(37,129)
Provision for/(Reversal of) deferred tax	9,276	(24,254)
	2,200,917	1,277,720
Effective tax rate (excluding deferred tax)	52.01%	35.43%

# 10. Earnings per Ordinary Share

Basic earnings per ordinary share is calculated by dividing the net profit attributable to ordinary shareholders after deducting dividends on Preference Shares by the weighted average number of ordinary shares in issue (both voting and non-voting) during the year as required by the Sri Lanka Accounting Standard No. 34 on Earnings per Share. The corresponding figures for the previous years have been adjusted accordingly.

Diluted earnings per ordinary share is calculated by dividing the net profit attributable to ordinary shareholders after deducting dividends on Preference Shares by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of ordinary shares that would be issued on the conversion of all the dilutive potential ordinary shares into ordinary shares.

		Bank		Group
	2006 Rs.'000	2005 Rs.'000	2006 Rs.'000	2005 Rs.'000
Profit after taxation and minority interest Less: Dividends on Cumulative Redeemable	2,012,628	2,364,240	2,070,707	2,356,438
Preference Shares	197,418	230,352	197,418	230,352
Profit attributable to Ordinary Shareholders	1,815,210	2,133,888	1,873,289	2,126,086
Number of Ordinary Shares used as Denominato Effect of dilution: Dilutive potential ordinary shares under	r <b>142,818,724</b>	142,818,724	142,818,724	142,818,724
Employee Share Option Plan (Refer Note 30) Less: Exercised Ordinary Shares under	4,760,203	4,760,203	4,760,203	4,760,203
Employee Share Option Plan (Refer Note 30)  Number of Ordinary Shares including dilutive	(2,129,016)	(2,129,016)	(2,129,016)	(2,129,016)
Ordinary Shares used as Denominator	145,449,911	145,449,911	145,449,911	145,449,911
Basic Earnings per Ordinary Share (Rs.)	12.71	14.94	13.12	14.89
Diluted Earnings per Ordinary Share (Rs.)	12.48	14.67	12.88	14.62

# 11. Dividends

		Bank		Group
	2006	2005	2006	2005
	Interim 15%	Interim 15%	Interim 15%	Interim 15%
	(paid on	(paid on	(paid on	(paid on
	Nov. 14, '06)	Nov. 29, '05)	Nov. 14, '06)	Nov. 29, '05)
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
On Ordinary Shares				
Net dividend paid to the Shareholders	202,185	201,979	202,185	201,979
Withholding tax deducted at source	11,944	11,142	11,944	11,142
Gross dividend	214,129	213,121	214,129	213,121
On Preference Shares				
Dividend paid/payable on Cumulative Redeemable				
Preference Shares of Rs. 10/- each for the period/year				
Net dividend paid/payable	177,676	207,317	177,676	207,317
Withholding tax deducted/to be deducted at source	19,742	23,035	19,742	23,035
Gross dividend	197,418	230,352	197,418	230,352
Total dividend	411,547	443,473	411,547	443,473

15% interim dividend paid in November 2006 to the Ordinary Shareholders was partly paid out of the exempt dividends received by the Bank. The effective interim dividend rate was 15.09% for the year (15.60% for 2005).

Directors have recommended the payment of a final dividend of 35% for the year ended December 31, 2006 (30% in 2005) which will be declared at the Annual General Meeting to be held on March 28, 2007. In accordance with the Sri Lanka Accounting Standard No. 12 (Revised) on Events after the Balance Sheet Date, this proposed final dividend has not been recognised as a liability as at the year end.

Dividend on the 13% Cumulative Redeemable Preference shares was paid on September 20, 2006, the date of redemption.

# 12. Unappropriated Profit/(Loss) carried forward

		Donk		C
		Bank		Group
	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Commercial Bank of Ceylon Ltd.	500,521	427,238	426,310	353,027
Subsidiary Companies:				
Commercial Development Co. Ltd.	-	_	(8,952)	30,300
Commercial Bank Primary Dealer Ltd.	-	_	56,757	41,451
ONEzero Co. Ltd.	-	-	19,242	11,828
X-pertise Ltd.	-	-	463	(705)
Associate Companies:				
Commercial Leasing Co. Ltd.	-	-	174,154	174,327
Equity Investments Lanka Ltd.	-	-	(3,366)	(4,409)
Commercial Fund Management (Pvt) Ltd.	-	-	8,713	5,790
	500,521	427,238	673,321	611,609
13. Cash and Short-Term Funds				
Coins and notes held in local currency	2,677,172	2,305,679	2,669,902	2,299,585
Coins and notes held in foreign currency	605,186	257,177	605,186	257,177
Due from Banks	8,506,479	15,723,987	8,506,479	15,723,987
Loans at call and short notice	1,949,872	376,010	1,949,872	376,010
	13,738,709	18,662,853	13,731,439	18,656,759
14. Balances with Central Banks				
Bank's Current Account with Central Bank of Sri Lanka	9,942,248	7,307,846	9,942,248	7,307,846
Bank's Current Account with Bangladesh Bank	2,631,403	1,737,334	2,631,403	1,737,334
	12,573,651	9,045,180	12,573,651	9,045,180

As required by the provisions of Section 93 of the Monetary Law Act, a cash balance is maintained with the Central Bank of Sri Lanka. As at December 31, 2006 the minimum cash reserve requirement was 10% of the rupee deposit liabilities. There is no reserve requirement for foreign currency deposit liabilities of the Domestic Banking Unit and the deposit liabilities of the Off-Shore Banking Centre.

As per the Bangladesh Bank regulations, the Statutory Liquid Assets Requirement is 18% on time and demand liabilities, which includes 5% as cash reserve requirement and the balance 13% can be maintained in foreign currency held with the Bangladesh Bank and/or in unencumbered securities.

# 15. Government Treasury Bills and Bonds

		Bank		Group	
	2006	2005	2006	2005	
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	
Government Treasury Bills and Bonds held for trading Government Treasury Bills and Bonds held	3,259,651	3,119,159	3,259,651	3,119,159	
to maturity	8,780,658	8,290,924	8,962,120	8,546,337	
	12,040,309	11,410,083	12,221,771	11,665,496	

# 16. Dealing Securities

10. Dealing Securities				Bank				Group
		As at 31.12.06		As at 31.12.05		As at 31.12.06		As at 31.12.05
	Cost Rs.'000	Market Value Rs.'000	Cost Rs. '000	Market Value Rs.'000	Cost Rs.'000	Market Value Rs.'000	Cost Rs. '000	Market Value Rs.'000
Quoted								
SHARES								
Nations Trust Bank Ltd.	4,547	4,944	3,830	3,525	4,547	4,944	3,830	3,525
175,000 Ordinary Shares of Rs.10/- each) 150,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)		(@ Rs. 28.25)		(@ Rs. 23.50)		(@ Rs. 28.25)		(@ Rs. 23.50)
Merchant Bank of Sri Lanka Ltd.	4,627	2,343	4,627	2,189	4,627	2,343	4,627	2,189
153,614 Ordinary Shares of Rs.10/- each)	,-	(@ Rs. 15.25)	,-	(@ Rs. 14.25)	,-	(@ Rs. 15.25)	, -	(@ Rs. 14.25)
153,614 Ordinary Shares of Rs.10/- each as at December 31, 2005)								
HDFC Bank of Sri Lanka	8,493	6,641	8,493	7,258	8,493	6,641	8,493	7,258
38,000 Ordinary Shares of Rs.100/- each) 38,000 Ordinary Shares of Rs.100/- each as at December 31, 2005)		(@ Rs. 174.75)		(@ Rs. 191.00)		(@ Rs. 174.75)		(@ Rs. 191.00)
Haycarb Ltd.	4,353	3,700	4,353	3,325	4,353	3,700	4,353	3,325
100,000 Ordinary Shares of Rs.10/- each) 100,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)		(@ Rs. 37.00)		(@ Rs. 33.25)		(@ Rs. 37.00)		(@ Rs. 33.25)
John Keells Holdings Ltd.	11,783	11,700	19,308	16,454	11,783	11,700	19,308	16,454
60,000 Ordinary Shares of Rs.10/- each) 127,300 Ordinary Shares of Rs.10/- each as at December 31, 2005)		(@ Rs. 195.00)		(@ Rs. 129.25)		(@ Rs. 195.00)		(@ Rs. 129.25)
lemas Holdings Ltd.	6,670	7,606	8,375	8,471	6,670	7,606	8,375	8,471
65,150 Ordinary Shares of Rs.10/- each) 81,650 Ordinary Shares of Rs.10/- each as at December 31, 2005)	2,212	(@ Rs. 116.75)	-,	(@ Rs. 103.75)	,,,,	(@ Rs. 116.75)	,,,,,	(@ Rs. 103.75)
Richard Pieris & Co. Ltd.	9,936	8,767	9,936	7,615	9,936	8,767	9,936	7,615
112,400 Ordinary Shares of Rs.10/- each) 112,400 Ordinary Shares of Rs.10/- each s at December 31, 2005)	-,	(@ Rs. 78.00)	2,200	(@ Rs. 67.75)	,,,,,	(@ Rs. 78.00)	,,,,,	(@ Rs. 67.75)
Aitken Spence Hotel Holdings Ltd.	9,867	7,850	9,867	6,800	9,867	7,850	9,867	6,800
100,000 Ordinary Shares of Rs.10/- each) 100,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)	3,307	(@ Rs. 78.50)	3,007	(@ Rs. 68.00)	3,301	(@ Rs. 78.50)	0,007	(@ Rs. 68.00)
Asian Hotels Properties Ltd.	6,335	7,650	14,491	14,197	6,335	7,650	14,491	14,197
150,000 Ordinary Shares of Rs.10/- each) 342,100 Ordinary Shares of Rs.10/- each as at December 31, 2005)	,,,,,,	(@ Rs. 51.00)	, -	(@ Rs. 41.50)	,,,,,,	(@ Rs. 51.00)	, -	(@ Rs. 41.50)
Connaissance Holdings Ltd.	14,924	15,207	14,924	12,844	14,924	15,207	14,924	12,844
411,000 Ordinary Shares of Rs.10/- each) 342,500 Ordinary Shares of Rs.10/- each as at December 31, 2005)		(@ Rs. 37.00)		(@ Rs. 37.50)		(@ Rs. 37.00)		(@ Rs. 37.50)
The Fortress Resorts Ltd. 174,893 Ordinary Shares of Rs.10/- each 99,939 Ordinary Shares of Rs.10/- each as at December 31, 2005)	2,609	1,924 (@ Rs. 11.00)	1,860	1,249 (@ Rs. 12.50)	2,609	1,924 (@ Rs. 11.00)	1,860	1,249 (@ Rs. 12.50)
Eden Hotel Lanka Ltd. (100,000 Ordinary Shares of Rs.10/- each) (100,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)	2,273	1,200 (@ Rs. 12.00)	2,273	1,150 (@ Rs. 11.50)	2,273	1,200 (@ Rs. 12.00)	2,273	1,150 (@ Rs. 11.50)

	Bank					Group			
		As at 31.12.06		As at 31.12.05		As at 31.12.06		As at 31.12.05	
	Cost Rs.'000	Market Value Rs.'000	Cost Rs.'000	Market Value Rs.'000	Cost Rs.'000	Market Value Rs.'000	Cost Rs.'000	Market Value Rs.'000	
Taj Lanka (250,400 Ordinary Shares of Rs.10/- each) (250,400 Ordinary Shares of Rs.10/- each as at December 31, 2005)	4,740	2,942 (@ Rs. 11.75)	4,740	3,005 (@ Rs. 12.00)	4,740	2,942 (@ Rs. 11.75)	4,740	3,005 (@ Rs. 12.00)	
Colombo Land & Development Co. Ltd. (400,000 Ordinary Shares of Rs.1/- each) (300,000 Ordinary Shares of Rs.1/- each as at December 31, 2005)	2,643	1,760 (@ Rs. 4.40)	2,187	900 (@ Rs. 3.00)	2,643	1,760 (@ Rs. 4.40)	2,187	900 (@ Rs. 3.00)	
C T Land & Development Ltd. (109,800 Ordinary Shares of Rs.10/- each) (109,800 Ordinary Shares of Rs.10/- each as at December 31, 2005)	1,505	1,565 (@ Rs. 14.25)	1,505	1,318 (@ Rs. 12.00)	1,505	1,565 (@ Rs. 14.25)	1,505	1,318 (@ Rs. 12.00)	
Tokyo Cement Co. (Lanka) Ltd. (400,000 Non-Voting Ordinary Shares of Rs.1/- each) (350,000 Non-Voting Ordinary Shares of Rs.1/- as at December 31, 2005)	<b>6,910</b> each	6,800 (@ Rs. 17.00)	6,174	4,200 (@ Rs. 12.00)	6,910	6,800 (@ Rs. 17.00)	6,174	4,200 (@ Rs. 12.00)	
Ceylon Glass Co. Ltd. (800,000 Ordinary Shares of Rs.1/- each) (800,000 Ordinary Shares of Rs.1/- each as at December 31, 2005)	4,063	1,920 (@ Rs. 2.40)	4,063	1,800 (@ Rs. 2.25)	4,063	1,920 (@ Rs. 2.40)	4,063	1,800 (@ Rs. 2.25)	
Dankotuwa Porcelain Ltd. (83,333 Ordinary Shares of Rs.10/- each) (50,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)	1,348	833 (@ Rs. 10.00)	1,014	750 (@ Rs. 15.00)	1,348	833 (@ Rs. 10.00)	1,014	750 (@ Rs. 15.00)	
Dipped Products Ltd. (67,100 Ordinary Shares of Rs.10/- each) (67,100 Ordinary Shares of Rs.10/- each as at December 31, 2005)	6,317	7,247 (@ Rs. 108.00)	6,317	5,033 (@ Rs. 75.00)	6,317	7,247 (@ Rs. 108.00)	6,317	5,033 (@ Rs. 75.00)	
Royal Ceramics Ltd. (700,000 Ordinary Shares of Rs.1/- each) (700,000 Ordinary Shares of Rs.1/- each as at December 31, 2005)	2,836	2,520 (@ Rs. 3.60)	2,836	2,100 (@ Rs. 3.00)	2,836	2,520 (@ Rs. 3.60)	2,836	2,100 (@ Rs. 3.00)	
Lanka IOC Ltd. (250,000 Ordinary Shares of Rs.10/- each) (250,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)	12,167	7,125 (@ Rs. 28.50)	12,167	8,250 (@ Rs. 33.00)	12,167	7,125 (@ Rs. 28.50)	12,167	8,250 (@ Rs. 33.00)	
Vidul Lanka Ltd. (55,000 Ordinary Shares of Rs.10/- each) (50,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)	1,619	1,155 (@ Rs. 21.00)	1,519	1,063 (@ Rs. 21.25)	1,619	1,155 (@ Rs. 21.00)	1,519	1,063 (@ Rs. 21.25)	
John Keells Ltd. (30,300 Ordinary Shares of Rs.10/- each) (30,300 Ordinary Shares of Rs.10/- each as at December 31, 2005)	3,006	2,697 (@ Rs. 89.00)	3,006	2,727 (@ Rs. 90.00)	3,006	2,697 (@ Rs. 89.00)	3,006	2,727 (@ Rs. 90.00)	
Asha Central Hospitals Ltd. (75,000 Ordinary Shares of Rs.10/- each) (99,100 Ordinary Shares of Rs.10/- each as at December 31, 2005)	3,037	3,056 (@ Rs. 40.75)	3,660	2,354 (@ Rs. 23.75)	3,037	3,056 (@ Rs. 40.75)	3,660	2,354 (@ Rs. 23.75)	

# 16. Dealing Securities (Contd.)

101 20aming 000amino (00main)		Bank					Group		
	Cont	As at 31.12.06 Market Value	Cont	As at 31.12.05	Cook	As at 31.12.06 Market Value	Cont	As at 31.12.05 Market Value	
	Cost Rs.'000	Rs.'000	Cost Rs.'000	Market Value Rs.'000	Cost Rs.'000	Rs.'000	Cost Rs.'000	Rs.'000	
Dialog Telekom Ltd. (200,000 Ordinary Shares of Rs.1/- each) (225,000 Ordinary Shares of Rs.1/- each as at December 31, 2005)	5,403	5,300 (@ Rs. 26.50)	3,442	3,713 (@ Rs. 16.50)	5,403	5,300 (@ Rs. 26.50)	3,442	3,713 (@ Rs. 16.50)	
John Keells Hotels Ltd. (800,000 Ordinary Shares of Rs.10/- each) (125,000 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	7,090	6,800 (@ Rs. 8.50)	11,242	10,125 (@ Rs. 81.00)	7,090	6,800 (@ Rs. 8.50)	11,242	10,125 (@ Rs. 81.00)	
Hayleys MGT Knitting Mills Ltd. (50,000 Ordinary Shares of Rs.10/- each) (2005 - Nil)	2,834	2,663 (@ Rs. 53.25)	-	-	2,834	2,663 (@ Rs. 53.25)	-	-	
NDB <i>bank</i> (13,700 Ordinary Shares of Rs.10/- each) (2005 - Nil)	2,446	2,747 (@ Rs. 200.50)	-	-	2,446	2,747 (@ Rs. 200.50)	-	-	
Sampath Bank Ltd. (2,500 Ordinary Shares of Rs.10/- each) (2005 - Nil)	233	271 (@ Rs. 108.25)	-	-	233	271 (@ Rs. 108.25)	-	-	
ACL Cables Ltd. (25,000 Ordinary Shares of Rs.10/- each) (2005 - Nil)	5,213	5,319 (@ Rs. 212.75)	-	-	5,213	5,319 (@ Rs. 212.75)	-	-	
Pelwatte Sugar Industries Ltd. (75,000 Ordinary Shares of Rs.10/- each) (2005 - Nil)	2,312	2,644 (@ Rs. 35.25)	-	-	2,312	2,644 (@ Rs. 35.25)	-	-	
Hatton National Bank Ltd. (25,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)	-	-	2,050	2,813 (@ Rs. 112.50)	-	-	2,050	2,813 (@ Rs. 112.50)	
Hayleys Ltd.	_	-	7,157	6,305	-	-	7,157	6,305	
(65,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)				(@ Rs. 97.00)				(@ Rs. 97.00)	
Distilleries Company of Sri Lanka Ltd.	-	-	3,952	3,500	-	-	3,952	3,500	
(100,000 Ordinary Shares of Rs.1/- each as at December 31, 2005)				(@ Rs. 35.00)				(@ Rs. 35.00)	
Colombo Dockyard Ltd.	-	-	4,470	3,324	-	-	4,470	3,324	
(149,400 Ordinary Shares of Rs.10/- each as at December 31, 2005)				(@ Rs. 22.25)				(@ Rs. 22.25)	
Confifi Hotel Holdings Ltd. (59,600 Ordinary Shares of Rs.10/- each	-	-	3,927	2,712	-	-	3,927	2,712	
as at December 31, 2005)				(@ Rs. 45.50)				(@ Rs. 45.50)	
Riverina Hotels Ltd. (51,500 Ordinary Shares of Rs.10/- each	-	-	2,327	1,120	-	-	2,327	1,120	
as at December 31, 2005)				(@ Rs. 21.75)				(@ Rs. 21.75)	
Sri Lanka Telecom Ltd. (325,000 Ordinary Shares of Rs.10/- each	-	-	6,418	5,363	-	-	6,418	5,363	
as at December 31, 2005)				(@ Rs. 16.50)				(@ Rs. 16.50)	

				Bank				Group
		As at 31.12.06		As at 31.12.05		As at 31.12.06		As at 31.12.05
	Cost	Market Value	Cost	Market Value	Cost	Market Value	Cost	Market Value
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Mercantile Leasing Ltd. (100,000 Ordinary Shares of Rs.10/- each	-	-	5,264	5,200	-	-	5,264	5,200
as at December 31, 2005)				(@ Rs. 52.00)				(@ Rs. 52.00)
Asiri Medical Services Ltd. (2,000,000 Ordinary Shares of Rs.1/- each	-	-	6,914	6,000	-	-	6,914	6,000
as at December 31, 2005)				(@ Rs. 3.00)				(@ Rs. 3.00)
Lanka Walltiles Ltd. (312,500 Ordinary Shares of Rs.10/- each	-	-	13,978	10,234	-	-	13,978	10,234
as at December 31, 2005)				(@ Rs. 32.75)				(@ Rs. 32.75)
Kelani Cables Ltd.	-	-	2,821	3,257	-	-	2,821	3,257
(46,700 Ordinary Shares of Rs.10/- each as at December 31, 2005)				(@ Rs. 69.75)				(@ Rs. 69.75)
	162,139	144,896	225,487	182,243	162,139	144,896	225,487	182,243
Provision for diminution in value	(17,243)		(43,244)		(17,243)		(43,244)	
Total	144,896		182,243		144,896		182,243	
17. Investments held for Sale								
				Bank				Group
	Balance	As at 31.12.06 Market Value/	Balance	As at 31.12.05 Market Value/	Balance	As at 31.12.06 Market Value/	Balance	As at 31.12.05 Market Value/
	Dalalice	Directors'	Dalalice	Directors'	Dalaille	Directors'	Dalatice	Directors'
Halding (	)/ ) D= 1000	Valuation	D- 2000	Valuation		Valuation	D- 1000	Valuation
Holding (	%) Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Quoted Commercial Leasing Co. Ltd. (Incorporated in Sri Lanka) 30	.0 86,550	688,187	-	-	260,704	688,187	-	-
(5,293,749 Ordinary Shares of Rs.10/- each fully paid)		(@ Rs. 130.00)				(@ Rs. 130.00)		
Unquoted								
Commercial Fund Management (Pvt.) Ltd.* (Incorporated in Sri Lanka)								
(125,000 Ordinary Shares of Rs.100/- each fully paid) 50	.0 12,500	21,213	-	-	21,213	21,213	-	-
Units								
Comtrust Equity Fund (11,420,324 Units of Rs. 10.00 each)	119,342	2 144,353 (@ Rs. 12.64)	-	-	119,342	144,353 (@ Rs. 12.64)	-	-
Total	218,392	853,753		_	401,259	853,753		_
						300,700		

# 18. Investments held to Maturity

				Bank				Group
		As at 31.12.06		As at 31.12.05	-	As at 31.12.06		As at 31.12.05
	Cost	Market Value/ Manager's Buying Price	Cost	Market Value/ Manager's Buying Price	Cost	Market Value/ Manager's Buying Price	Cost	Market Value/ Manager's Buying Price
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Quoted								
SHARES Hatton National Bank Ltd. (3,850 Ordinary Shares of Rs. 10/- each) (3,850 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	315	600 (@ Rs. 155.75)	315	433 (@ Rs. 112.50)	315	600 (@ Rs. 155.75)	315	433 (@ Rs. 112.50)
Sampath Bank Ltd. (1,554 Ordinary Shares of Rs. 10/- each) (1,554 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	72	168 (@ Rs. 108.25)	72	140 (@ Rs. 90.00)	72	168 (@ Rs. 108.25)	72	140 (@ Rs. 90.00)
Seylan Bank Ltd. (1,000 Ordinary Shares of Rs. 10/- each) (1,000 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	24	35 (@ Rs. 35.00)	24	37 (@ Rs. 36.75)	24	35 (@ Rs. 35.00)	24	37 (@ Rs. 36.75)
DFCC Bank (1,167 Ordinary Shares of Rs. 10/- each) (7,770,278 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	115	209 (@ Rs. 179.50)	1,146,107	1,709,461 (@ Rs. 220.00)	115	209 (@ Rs. 179.50)	1,146,107	1,709,461 (@ Rs. 220.00)
Nations Trust Bank Ltd. (1,000 Ordinary Shares of Rs. 10/- each) (1,000 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	14	28 (@ Rs. 28.25)	14	24 (@ Rs. 23.50)	14	28 (@ Rs. 28.25)	14	24 (@ Rs. 23.50)
NDB bank (2,712 Ordinary Shares of Rs. 10/- each) (1,808 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	215	544 (@ Rs. 200.50)	215	380 (@ Rs. 210.00)	215	544 (@ Rs. 200.50)	215	380 (@ Rs. 210.00)
DEBENTURES								
Hatton National Bank Ltd. (12%-17% - 2007) (60,000 Debentures of Rs.100/- each) (60,000 Debentures of Rs.100/- each as at December 31, 2005)	6,000	6,015 (@ Rs. 100.25)	6,000	6,015 (@ Rs. 100.25)	6,000	6,015 (@ Rs. 100.25)	6,000	6,015 (@ Rs. 100.25)
Hatton National Bank Ltd. (10% - 2008) (100,000 Debentures of Rs.100/- each) (100,000 Debentures of Rs.100/- each as at December 31, 2005)	10,000	9,225 (@ Rs. 92.25)	10,000	9,225 (@ Rs. 92.25)	10,000	9,225 (@ Rs. 92.25)	10,000	9,225 (@ Rs. 92.25)
Sampath Bank Ltd. (Floating rate - 2009) (70,000 Debentures of Rs.100/- each) (70,000 Debentures of Rs.100/- each as at December 31, 2005)	7,000	6,965 (@ Rs. 99.50)	7,000	6,965 (@ Rs. 99.50)	7,000	6,965 (@ Rs. 99.50)	7,000	6,965 (@ Rs. 99.50)
Senkadagala Finance Ltd. (9% - 2009) (100,000 Debentures of Rs. 100/- each) (100,000 Debentures of Rs. 100/- each as at December 31, 2005)	10,000	10,000 (@ Rs. 100.00)	10,000	10,000 (@ Rs. 100.00)	10,000	10,000 (@ Rs. 100.00)	10,000	10,000 (@ Rs. 100.00)
DFCC Bank Ltd. (Floating rate - 2011) (10,000 Debentures of Rs. 1,000/- each) (2005 - Nil.)	10,000	10,000 (@ Rs. 1,000.00)	-	-	10,000	10,000 (@ Rs. 1,000.00)	-	-
ν	43,755	43,789	1,179,747	1,742,680	43,755	43,789	1,179,747	1,742,680

				Bank	Group			
	-	As at 31.12.06		As at 31.12.05	-	As at 31.12.06		As at 31.12.05
	Cost	Market Value/ Manager's Buying Price	Cost	Market Value/ Manager's Buying Price	Cost	Market Value/ Manager's Buying Price	Cost	Market Value/ Manager's Buying Price
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Unquoted SHARES								
Credit Information Bureau of Sri Lanka (4,400 Ordinary Shares of Rs. 100/- each) (4,400 Ordinary Shares of Rs. 100/- each as at December 31, 2005)	440	440 (@ Rs. 100.00)	440	440 (@ Rs. 100.00)	440	440 (@ Rs. 100.00)	440	440 (@ Rs. 100.00)
Fitch Ratings Lanka Ltd. (62,500 Ordinary Shares of Rs. 10/- each) (62,500 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	625	625 (@ Rs. 10.00)	625	625 (@ Rs. 10.00)	625	625 (@ Rs. 10.00)	625	625 (@ Rs. 10.00)
Lanka Clear (Pvt) Ltd. (1,000,000 Ordinary Shares of Rs.10/- each) (1,000,000 Ordinary Shares of Rs.10/- each as at December 31, 2005)	10,000	10,000 (@ Rs. 10.00)	10,000	10,000 (@ Rs. 10.00)	10,000	10,000 (@ Rs. 10.00)	10,000	10,000 (@ Rs. 10.00)
Central Depository of Bangladesh Ltd. (6 shares of Bangladesh Taka 1.000 Million each Converted at Rs. 1.68505 per Taka) (6 shares of Bangladesh Taka 1.000 Million each Converted at Rs. 1.68505 per Taka as at December 31, 2005)		10,110	10,110	10,110	10,110	10,110	10,110	10,110
Commercial Insurance Brokers (Pvt) Ltd. (120,000 Ordinary Shares of Rs. 10/- each) (120,000 Ordinary Shares of Rs. 10/- each as at December 31, 2005)	-	-	-	-	100	1,200 (@ Rs. 10.00)	100	1,200 (@ Rs. 10.00)
Units								
Comtrust Equity Fund (11,333,474 Units of Rs.10/- each ) (22,753,798 Units of Rs.10/- each as at December 31, 2005 )	118,511	143,255 (@ Rs. 12.64)	119,457 *	232,544 (@ Rs. 10.22)	118,511	143,255 (@ Rs. 12.64)	119,457 *	232,544 (@ Rs. 10.22)
LEASE BACKED SECURITIES								
Senkadagala Finance Ltd.	63,636	63,636	107,771	107,771	63,636	63,636	107,771	107,771
Commercial Leasing Co. Ltd.	184,404	184,404	277,841	277,841	184,404	184,404	277,841	277,841
Specialist Gasses (Pvt) Ltd	110,700	110,700	-	-	110,700	110,700	-	-
The Finance Company Ltd.	-	-	14,700	14,700	-	-	14,700	14,700
The Finance Company Ltd.	-	-	37,700	37,700	-	-	37,700	37,700
TRUST CERTIFICATES / BONDS								
People's Leasing Co. Ltd.	376,792	376,792	662,292	662,292	376,792	376,792	662,292	662,292
Commercial Leasing Co. Ltd.	1,800	1,800	45,600	45,600	1,800	1,800	45,600	45,600
Senkadagala Finance Ltd.	132,300	132,300	214,750	214,750	132,300	132,300	214,750	214,750
Lanka Orix Leasing Co. Ltd. Government of Bangladesh Prize Bonds	300,000 40,706	300,000 40,706	300,000 110,339	300,000 110,339	300,000 40,706	300,000 40,706	300,000 110,339	300,000 110,339
· ·	1,350,024	1,374,768		2,024,712	1,350,124		1,911,725	2,025,912
			1,911,625			1,375,968		
Total	1,393,779	1,418,557	3,091,372	3,767,392	1,393,879	1,419,757	3,091,472	3,768,592

<sup>\*</sup> At written down value

# 19. Loans & Advances

		Bank		Group
	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
9.1 Bills of Exchange				
Export bills	2,311,667	2,384,543	2,311,667	2,384,543
Import bills	1,024,072	465,424	1,024,072	465,424
	3,335,739	2,849,967	3,335,739	2,849,967
Less: Loan loss provision [Note	e 19.1 (a)] <b>47,541</b>	59,651	47,541	59,651
Interest in suspense	-	_	-	_
	3,288,198	2,790,316	3,288,198	2,790,316
9.1 (a) Movement in the Provision Specific Provisions	for Bad & Doubtful Bills of	Exchange		
Opening balance	59,651	70,841	59,651	70,841
Amount provided	1,058	979	1,058	979
Amount reversed	(13,168)	(12,169)	(13,168)	(12,169)
Closing balance	47,541	59,651	47,541	59,651
9.2 Loans & Advances	(Franci)			
Sri Lankan rupee and foreign cu loans & advances [Note 19.2 (		114,415,133	143,514,134	114,414,777
Less: Loan loss provision [Note		2,052,792	2,358,738	2,052,792
Interest in suspense [Note	· · · ·	3,478,099	3,435,224	3,478,099
	137,725,861	108,884,242	137,720,172	108,883,886
9.2 (a) Sri Lankan Rupee and Fore	inn Currency Loans & Adv	ances		
Sri Lankan Rupee Loans &		uniou		
Overdrafts	31,027,614	23,648,524	31,027,217	23,648,168
Loans	75,661,833	57,461,354	75,656,541	57,461,354
Packing credit	633,020	556,967	633,020	556,967
Staff loans	2,105,006	1,717,097	2,105,006	1,717,097
Foreclosed properties (Note		95,113	81,613	95,113
Other accounts	2,205,177	2,321,262	2,205,177	2,321,262
	111,714,263	85,800,317	111,708,574	85,799,961
Foreign Currency Loans &	Advances			
Overdrafts	5,858,882	5,850,835	5,858,882	5,850,835
Loans	20,534,560	17,539,796	20,534,560	17,539,796
Packing credit	5,153,776	5,020,123	5,153,776	5,020,123
Other accounts	258,342	204,062	258,342	204,062
	31,805,560	28,614,816	31,805,560	28,614,816
Total	143,519,823	114,415,133	143,514,134	114,414,777

		Bank		Group
	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
19.2 (b) Movement in the Provision for Bad &	Doubtful Loans &	Advances		
Specific Provisions				
Opening balance	2,003,100	1,892,840	2,003,100	1,892,840
Amount provided	435,911	352,146	435,911	352,146
Exchange rate variance on				
foreign currency provisions	34,715	(17,878)	34,715	(17,878)
Amount reversed	(305,646)	(224,008)	(305,646)	(224,008)
Closing balance	2,168,080	2,003,100	2,168,080	2,003,100
General Provision				
Opening balance	49,692	23,517	49,692	23,517
Amount provided	139,381	27,705	139,381	27,705
Exchange rate variance on				
foreign currency provisions	1,585	(1,530)	1,585	(1,530)
Amount made specific	_	_	-	_
Closing balance	190,658	49,692	190,658	49,692
Total provision	2,358,738	2,052,792	2,358,738	2,052,792
19.2 (c) Movement in the Interest in Suspens	e Account			
Opening balance	3,478,099	3,448,587	3,478,099	3,448,587
Interest suspended during the year	311,541	403,258	311,541	403,258
Amount recovered during the year	(354,416)	(373,746)	(354,416)	(373,746)
Closing balance	3,435,224	3,478,099	3,435,224	3,478,099
19.3 Lease Receivable within one year				
Lease rentals receivable within one year				
from Balance Sheet date	5,191,030	3,895,832	5,144,738	3,857,388
Less: Unearned lease income	1,446,139	882,662	1,434,751	873,368
VAT recoverable	667,896	500,941	661,784	495,711
Loan loss provision	41,567	28,002	41,595	28,062
	3,035,428	2,484,227	3,006,608	2,460,247
19.4 Lease Receivable from one to five years	3			
Lease rentals receivable from one to five y	ears			
from Balance Sheet date	8,895,511	6,281,871	8,802,084	6,200,409
Less: Unearned lease income	1,189,949	818,071	1,176,418	807,061
VAT recoverable	1,151,854	815,746	1,139,667	804,676
Loan loss provision	88,533	51,808	88,505	51,748
	6,465,175	4,596,246	6,397,494	4,536,924

			Bank		Group
		2006	2005	2006	2005
		Rs. '000	Rs. '000	Rs. '000	Rs. '000
19.5	Lease Receivable after five years				
	Lease rentals receivable after five years				
	from Balance Sheet date	20,805	9,842	20,805	9,842
	Less: Unearned lease income	627	522	627	522
	VAT recoverable	2,714	1,284	2,714	1,284
	Loan loss provision	87	40	87	40
		17,377	7,996	17,377	7,996
	Specific Provisions Opening balance	44,131	39,485	44,131	39,485
	Amount provided	58,778	20,449	58,778	20,449
	Amount reversed	(20,686)	(15,803)	(20,686)	(15,803)
	Closing balance	82,223	44,131	82,223	44,131
	General Provision				
	Opening balance	35,719	27,144	35,719	27,144
	Amount provided	12,245	8,575	12,245	8,575
	Amount made specific	-	-	-	-
	Closing balance	47,964	35,719	47,964	35,719
	Total provision	130,187	79,850	130,187	79,850

The maturity analysis of loans & advances is given in Note 33.

# 19.6 Non-Performing Loans & Advances

Net exposure on non-performing loans and advances as at December 31, before discounting the value of the securities obtained is given below:

	Bank							Group
	2006 Rs.'000	%	2005 Rs.'000	%	2006 Rs.'000	%	2005 Rs.'000	%
Bills of Exchange	156,551		97,895		156,551		97,895	
Loans and advances	4,947,800		4,764,943		4,947,800		4,764,943	
Lease receivable	199,973		101,279		199,973		101,279	
Non-performing loans & advances (*) Add: Interest receivable	5,304,324		4,964,117		5,304,324		4,964,117	
on loans and advances	2,329,379		2,403,007		2,329,379		2,403,007	
Gross non-performing								
loans & advances	7,633,703		7,367,124		7,633,703		7,367,124	
Less: Interest in suspense								
[Note 19.2 (c)]	3,435,224		3,478,099		3,435,224		3,478,099	
Net non-performing								
loans & advances	4,198,479	2.74	3,889,025	3.22	4,198,479	2.74	3,889,025	3.22
Less: Provision for bad & doubtful								
debts [Note 19.6 (a)]	2,536,465		2,192,293		2,536,465		2,192,293	
Net exposure	1,662,014	1.10	1,696,732	1.43	1,662,014	1.10	1,696,732	1.43

 $<sup>(\</sup>begin{tabular}{ll} (\begin{tabular}{ll} (\begin$ 

Net exposure of Rs. 1,662.014 million (Rs. 1,696.732 million as at December 31, 2005) is covered by securities valued at Rs. 1,662.014 million (Rs. 1,696.732 million as at December 31, 2005) excluding machinery and stocks.

As per the 'Hair Cut Rule' of the Central Bank of Sri Lanka, the extent up to which securities can be discounted for provisioning purposes is 75% at the time of first provisioning, 60% for non-performing loans & advances between 1-2 years in the loss category, 50% for those between 2-3 years in the loss category and 40% for those between 3-4 years in the loss category. It will be at the discretion of the management for cases over 4 years in the loss category.

All loans and advances where the recovery of capital or interest is in arrears for over three months have been classified into the non-performing category in accordance with the guidelines issued by the Central Bank of Sri Lanka. The Bank's computer system has been programmed to classify the loans in accordance with these guidelines. In instances where the recovery of capital or interest is in arrears for over three months, interest credited to the Income Statement on such loans and advances for the first three months too is transferred to interest in suspense.

#### 19.6 (a) Provision for Bad & Doubtful Debts - Summary

		Bank		Group	
	2006	2005	2006	2005	
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	
Opening balance	2,192,293	2,053,828	2,192,293	2,053,828	
Provision made during the year	647,372	409,853	647,372	409,853	
Exchange rate variance on foreign					
currency provisions	36,300	(19,408)	36,300	(19,408)	
Recoveries/Reversals during the year	(339,500)	(251,980)	(339,500)	(251,980)	
Closing balance	2,536,465	2,192,293	2,536,465	2,192,293	

# 19.7 Foreclosed Properties

The foreclosed properties included under loans & advances as at December 31, include the following:

						Bank
		Extent		2006		2005
Α	R	P	Cost/W.D.V.	Forced	Cost/W.D.V.	Forced
				Sale Value		Sale Value
			Rs.'000	Rs.'000	Rs.'000	Rs.'000
2	2	36.91	81,613	125,000	81,613	125,000
11	1	5.60	-	-	13,500	13,500
			81,613	125,000	95,113	138,500
	2	2 2	A R P 2 2 36.91	A R P Cost/W.D.V.  Rs.'000  2 2 36.91 81,613 11 1 5.60 —	A R P Cost/W.D.V. Forced Sale Value Rs.'000  2 2 36.91 81,613 125,000  11 1 5.60 — —	A R P Cost/W.D.V. Forced Sale Value Rs.'000 Rs.'000 Rs.'000  2 2 36.91 81,613 125,000 81,613 11 1 5.60 — — 13,500

A = Acres, R = Roods, P = Perches

<sup>(\*)</sup> Bank acquired this hotel property in 1999 in settlement of a debt due to the Bank. With the approval of the Central Bank of Sri Lanka, Bank entered into a management agreement with Serendib Leisure Management (Pvt) Ltd. which expired in December 2002. Currently, this hotel is closed for operations.

# 19.8 Concentration of Credit Risk

Sectorwise analysis of the loans & advances portfolio reflecting the exposure to credit risk in the various sectors is given below:

				Bank				Group
	2006		2005		2006		2005	
	Rs.'000	%	Rs.'000	%	Rs.'000	%	Rs.'000	%
Exports	16,471,461	10.68	15,848,433	12.99	16,471,461	10.69	15,848,433	13.00
Tourism & allied	5,143,570	3.34	4,226,475	3.46	5,143,570	3.34	4,226,475	3.47
Industrial	24,047,631	15.60	19,517,336	15.99	24,047,631	15.61	19,517,336	16.00
Agriculture & fishing	1,606,924	1.04	1,664,978	1.36	1,606,924	1.04	1,664,978	1.37
Commercial trading	8,561,694	5.55	8,930,045	7.32	8,561,694	5.56	8,930,045	7.32
Imports	20,206,052	13.11	17,645,871	14.46	20,206,052	13.11	17,645,871	14.47
Consumption	5,840,736	3.79	4,491,896	3.68	5,840,736	3.79	4,491,896	3.68
Services	19,787,598	12.83	17,394,590	14.25	19,691,095	12.78	17,311,288	14.20
Housing & construction	9,393,570	6.09	7,139,339	5.85	9,393,570	6.10	7,139,339	5.85
Others	43,115,115	27.97	25,171,449	20.64	43,109,426	27.98	25,171,449	20.64
Total loans & advances	154,174,351	100.00	122,030,412	100.00	154,072,159	100.00	121,947,110	100.00

# 20. Investments in Associate Companies

				Bank				Group
		31.12.06		31.12.05		31.12.06		31.12.05
% Holding	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000
Quoted								
Commercial Leasing Co. Ltd.								
(Incorporated in Sri Lanka) 30.00								
(3,630,001 Ordinary Shares of	50,250	609,538	50,250	618,008	50,250	609,538	50,250	618,008
Rs. 10/- each fully paid)	(@	® Rs. 130.00)	(@	Rs. 170.25)	(@	@ Rs. 130.00)	(@	Rs. 170.25)
(3,630,001 Ordinary Shares of Rs. 10/- each								
fully paid as at December 31, 2005)								
Add: Share Premium held by the Bank					26,146		26,146	
Add: Rights issue of shares								
(604,999 Ordinary Shares of								
Rs. 10/- each fully paid)	36,300	78,650	-	-	36,300	78,650	-	-
Add: Share of profit/(loss) applicable to the Bank	(@	® Rs. 130.00)			(@	@ Rs. 130.00)		
Balance at the beginning of the year					148,181		107,972	
Changes in accounting policy for								
accounting for deferred taxation	-	-	-	-	(41,838)	-		-
Current year's share of profit/(loss) after tax					41,665		61,479	
Less: Dividend received during the year					_		(21,270)	
Current year's retained profit/(loss)					41,665		40,209	
					148,008		148,181	
	86,550	688,188	50,250	618,008	260,704	688,188	224,577	618,008
Transferred to investments held for sale	(86,550)	(688,188)	-	-	(260,704)	(688,188)	-	-
Balance at the end of the year			50,250	618,008			224,577	618,008

				Bank				Group
		31.12.06		31.12.05		31.12.06		31.12.05
% Holding	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000	Balance Rs.'000	Market Value/ Directors' Valuation Rs.'000
Unquoted								
Commercial Fund Management (Pvt) Ltd. (Incorporated in Sri Lanka) 50.00 (125,000 Ordianry Shares of Rs. 100/- each fully paid) (125,000 Ordinary Shares of Rs. 100/- each fully paid as at Dec. 31, 2005)	12,500	21,213	12,500	18,290	12,500	21,213	12,500	18,290
Add: Share of profit/(loss) applicable to the Bank Balance at the beginning of the year Current year's share of profit/(loss) after tax Less: Dividend received during the year Current year's retained profit /(loss)					5,790 3,519 (596) 2,923 8,713		3,615 3,384 (1,209) 2,175 5,790	
	12,500	21,213	12,500	18,290	21,213	21,213	18,290	18,290
Transferred to investments held for sale	(12,500)	(21,213)			(21,213)	(21,213)		
Balance at the end of the year			12,500	18,290			18,290	18,290
Equity Investments Lanka Ltd. (Incorporated in Sri Lanka) (4,110,938 Ordianry Shares of Rs. 10/- each fully paid) (4,110,938 Ordinary Shares of Rs.10/- each fully paid as at Dec. 31, 2005) Add: Share of profit/(loss)	44,331	40,965	44,331	39,922	44,331	40,965	44,331	39,922
applicable to the Bank Balance at the beginning of the year Current year's share of profit/(loss) after tax Less: Dividend received during the year Current year's retained profit/(loss)					(4,409) 2,276 (1,233) 1,043 (3,366)		(3,596) 1,242 (2,055) (813) (4,409)	
Balance at the end of the year	44,331	40,965	44,331	39,922	40,965	40,965	39,922	39,922
Total Value of Investments in Quoted & Unquoted Associate Companies Total Market Value/Directors' Valuation	44,331		107,081		40,965		282,789	
of Investments in Associate Companies		40,965		676,220		40,965		676,220

# 21. Investments in Subsidiary Companies

211 mrootmonto m oubolui	,				Bank				Group
			31.12.06		31.12.05		31.12.06		31.12.05
	%	Balance	Market Value/ Directors' Valuation	Balance	Market Value/ Directors' Valuation	Balance	Market Value/ Directors' Valuation	Balance	Market Value/ Directors' Valuation
	Holding	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Quoted Commercial Development Co. Ltd. (Incorporated in Sri Lanka) (11,345,705 Ordinary Shares of Rs. 10/- each fully paid) (11,345,705 Ordinary Shares of Rs. 10/- each fully paid as at December 31, 2005)	94.55	274,393	737,471 (@ Rs. 65.00)	274,393	624,014 (@ Rs. 55.00)	-	-	-	-
Unquoted Commercial Bank Primary Dealer Ltd. (Incorporated in Sri Lanka) (15,000,000 Ordinary Shares of Rs.10/- each fully paid) (15,000,000 Ordinary Shares of Rs. 10/- each fully paid as at December 31, 2005)	100.00	150,000	150,000 (@ Rs. 10.00)	150,000	150,000 (@ Rs. 10.00)	-	-	-	-
ONEzero Company Ltd. (Incorporated in Sri Lanka) (500,000 Ordinary Shares of Rs.10/- each fully paid) (500,000 Ordinary Shares of Rs. 10/- each fully paid as at December 31, 2005)	100.00	5,000	5,000 (@ Rs. 10.00)	5,000	5,000 (@ Rs. 10.00)	-	-	-	-
X-pertise Ltd. (Incorporated in Sri Lanka) (428,797 Ordinary Shares of Rs. 10/- each fully paid) (428,797 Ordinary Shares of Rs. 10/- each fully paid as at December 31, 2005)	100.00	4,288	4,288 (@ Rs. 10.00)	4,288	4,288 (@ Rs. 10.00)	-	-	-	-
		433,681	896,759	433,681	783,302				

# 22. Other Assets

		Bank		Group	
	2006	2005	2006	2005	
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	
Deposits & prepayments	190,266	198,796	195,590	206,909	
Clearing account balance	1,870,827	777,958	1,870,827	777,958	
Other accounts	734,924	2,015,037	776,565	1,934,912	
	2,796,017	2,991,791	2,842,982	2,919,779	
Other accounts					

# 23. Property, Plant & Equipment

	Freehold Land	Freehold Buildings	Leasehold Buildings	Computer Equipment	Motor Vehicles	Office Equipment & Furniture	Capital Work-in- Progress	31.12.06 Total	31.12.05 Total
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Bank Cost/Valuation									
as at beginning of the year	1,050,415	881,817	97,610	1,552,921	37,354	1,164,747	1,673	4,786,537	4,190,937
Additions for the year	11,398	18,096	905	176,279	14,686	235,294	21,513	478,171	648,630
Disposals during the year	_	-	-	(59,996)	(5,527)	(8,661)	-	(74,184)	(46,654)
Transfers/Adjustments	_	-	-	701	-	(443)	-	258	(6,376)
As at end of the year	1,061,813	899,913	98,515	1,669,905	46,513	1,390,937	23,186	5,190,782	4,786,537
Accumulated depreciation/ amortisation									
as at beginning of the year	_	39,553	3,142	950,827	33,944	726,709	_	1,754,175	1,523,323
Charge for the year	_	35,232	3,175	156,615	3,155	91,954	_	290,131	260,885
Disposals during the year	_	-	-	(58,481)	(5,527)	(7,014)	-	(71,022)	(29,812)
Transfers/Adjustments	_	-	-	551	-	(315)	-	236	(221)
As at end of the year		74,785	6,317	1,049,512	31,572	811,334		1,973,520	1,754,175
Net Book Value as at 31.12.06	1,061,813	825,128	92,198	620,393	14,941	579,603	23,186	3,217,262	
Net Book Value as at 31.12.05	1,050,415	842,264	94,468	602,094	3,410	438,038	1,673		3,032,362
Group									
Cost / Valuation									
as at beginning of the year	1,050,415	881,817	274,247	1,553,783	142,003	1,212,350	1,673	5,116,288	4,492,307
Additions for the year	11,398	18,096	905	176,806	55,878	237,246	27,126	527,455	685,327
Disposals during the year	_	-	-	(59,996)	(17,047)	(8,661)	-	(85,704)	(54,970)
Transfers/Adjustments				632		(375)		257	(6,376)
As at end of the year	1,061,813	899,913	275,152	1,671,225	180,834	1,440,560	28,799	5,558,296	5,116,288
Accumulated depreciation/ amortisation									
as at beginning of the year	-	39,553	55,313	951,263	74,414	757,706	-	1,878,249	1,625,151
Charge for the year	-	35,232	7,591	156,761	29,343	94,797	-	323,724	290,076
Disposals during the year	-	-	-	(58,481)	(15,925)	(7,014)	-	(81,420)	(36,757)
Transfers/Adjustments				536		(315)		221	(221)
As at end of the year		74,785	62,904	1,050,079	87,832	845,174		2,120,774	1,878,249
Net Book Value as at 31.12.06	1,061,813	825,128	212,248	621,146	93,002	595,386	28,799	3,437,522	
Net Book Value as at 31.12.05	1,050,415	842,264	218,934	602,520	67,589	454,644	1,673		3,238,039

With the permission of the Monetary Board of the Central Bank of Sri Lanka, freehold and leasehold land & buildings of the Bank were revalued by professionally qualified independent valuers as at December 31, 2004. The surplus on the revaluation amounting to Rs. 1,131.147 million was credited to the Revaluation Reserve Account.

 $The \ carrying \ amount \ of \ these \ freehold \ land \ \& \ buildings \ if \ they \ were \ carried \ at \ cost \ less \ accumulated \ depreciation \ is \ as \ follows:$ 

			2006			2005
	Cost	Accumulated	Net Book	Cost	Accumulated	Net Book
		Depreciation	Value		Depreciation	Value
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Land	299,710	-	299,710	288,312	_	288,312
Buildings	586,084	141,538	444,546	567,988	125,475	442,513
Total	885,794	141,538	744,256	856,300	125,475	730,825

There were no significant changes in the Bank's or Group's Property, Plant & Equipment during the year, other than the following:

#### Rank

Transfer of leasehold land of Rs. 84.804 million to other assets in accordance with the Sri Lanka Accounting Standard No. 19 (Revised 2005) - Leases.

#### Group

Transfer of leasehold land of Rs. 43.860 million of Commercial Development Company Ltd., to other assets in accordance with the Sri Lanka Accounting Standard No. 19 (Revised 2005) - Leases.

# 24. Intangible Assets

24. Ilitanyibie Assets		Bank		Group
	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Cost/Valuation as at beginning of the year	429,230	385,123	430,360	385,123
Additions for the year	96,657	44,107	97,657	45,237
Disposals during the year	-	_	-	-
Transfers/Adjustments	-	-	(650)	_
As at end of the year	525,887	429,230	527,367	430,360
Accumulated amortisation as at beginning of the y	ear <b>279,245</b>	241,905	279,245	241,905
Amortisation for the year	85,648	37,340	85,889	37,340
Disposals during the year	-	_	-	-
Transfers/Adjustments	(535)	-	(535)	-
As at end of the year	364,358	279,245	364,599	279,245
Net Book Value	161,529	149,985	162,768	151,115
25. Deposits from Customers				
Local Currency Deposits				
Current account deposits	14,305,620	12,376,704	14,203,723	12,266,491
Savings deposits	42,952,361	35,203,524	42,952,016	35,203,170
Time deposits	48,060,083	34,472,553	48,060,083	34,472,553
Certificates of deposit	3,302,756	3,298,219	3,302,756	3,298,219
	108,620,820	85,351,000	108,518,578	85,240,433
Foreign Currency Deposits				
Current account deposits	4,575,136	3,403,137	4,575,136	3,403,137
Savings deposits	21,380,050	16,076,665	21,380,050	16,076,665
Time deposits	23,058,064	22,770,478	23,058,064	22,770,478
	49,013,250	42,250,280	49,013,250	42,250,280
Total deposits	157,634,070	127,601,280	157,531,828	127,490,713
25 (a) Analysis of Deposits				
Deposits from banks	145,316	1,469,362	145,316	1,469,362
Deposits from finance companies	1,364,365	1,008,413	1,364,365	1,008,413
Deposits from other customers	156,124,389	125,123,505	156,022,147	125,012,938
	157,634,070	127,601,280	157,531,828	127,490,713
The maturity analysis of denosits is given in No	nte 33			

The maturity analysis of deposits is given in Note 33.

		Bank		Group
•	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
26. Borrowings				
Call money borrowings	1,800,000	721,414	1,800,000	721,414
Borrowings from banks abroad	10,973,127	9,236,024	10,973,127	9,236,024
Refinance borrowings	5,095,989	3,429,624	5,095,989	3,429,624
Long-term borrowings	1,075,000	_	1,075,000	_
	18,944,116	13,387,062	18,944,116	13,387,062
27. Other Liabilities				
Accrued expenditure and interest	3,659,974	2,857,936	3,662,898	2,859,052
Cheques sent on clearing	2,062,161	2,428,802	2,062,161	2,428,802
Contribution to the restructured Pension Scheme	1,780,495	-	1,780,495	-
Provision for Gratuity	18,095	5,981	23,231	9,712
Other accounts	883,302	823,183	873,258	811,358
	8,404,027	6,115,902	8,402,043	6,108,924

#### 28. Deferred Taxation

				Bank	ık Gr				
As at December 31		2006		2005		2006		2005	
	Temporary	Tax	Temporary	Tax	Temporary	Tax	Temporary	Tax	
	Difference	Effect	Difference	Effect	Difference	Effect	Difference	Effect	
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	
As at beginning of the year Amount originating/(reversing)	726,658	214,146	794,667	238,400	770,729	227,367	835,973	250,792	
during the year	940,573	366,389	(68,009)	(24,254)	1,023,376	397,573	(65,244)	(23,425)	
As at end of the year	1,667,231	580,535	726,658	214,146	1,794,105	624,940	770,729	227,367	

Current year's charge of Deferred Tax of Rs. 366.389 million comprises of provision on brought forward balances of Assets Leased to Customers as mentioned below and the current year's charge/(reversal) on other temporary differences arising on Property, Plant and Equipment, Assets Leased to Customers, General Provision on Loans and Advances and Provision for Gratuity payable.

Tax effect on temporary differences of assets leased to customers is given below:

			Bank				Group
	2006		2005		2006		2005
Temporary	Tax	Temporary	Tax	Temporary	Tax	Temporary	Tax
Difference	Effect	Difference	Effect	Difference	Effect	Difference	Effect
Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
1,020,323	357,113	814,807	244,442	1,020,323	357,113	814,807	244,442
232,433	81,351	205,516	112,671	232,433	81,351	205,516	112,671
1,252,756	438,464	1,020,323	357,113	1,252,756	438,464	1,020,323	357,113
	Difference Rs.'000 1,020,323	Temporary Tax Difference Effect Rs.'000 Rs.'000  1,020,323 357,113  232,433 81,351	Temporary Difference Rs.'000         Tax Rs.'000         Temporary Difference Rs.'000           1,020,323         357,113         814,807           232,433         81,351         205,516	2006         2005           Temporary Difference Rs.'000         Tax Effect Rs.'000         Difference Effect Rs.'000         Difference Rs.'000         Effect Rs.'000           1,020,323         357,113         814,807         244,442           232,433         81,351         205,516         112,671	2006         2005           Temporary Difference Rs.'000         Tax Rs.'000         Temporary Difference Effect Point Poi	Z006         Z005         Z006           Temporary Difference Rs.'000         Tax Pffect Difference Effect Difference Rs.'000         Tax Difference Effect Difference Effect Difference Effect Difference Effect Rs.'000         Tax Difference Effect Difference Effect Difference Effect Rs.'000         Rs.'000	Temporary   Tax   Temporary   Difference   Effect   Difference   Difference   Effect   Difference   Dif

Deferred Tax of Rs. 357.113 million relates to the temporary differences of the brought forward balances of Assets Leased to Customers which has been adjusted against the Retained Profits brought forward in accordance with the Sri Lanka Accounting Standard No. 14 on Income Taxes.

# 29. Debentures

As at December 31, 2006, debentures consisted of 6,680,440 Unsecured Subordinated Redeemable Debentures of Rs. 1,000/- each issued by the Bank in 2003, 2004, 2005 and 2006.

As at December 31, 2005, debentures consisted of 4,553,410 Unsecured Subordinated Redeemable Debentures of Rs. 1,000/- each issued by the Bank in 2003, 2004, and 2005.

		Bank	Group		
	2006 Rs.'000	2005 Rs.'000	2006 Rs.'000	2005 Rs.'000	
As at beginning of the year	4,553,410	3,244,410	4,553,410	3,244,410	
Issued during the year	2,127,030	1,309,000	2,127,030	1,309,000	
Redeemed during the year	-	_	-	_	
As at end of the year	6,680,440	4,553,410	6,680,440	4,553,410	

								Bank
	lombo Stock	Interest	Allotment	Maturity	Effective	Annual Yield		Value as at December 31
60				•				
	Exchange	Payable	Date	Date	2006	2005	2006	2005
	Listing	Frequency					Rs. '000	Rs. '000
Debenture Categories								
Fixed Rate								
2003/2008 - 10.00% p.a.	Listed	Quarterly	12.05.2003	12.05.2008	10.38%	10.38%	115,890	115,890
2005/2010 - 12.00% p.a.	Not listed	Annually	10.10.2005	10.10.2010	12.00%	12.00%	284,000	284,000
2006/2011 - 12.00% p.a.	Not listed	Annually	16.05.2006	16.05.2011	12.00%	-	15,000	-
2006/2016 - 13.25% p.a.	Not listed	Annually	16.05.2006	16.05.2016	13.25%	-	505,000	-
2006/2011 - 13.50% p.a.	Listed	Annually	18.12.2006	18.12.2011	13.50%	-	527,800	-
2006/2013 - 13.75% p.a.	Listed	Annually	18.12.2006	18.12.2013	13.75%	-	250	-
2006/2016 - 14.00% p.a.	Listed	Annually	18.12.2006	18.12.2016	14.00%	-	467,260	-
							1,915,200	399,890
Floating Rate								
2003/2008 - 3 months TB rate (Net) + 2% p.a.	Listed	Quarterly	12.05.2003	12.05.2008	12.79%	10.77%	2,128,520	2,128,520
2004/2009 - 3 months TB rate (Net) + 2% p.a.	Not listed	Quarterly	01.10.2004	01.10.2009	12.79%	10.77%	1,000,000	1,000,000
2005/2010 - 3 months TB rate (Net) + 2% p.a.	Not listed	Quarterly	10.10.2005	10.10.2010	12.79%	11.65%	120,000	120,000
2005/2010 - 3 months TB rate (Gross) + 1% p.a.	Not listed	Quarterly	10.10.2005	10.10.2010	12.94%	11.73%	905,000	905,000
2006/2011 - 3 months TB rate (Net) + 2% p.a.	Not listed	Quarterly	16.05.2006	16.05.2011	12.82%	_	15,000	_
2006/2011 - 3 months TB rate (Gross) + 1% p.a.	Not listed	Quarterly	16.05.2006	16.05.2011	12.97%	_	465,000	_
2006/2011 - 12 months TB rate (Gross) + 1% p.	a. Listed	Annually	18.12.2006	18.12.2011	15.19%	-	131,020	-
2006/2013 - 12 months TB rate (Gross) + 1% p.	a. Listed	Annually	18.12.2006	18.12.2013	15.19%	-	300	-
2006/2016 - 12 months TB rate (Gross) + 1% p.	a. Listed	Annually	18.12.2006	18.12.2016	15.19%	-	400	-
							4,765,240	4,153,520
Total debentures as at end of the year							6,680,440	4,553,410

3 months TB rate (Gross) - three months Treasury Bill rate before 10% Withholding Tax rate as published by the Central Bank of Sri Lanka immediately prior to the commencement of each interest period.

3 months TB rate (Net) - three months Treasury Bill rate after 10% Withholding Tax rate as published by the Central Bank of Sri Lanka immediately prior to the commencement of each interest period.

12 months TB rate (Gross) - twelve months Treasury Bill rate before 10% Withholding Tax rate as published by the Central Bank of Sri Lanka immediately prior to the commencement of each interest period.

# 30. Share Capital

		Bank		
	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Authorised				
250,000,000 Ordinary Voting Shares of Rs. 10/- each 50,000,000 Ordinary Non-Voting Shares of	2,500,000	2,500,000	2,500,000	2,500,000
Rs. 10/- each 200,000,000 Cumulative Redeemable	500,000	500,000	500,000	500,000
Preference Shares of Rs. 10/- each	2,000,000	2,000,000	2,000,000	2,000,000
	5,000,000	5,000,000	5,000,000	5,000,000
Issued & Fully Paid				
Ordinary Shares - Voting				
Opening balance - 132,780,522 shares of				
Rs. 10/- each (65,029,769 shares in 2005 ) Issue of 1,361,591 shares of Rs. 10/- each	1,327,806	650,298	1,327,806	650,298
under Employee Share Option Plan	_	13,616	_	13,616
Bonus Issue of 66,389,162 shares of Rs. 10/- each	_	663,892	-	663,892
Issue of 737,742 Shares of Rs. 10/- each				
under Employee Share Option Plan	7,377		7,377	
Closing balance - 133,518,264 shares of Rs. 10/- each				
(132,780,522 shares in 2005)	1,335,183	1,327,806	1,335,183	1,327,806
Ordinary Shares - Non-Voting				
Opening balance - 9,300,460 shares of Rs. 10/- each (4,650,230 shares in 2005)	93,003	46,501	93,003	46,501
Bonus Issue of 4,650,230 shares of Rs. 10/- each	95,005	46,502	95,005	46,502
Closing balance - 9,300,460 shares of Rs. 10/- each				
(9,300,460 shares in 2005)	93,003	93,003	93,003	93,003
13% Cumulative Redeemable Preference Shares		<del></del>		
Opening balance - 90,655,500 shares of Rs. 10/- each	1			
(90,655,500 Shares in 2005)	906,555	906,555	906,555	906,555
Redemption of shares during the year	(906,555)	_	(906,555)	_
Closing balance - Nil (90,655,500 Shares in 2005)	_	906,555		906,555
11.25% Cumulative Redeemable Preference Share	s			
Opening balance - 100,000,000 shares of Rs. 10/- each	1,000,000	1,000,000	1,000,000	1,000,000
Redemption of shares during the year				
Closing balance - 100,000,000 shares of Rs. 10/- each	1,000,000	1,000,000	1,000,000	1,000,000
Total	2,428,186	3,327,364	2,428,186	3,327,364

These shares are quoted in the Colombo Stock Exchange.

Rs. 906.555 million worth 13% Cumulative Redeemable Preference Shares were alloted on September 21, 2001 and were redeemed on September 20, 2006. An equivalent amount was transferred to the Capital Redemption Reserve Fund out of the Post Tax Profits.

The 11.25% Cumulative Redeemable Preference Shares were alloted on May 13, 2003 and will be redeemed on May 12, 2008. Bank intends to build up a Capital Redemption Reserve Fund out of the profits otherwise available for dividends on redemption of these Preference Shares.

# **Employee Share Option Plan**

The Bank obtained the approval of the shareholders at an Extraordinary General Meeting held in September 2002, to introduce an Employee Share Option Plan for the benefit of all the executive officers in Grade III and above by creating up to 5% of the ordinary voting shares at the rate of 1.25% shares each year over a period of four years, upon the Bank achieving specified performance targets.

The details relating to the four tranches of the Employee Share Option Plan are given below:

Tranche	No. of Options (*)	Date given	Price (Rs.) (**)	Exercisable between	Exercised as at end of the year
I	650,000	March 31, 2003	147.84	April 01, 2004 to March 31, 2008	624,857
II	812,500	March 31, 2004	168.00	April 01, 2005 to March 31, 2009	774,674
III	1,637,947	March 31, 2005	163.00	April 01, 2006 to March 31, 2010	729,485
IV	1,659,756	March 31, 2006	161.74	April 01, 2007 to March 31, 2011	_
	4,760,203				2,129,016

 $<sup>(^*) \</sup>quad \textit{Giving options under each tranche is based on the overall performance of the Bank for each year.}$ 

The number of options given to the Managing Director under tranches I, II, III & IV are 25,623, 30,753, 63,349 and 58,963 respectively.

# 31. Statutory Reserve Fund

		Bank		Group
	2006	2005	2006	2005
	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Opening balance	1,421,000	1,009,000	1,421,819	1,009,819
Add: Transfer during the year	7,500	412,000	7,500	412,000
Closing balance	1,428,500	1,421,000	1,429,319	1,421,819

The balance in the Statutory Reserve Fund account will be used only for the purposes specified in the Section 20 (2) of the Banking Act No. 30 of 1988.

# 32. Reserves

	Bank		Group
2006	2005	2006	2005
Rs.'000	Rs.'000	Rs.'000	Rs.'000
1,728,793	1,679,604	1,728,793	1,679,604
1,288,177	1,288,177	1,288,177	1,288,177
3,016,970	2,967,781	3,016,970	2,967,781
7,978,158	7,625,000	7,978,158	7,625,000
906,555	_	906,555	-
(416,049)	-	(416,049)	-
500,521	427,238	673,321	611,609
8,969,185	8,052,238	9,141,985	8,236,609
11,986,155	11,020,019	12,158,955	11,204,390
	Rs.'000  1,728,793 1,288,177 3,016,970  7,978,158 906,555 (416,049)  500,521 8,969,185	2006 Rs.'000     2005 Rs.'000       1,728,793 1,288,177     1,679,604 1,288,177       3,016,970     2,967,781       7,978,158 906,555     7,625,000 -       (416,049)     -       500,521 8,969,185     427,238 8,052,238	2006 Rs.'000         2005 Rs.'000         2006 Rs.'000           1,728,793 1,288,177         1,679,604 1,288,177         1,288,177 3,016,970         1,288,177 2,967,781         1,288,177 3,016,970           7,978,158 906,555         7,625,000 906,555         7,978,158 906,555         906,555           (416,049)         -         (416,049)           500,521 8,969,185         427,238 8,052,238         673,321 9,141,985

<sup>(\*\*)</sup> Determined on the basis of the weighted average price of the voting shares of the Bank between October 1 and December 31 of each year, for which options are given to eligible employees.

# 32 (a) Share Premium Account

		Bank		Group
	2006 Rs.'000	2005 Rs.'000	2006 Rs.'000	2005 Rs.'000
Opening balance Proceeds from issue of shares under	1,679,604	2,186,874	1,679,604	2,186,874
Employee Share Option Plan	52,686	203,124	52,686	203,124
Utilised for the bonus issue of shares	-	(710,394)	-	(710,394)
Writing-off of debenture issue expenses	(3,497)	-	(3,497)	_
Closing balance	1,728,793	1,679,604	1,728,793	1,679,604

Share Premium account is generally used for bonus issue of ordinary shares and writing-off of share and debenture issue expenses as per Section 58 (2) of the Companies Act No. 17 of 1982.

#### 32 (b) Revaluation Reserve

The Revaluation Reserve relates to revaluation of Land & Buildings and represents the increase in the fair value of the Land & Buildings as at December 31, 2004, the date of revaluation.

The Licensed Commercial Banks are allowed to carry out revaluation of their Land & Buildings every seven years and treat 50% of the surplus as supplementary capital in the Tier II of their Capital Base in the computation of Risk-Weighted Capital Adequacy Ratio.

#### 32 (c) General Reserve

		Bank		Group
	2006 Rs.'000	2005 Rs.'000	2006 Rs.'000	2005 Rs.'000
Opening balance	7,625,000	6,545,000	7,625,000	6,545,000
Transfer to Foreign Currency Translation				
Reserve due to changes in accounting po	licy <b>404,375</b>	_	404,375	_
Prior year adjustment for Deferred Tax				
on Leased Assets	(357,113)	_	(357,113)	_
Appreciation in the value of investment in				
Comtrust Equity Fund	118,396	_	118,396	_
Transfer from the Income Statement	187,500	1,080,000	187,500	1,080,000
Closing balance	7,978,158	7,625,000	7,978,158	7,625,000

This comprises amounts appropriated by the Board of Directors for the general banking reserve.

# 32 (d) Capital Redemption Reserve Fund

Opening balance	_	_	_	_
Add: Transfer from Income Statement	906,555	_	906,555	-
Closing balance	906,555		906,555	

This represents the nominal value of preference shares redeemed out of profits. The balance in this account can be used only for the purposes specified in Section 57 (5) of the Companies Act No. 17 of 1982.

# 32 (e) Foreign Currency Translation Reserve

Opening balance	_	_	_	-
Transfer due to changes in accounting policy	(404,375)	-	(404,375)	_
Net unrealised gains/(losses) for the year				
from the translation of Bangladesh operations	(11,674)	_	(11,674)	_
Closing balance	(416,049)		(416,049)	

This represents the gain/(loss) on translation of the Financial Statements of the Bangladesh Operations.

# 33. Maturity Analysis

# 33 (a) Bank

(i) An analysis of the total assets of the Bank as at December 31, based on the remaining period at the Balance Sheet date to the respective contractual maturity dates is given below:

	Up to 3 months Rs.'000	3 to 12 months Rs.'000	1 to 3 years Rs.'000	3 to 5 years Rs.'000	More than 5 years Rs.'000	Total as at 31.12.06 Rs.'000	Total as at 31.12.05 Rs.'000
Interest Earning Assets							
Cash and short-term funds	8,828,469	-	-	-	-	8,828,469	15,788,760
Balances with Central Banks	1,620,008	428,628	-	_	-	2,048,636	1,218,457
Government Treasury Bills and Bonds	11,675,920	364,389	-	-	-	12,040,309	11,410,083
Commercial paper	422,783	-	-	-	-	422,783	407,567
Securities purchased under							
resale agreements	4,593,089	-	-	-	-	4,593,089	808,135
Investments held to Maturity	98,500	669,387	434,999	50,452	-	1,253,338	1,814,103
Treasury Bonds maturing after one year	ar –	-	19,419,293	_	605,600	20,024,893	9,808,477
Loans and advances	67,778,837	25,168,220	32,721,331	12,244,898	12,618,753	150,532,039	118,763,027
	95,017,606	26,630,624	52,575,623	12,295,350	13,224,353	199,743,556	160,018,609
Non-Interest Earning Assets							
Cash and short-term funds	4,910,240	-	-	-	-	4,910,240	2,874,093
Balances with Central Banks	7,869,977	2,146,552	81,974	53,234	373,278	10,525,015	7,826,723
Dealing securities	144,896	-	-	-	-	144,896	182,243
Investments held for sale	131,842	86,550	-	-	-	218,392	-
Investments held to maturity	119,266	-	-	-	21,175	140,441	1,277,269
Investments in associate companies	-	-	-	-	44,331	44,331	107,081
Investments in subsidiary companies	-	-	-	-	433,681	433,681	433,681
Interest and fees receivable	1,638,893	-	-	-	-	1,638,893	1,183,626
Other assets	2,713,061	-	-	-	82,956	2,796,017	2,991,791
Property, Plant & Equipment	-	-	-	-	3,217,262	3,217,262	3,032,362
Intangible assets	-	-	-	-	161,529	161,529	149,985
	17,528,175	2,233,102	81,974	53,234	4,334,212	24,230,697	20,058,854
Total Assets	112,545,781	28,863,726	52,657,597	12,348,584	17,558,565	223,974,253	180,077,463
Percentage - 31.12.06	50.25	12.89	23.51	5.51	7.84	100.00	
Percentage - 31.12.05	54.96	15.48	15.86	5.45	8.25		100.00

(ii) An analysis of the total liabilities and shareholders' funds of the Bank as at December 31, based on the remaining period at the Balance Sheet date to the respective contractual maturity dates is given below:

	Up to 3 months Rs.'000	3 to 12 months Rs.'000	1 to 3 years Rs.'000	3 to 5 years Rs.'000	More than 5 years Rs.'000	Total as at 31.12.06 Rs.'000	Total as at 31.12.05 Rs.'000
Interest Bearing Liabilities							
Deposits from customers	103,620,353	28,329,639	931,771	612,107	5,259,444	138,753,314	115,224,576
Borrowings	6,068,836	9,905,262	2,272,465	235,190	462,363	18,944,116	13,425,857
Securities sold under							
repurchase agreements	12,169,829	2,152,758	7,419	-	-	14,330,006	11,389,174
Debentures	-	-	3,244,410	2,462,820	973,210	6,680,440	4,553,410
	121,859,018	40,387,659	6,456,065	3,310,117	6,695,017	178,707,876	144,593,017

	Up to 3 months Rs.'000	3 to 12 months Rs.'000	1 to 3 years Rs.'000	3 to 5 years Rs.'000	More than 5 years Rs.'000	Total as at 31.12.06 Rs.'000	Total as at 31.12.05 Rs.'000
Non-Interest Bearing Liabilities							
Deposits from customers	18,880,756	_	_	_	_	18,880,756	12,376,704
Dividends payable	112,500	-	-	-	-	112,500	230,352
Other liabilities	8,404,027	-	_	_	-	8,404,027	6,077,107
Tax payable	446,487	999,231	-	-	-	1,445,718	817,754
Deferred taxation	-	-	-	580,535	-	580,535	214,146
Share capital	-	-	1,000,000	-	1,428,186	2,428,186	3,327,364
Statutory Reserve Fund	-	-	-	_	1,428,500	1,428,500	1,421,000
Reserves	-	-	-	-	11,986,155	11,986,155	11,020,019
	27,843,770	999,231	1,000,000	580,535	14,842,841	45,266,377	35,484,446
Total Liabilities	149,702,788	41,386,890	7,456,065	3,890,652	21,537,858	223,974,253	180,077,463
Percentage - 31.12.06	66.83	18.48	3.33	1.74	9.62	100.00	
Percentage - 31.12.05	66.05	14.42	6.98	2.16	10.39		100.00

# 33 (b) Group

(i) An analysis of the total assets of the Group as at December 31, based on the remaining period at the Balance Sheet date to the respective contractual maturity dates is given below:

	Up to 3	3 to 12	1 to 3	3 to 5	More than	Total as at	Total as at
	months	months	years	years	5 years	31.12.06	31.12.05
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Interest Earning Assets							
Cash and short-term funds	8,828,469	-	-	-	-	8,828,469	15,788,760
Balances with Central Banks	1,620,008	428,628	-	-	-	2,048,636	1,218,457
Government Treasury Bills and Bor	nds 11,857,382	364,389	-	-	-	12,221,771	11,665,496
Commercial paper	422,783	-	-	-	-	422,783	407,567
Securities purchased under							
resale agreements	4,593,089	-	-	-	-	4,593,089	808,135
Investments held to maturity	98,500	669,387	434,999	50,452	-	1,253,338	1,814,103
Treasury Bonds maturing after one	year –	_	19,419,293	_	605,600	20,024,893	9,808,477
Loans and advances	67,778,209	25,138,377	32,650,954	12,243,557	12,618,752	150,429,849	118,679,369
	95,198,440	26,600,781	52,505,246	12,294,009	13,224,352	199,822,828	160,190,364
Non-Interest Earning Assets							
Cash and short-term funds	4,902,970	-	-	-	-	4,902,970	2,867,999
Balances with Central Banks	7,869,977	2,146,552	81,974	53,234	373,278	10,525,015	7,826,723
Dealing securities	144,896	-	-	-	-	144,896	182,243
Investments held for sale	140,555	260,704	-	-	-	401,259	-
Investments held to maturity	119,266	_	_	_	21,275	140,541	1,277,369
Investments in associate companies	s –	_	-	_	40,965	40,965	282,789
Interest and fees receivable	1,638,893	_	-	_	_	1,638,893	1,198,631
Other assets	2,722,494	_	-	_	120,488	2,842,982	2,919,779
Property, Plant & Equipment	-	_	-	_	3,437,522	3,437,522	3,238,039
Intangible assets	-	_	-	1,239	161,529	162,768	151,115
	17,539,051	2,407,256	81,974	54,473	4,155,057	24,237,811	19,944,687
Total Assets	112,737,491	29,008,037	52,587,220	12,348,482	17,379,409	224,060,639	180,135,051
Percentage - 31.12.06	50.31	12.95	23.47	5.51	7.76	100.00	
Percentage - 31.12.05	55.03	15.46	15.82	5.45	8.24		100.00

(ii) An analysis of the total liabilities and shareholders' funds of the Group as at December 31, based on the remaining period at the Balance Sheet date to the respective contractual maturity dates is given below:

	Up to 3 months Rs.'000	3 to 12 months Rs.'000	1 to 3 years Rs.'000	3 to 5 years Rs.'000	More than 5 years Rs.'000	Total as at 31.12.06 Rs.'000	Total as at 31.12.05 Rs.'000
Interest Bearing Liabilities							
Deposits from customers	103,620,008	28,329,639	931,771	612,107	5,259,444	138,752,969	115,114,009
Borrowings	6,068,836	9,905,262	2,272.465	235,190	462,363	18,944,116	13,425,857
Securities sold under							
repurchase agreements	12,156,886	2,152,758	7,419	_	_	14,317,063	11,386,147
Debentures	-	-	3,244,410	2,462,820	973,210	6,680,440	4,553,410
	121,845,730	40,387,659	6,456,065	3,310,117	6,695,017	178,694,588	144,479,423
Non-Interest Bearing Liabilities							
Deposits from customers	18,778,859	_	_	_	_	18,778,859	12,376,704
Dividends payable	112,500	-	-	-	-	112,500	230,352
Other liabilities	8,402,043	-	-	-	-	8,402,043	6,070,129
Tax payable	414,961	1,005,265	-	_	_	1,420,226	784,218
Deferred taxation	-	-	580,534	44,406	-	624,940	227,367
Share capital	-	-	1,000,000	-	1,428,186	2,428,186	3,327,364
Statutory Reserve Fund	-	-	-	-	1,429,319	1,429,319	1,421,819
Reserves	-	-	-	-	12,158,955	12,158,955	11,204,390
Minority Interest	-	-	-	-	11,023	11,023	13,285
	27,708,363	1,005,265	1,580,534	44,406	15,027,483	45,366,051	35,655,628
Total Liabilities	149,554,093	41,392,924	8,036,599	3,354,523	21,722,500	224,060,639	180,135,051
Percentage - 31.12.06	66.75	18.47	3.59	1.50	9.69	100.00	
Percentage - 31.12.05	65.87	14.48	6.98	2.17	10.50		100.00

Notes (i) Loans and advances are shown net of interest in suspense and provision for bad & doubtful debts.

## 34. Commitments and Contingencies

34 (a) In the normal course of business the Bank makes various irrevocable commitments and incurs certain contingent liabilities with legal recourse to its customers. Even though these obligations may not be recognised on the balance sheet, they do contain credit risk and are therefore form part of the overall risk of the Bank. No material losses are anticipated as a result of these transactions.

		Bank	Grou		
	2006	2005	2006	2005	
	Rs.'000	Rs.'000	Rs.'000	Rs.'000	
Commitments					
Commitments for unutilised facilities					
(direct advances)	14,293,339	14,248,496	14,293,339	14,248,496	
Contingent Liabilities					
Acceptances	4,937,977	4,517,958	4,937,977	4,517,958	
Documentary credits	9,591,240	9,373,307	9,591,240	9,373,307	
Guarantees	17,432,290	14,064,651	17,432,290	14,064,651	
Bills for collection	5,016,267	4,346,833	5,016,267	4,346,833	
	36,977,774	32,302,749	36,977,774	32,302,749	
Forward exchange contracts (net)	2,352,805	602,708	2,352,805	602,708	
	39,330,579	32,905,457	39,330,579	32,905,457	
Total commitments and contingencies	53,623,918	47,153,953	53,623,918	47,153,953	

<sup>(</sup>ii) Balances with Central Banks have been apportioned into the maturity groups based on the maturity pattern of the deposits liable for Statutory Reserve Requirements.

<sup>(</sup>iii) Demand and savings deposits have been classified into the up to 3 months category. However, the major part of these deposits represents core retail deposits with longer term maturity.

<sup>(</sup>iv) Shareholders' funds excluding Cumulative Redeemable Preference Shares are classified into the more than 5 years category since no contractual date of maturity can be identified. However, these funds are available and have in fact been used for financing assets with lesser maturity periods.

## 34 (b) Litigation against the Bank

Litigation is a common occurance in the banking industry due to the nature of the business. The Bank has an esablished protocol for dealing with such legal claims. Once professional advice has been obtained and the amount of damages reasonably estimated, the Bank makes adjustments to account for any adverse effects which the claims may have on its financial standing. At year end, the Bank had several such unresolved legal claims.

- (i) Court action has been initiated by a customer in proceedings Number 36/96 (i) to claim a sum of Rs. 183.050 million on account of a forward exchange contract. Judgement was delivered in favour of the Bank dismissing the plaintiff's action but the plantiff has appealed against the judgement. The Bank is defending the action.
- (ii) Judgement was delivered on September 21, 1995 on the Court action initiated by a customer in proceedings Number 93650/M to claim a sum of approximately Rs. 6.000 million relating to a dispute over the payment by the Bank of several cheques alleged to have been forged. The Bank has appealed against the judgement. The judgement relating to the appeal has been reserved.
- (iii) Three Labour Tribunal cases filed by three ex-employees on termination of employment are pending against the Bank. In addition, the Bank has appealed against the order of the Labour Tribunal in three other cases.
- (iv) Court action has been initiated by a customer in proceedings Number 25831/MR to claim a sum of Rs. 2.880 million together with interest o/a of an interest refund claimed on a Current Account. Written submissions have been filed by both parties. Judgement due on March 29, 2007.
- (v) Court action has been initiated by a customer in proceedings Number 282/2002 (1) restraining the Bank from paying a sum of Rs. 13.350 million on a bank guarantee. The case has been referred to Commercial High Court and is yet to be called up. The Bank has obtained a counter guarantee from an insurance company.
- (vi) Court action has been initiated by a customer in proceedings Number 27485/MR to recover a sum of Rs. 15.204 million in damages in relation to alleged wrongful payment of a cheque for Rs. 0.024 million and alleged incorrect remark on two other cheques for values of Rs. 0.500 million and Rs. 0.180 million that have been returned. Bank is defending the action.
- (vii) Court action has been initiated by a customer in proceedings Number 25085/MR to recover a sum of US \$ 27,500 alleged to have been paid by the Bank by debiting the account without authority of the customer. Bank has paid this amount in pursuance of a counter guarantee issued by the Bank. Both parties are required to file written submissions on March 30, 2007.
- (viii) Court action has been initiated by a customer in proceedings Number 36542/MR to recover a sum of Rs. 0.400 million and interest thereon and a further sum of Rs. 1.000 million from the Bank on an alleged breach of contract. Legal opinion has been obtained by the Bank and the Bank is defending the action.
- (ix) Court action has been initiated by a customer in proceedings Number 1336/M to claim a sum of Rs. 0.200 million and interest thereon relating to a dispute over the alleged non-payment by the Bank of two cheques when instructions were given to honour them and alleged payment by the Bank of another cheque when instructions were given not to do so. The Bank is defending the action.
- (x) Court action has been initiated by a person against the Bank and an executive of the Bank in proceedings Number 45937/MR to claim a sum of Rs. 20.000 million for allegedly advising a customer of the Bank against signing as a guarantor for a loan to be obtained by the person from a finance company. The Bank is defending the action.

# **35. Capital Commitments**

Capital expenditure approved by the Board of Directors for which provision has not been made in these Financial Statements amounted to approximately:

		Bank	Group		
	2006	2005	2006	2005	
<u> </u>	Rs.'000	Rs.'000	Rs.'000	Rs.'000	
Approved and contracted for	186,920	5,711	186,920	5,711	
Approved but not contracted for	45,350	24,950	45,350	24,950	
	232,270	30,661	232,270	30,661	

# 36. Financial Reporting by Segment as per the Provisions of Sri Lanka Accounting Standard No. 28 - Group

# (a) Business Segments

For the year ended	1	Banking	Lea	asing	De	ealing	Prope Investr	•	Elimina		T	otal
December 31,	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005	2006	2005
December or,	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000	Rs.'000
Revenue from exter	nal custome	rs										
Interest	15,799,299	10,203,897	-	-	2,612,078	2,258,180	-	-	-	-	18,411,377	12,462,077
Exchange profit	785,387	97,047	-	-	653,621	489,868	-	-	-	-	1,439,008	586,915
Lease income	-	-	1,125,851	831,741	-	-	-	-	-	-	1,125,851	831,741
Commissions	2,010,197	1,756,609	-	-	994	3,010	-	-	-	-	2,011,191	1,759,619
Other income	278,790	205,078	-	-	4,730	(64,585)	1,014,302	338,836	166,617	105,696	1,464,439	585,025
Total revenue from												
external customers	18,873,673	12,262,631	1,125,851	831,741	3,271,423	2,686,473	1,014,302	338,836	166,617	105,696	24,451,866	16,225,377
Inter-segment revenue	-	-	-	-	-	-	-	-	-	-	-	-
Total revenue	18,873,673	12,262,631	1,125,851	831,741	3,271,423	2,686,473	1,014,302	338,836	166,617	105,696	24,451,866	16,225,377
Segment result	5,545,303	3,515,591	659,677	802,716	354,638	314,781	1,014,302	338,836	166,617	105,696	7,740,537	5,077,620
Unallocated expenses											(3,481,838)	(1,510,034)
Profit from operations											4,258,699	3,567,586
Net financing costs											-	-
Income from associates											62,454	100,462
Income tax expense											(2,248,751)	(1,309,969)
Minority interest											(1,695)	(1,641)
Net profit for the year											2,070,707	2,356,438

Investments Unallocated		
As at December 31, 2006 2005 2006 2005 2006 2005 2006 2005	2006	2005
Rs.'000	Rs.'000	Rs.'000
Other Information		
Segment assets 165,603,473 122,523,252 9,421,479 7,005,167 39,536,550 39,693,679 1,538,775 3,273,715 7,919,397 7,356,449 224,	19,674	179,852,262
Investment in associates <b>40,965</b> 282,789	40,965	282,789
Unallocated assets	-	-
Total assets 224,	60,639	180,135,051
Segment liabilities 147,048,178 106,792,334 9,421,479 7,005,167 39,536,550 39,693,679 1,579,740 3,556,504 10,447,209 7,120,509 208,	33,156	164,168,193
Unallocated liabilities – – – – – – – – – –	_	_
Total liabilities 208,	33,156	164,168,193
For the year		
December 31, 2006 2005 2006 2005 2006 2005 2006 2005 2006 2005	2006	2005
<b>Rs.'000</b> Rs.'000 <b>Rs.'000</b> Rs.'000 Rs.'000 Rs.'000 Rs.'000 Rs.'000 Rs.'000 Rs.'000 Rs.'000	Rs.'000	Rs.'000
Information on Cash Flows		
Cash flows from	.= .=	
	15,881)	1,164,746
Cash flows from investing activities 1,961,187 122,404 (11,637,215) 643,163 821,145 (489,385) (8,	54,883)	276,182
investing activities 1,961,187 122,404 (11,637,215) 643,163 821,145 (489,385) (8, Cash flows from	J4,00J)	2/0,182
	70,556	5,810,679
	25,112)	(730,564)

# (b) Geographical Segments

				Bank				Group
		2006		2005		2006		2005
	Rs.'000	%	Rs.'000	%	Rs.'000	%	Rs.'000	%
Assets								
Domestic Operations	184,674,125	82.45	144,922,969	80.48	184,760,511	82.46	144,980,557	80.49
Overseas Operations	16,555,284	7.39	13,104,682	7.28	16,555,284	7.39	13,104,682	7.27
Off-shore Banking Centre	22,744,844	10.16	22,049,812	12.24	22,744,844	10.15	22,049,812	12.24
	223,974,253	100.00	180,077,463	100.00	224,060,639	100.00	180,135,051	100.00
Income								
Domestic Operations	20,799,141	85.00	13,293,660	82.58	20,781,537	84.99	13,419,392	82.70
Overseas Operations	1,884,133	7.70	1,591,320	9.88	1,884,133	7.71	1,591,320	9.81
Off-shore Banking Centre	1,786,196	7.30	1,214,665	7.54	1,786,196	7.30	1,214,665	7.49
	24,469,470	100.00	16,099,645	100.00	24,451,866	100.00	16,225,377	100.00
Profit before Tax								
Domestic Operations	2,818,739	66.90	2,684,558	73.71	2,926,347	67.73	2,710,646	73.90
Overseas Operations	809,971	19.22	451,639	12.40	809,971	18.74	451,639	12.31
Off-shore Banking Centre	584,835	13.88	505,763	13.89	584,835	13.53	505,763	13.79
	4,213,545	100.00	3,641,960	100.00	4,321,153	100.00	3,668,048	100.00
Profit after Tax								
Domestic Operations	1,148,360	57.06	1,842,787	77.94	1,208,134	58.29	1,836,626	77.89
Overseas Operations	385,387	19.15	121,775	5.15	385,387	18.60	121,775	5.16
Off-shore Banking Centre	478,881	23.79	399,678	16.91	478,881	23.11	399,678	16.95
	2,012,628	100.00	2,364,240	100.00	2,072,402	100.00	2,358,079	100.00

## 37. Directors' Interests in Contracts with the Company

om	pany	Relationship	Accommodation Granted/Deposit	Outstanding	
a)	Mr. M.J.C. Amarasuriya			As at 31.12.06 Rs.	As at 31.12.05 Rs.
	Pelwatte Sugar Ind. (Pvt.) Ltd.	Chairman	Loans & Advances	22,933,430	16,406,859
			Off Balance Sheet Accommodations	1,170,563	-
			Deposits	42,013,796	39,574,946
	Serendib Flour Mills (Pvt.) Ltd.	Chairman	Loans & Advances	339,439,803	202,214,341
			Off Balance Sheet Accommodations	61,072,739	324,993,888
			Deposits	86,068,046	60,466,147
	Unimo Enterprises Ltd.	Chairman	Loans & Advances	112,691,380	98,823,339
			Off Balance Sheet Accommodations	32,074,322	3,511,534
			Deposits	18,445	
	United Motors Lanka Ltd.	Chairman	Loans & Advances	97,239,058	273,625,286
		(since resigned)	Off Balance Sheet Accommodations	39,850,159	14,896,919
			Deposits	178,394	11,173,130
	Property Development Ltd.	Chairman	Deposits	3,005,527	157,836
	UML Agencies & Distributors Ltd.	Chairman	Deposits	118	_
	Unawatuna Beach Resorts Ltd.	Chairman	Deposits	95	36,227
	Orient Motor Company Ltd.	Director	Loans & Advances	60,487,723	93,163,086
			Off Balance Sheet Accommodations	-	_
			Deposits	_	_
	TVS Lanka (Pvt) Ltd.	Director	Deposits	32,056	5,682

Mr. M.J.C. Amarasuriya, the Chairman of the Bank is also the Chairman of ONEzero Company Ltd., X-pertise Ltd., Commercial Fund Management (Pvt) Ltd., Commercial Bank Primary Dealer Ltd. and Equity Investments Lanka Ltd., Director of Commercial Leasing Company Ltd. and Technoconsult (Pvt) Ltd. He is also a Co-owner of Clodagh Western Estate. He is a Council Member of the University of Colombo - Science Faculty.

(b)	npany  Mr. J.S. Mather (Resigned on March 16,	Relationship	Accommodation Granted/Deposit	Balance Outstanding As at 31.12.06 Rs.	Balance Outstanding As at 31.12.05 Rs.
(n)	MI. J.S. Mattlet (hesigned on March 10,	2000)		ns.	ns.
	Acme Printing & Packaging	Director	Loans & Advances	15,718,340	13,804,669
			Off Balance Sheet Accommodations	-	4,543,440
			Deposits	144,838	126,203
	Chemical Industies (Colombo) Ltd.	Director	Loans & Advances	227,314	62,547,210
			Off Balance Sheet Accommodations	49,922,438	10,015,558
			Deposits	403,664	24,909,795
	David Peiris Motor Co. Ltd.	Director	Deposits	44,491,838	6,985,493
	Delmage Forsyth & Co. Ltd.	Director	Deposits	53,627	52,508

Mr. J.S. Mather, former Deputy Chairman (resigned on March 16, 2006) of the Bank was also a Director of Commercial Bank Primary Dealer Ltd., Commercial Development Co. Ltd. and Onezero Co. Ltd. He is a Director of Castallys (Pvt) Ltd., Comark Lanka (Pvt) Ltd., Delair Ltd., Delmege Air Services (Pvt) Ltd., Delmege Forsyth & Co (Shipping) Ltd., Lanka Aluminium Industries Ltd., Lanka Tours & Trades (Pvt) Ltd., Management Systems Ltd., Managers & Secretaries (Pvt) Ltd., Navigator Management (Pvt) Ltd. and SS L Business Services (Pvt) Ltd., a Partner of Lanka Tours & Trades Properties.

pany  Mr. B.R.L. Fernando	Relationship	Accommodation Granted/Deposit	Balance Outstanding As at 31.12.06 Rs.	Balance Outstanding As at 31.12.05 Rs.
Chemanex Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	12,126,609 13,832,994 87,323	20,705,894 24,635,607 21,153,573
Chemical Industies (Colombo) Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	227,314 49,922,438 403,664	62,547,210 10,015,558 24,909,795
CIC Agri Bio Tech (Pvt.) Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	- - 5,425,474	1,836,683 5,958,000 –
CIC Feeds (Pvt.) Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	473,596,099 82,349,259 750,594	463,211,135 396,398,063 –
CIC Fertilizers (Pvt.) Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	304,233,993 4,028,866 377,779	641,450,000 77,737,543
CIC Seeds (Pvt.) Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	56,795 7,579,119 981,916	8,654,456 41,383,802 807,889
CIC Vet Care (Pvt.) Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	61,970,189 19,437,128 2,000,070	51,317,047 39,110,799 2,200,845
Cisco Speciality Packaging (Pvt.) Ltd.	Chairman	Loans & Advances Off Balance Sheet Accommodations Deposits	41,230,509 - -	16,900,000 19,187,811 5,807,261
CIC Paints (Pvt.) Ltd.	Chairman	Deposits	9,452,236	4,835,687
CIC Environmental Management Liquid (Pvt) Ltd.	Chairman	Deposits	2,636	2,886
CIC Poultry Farms Ltd.	Chairman	Deposits	2,125,155	-
Paints & General Industries Ltd.	Director	Loans & Advances Off Balance Sheet Accommodations Deposits	199,463,924 13,578,847 349,237,194	349,630,984 11,394,467 171,638
Rainwear (Pvt) Ltd.	Director	Loans & Advances (US\$) Off Balance Sheet Accommodations Deposits	186,544 - 318,393	138,112 - 142,957
The Lighthouse Hotel Ltd.	Director	Loans & Advances Off Balance Sheet Accommodations Deposits	8,077,812 - 379,548	- - 371,691
Agro Enterprises Japan-Lanka (Pvt) Ltd.	Director	Deposits	434,935	_
Premier Electronics (Pvt) Ltd.	Director	Deposits	106,414	257,286
Link Natural Products (Pvt) Ltd.	Director	Deposits	330,810	2,156,355
Employees' Trust Fund	Director	Deposits	12,914,034	8,293,409

Mr. B.R.L Fernando, the Deputy Chairman of the Bank is also the Chairman of CIC Bio Security Breeder Farms Ltd., Mercantile Service Provident Society and Co-Chairman of Catholic Business Persons & Professionals. He is a Director of Commercial Bank Primary Dealer Ltd., Crop Management Services (Pvt) Ltd., National Enterprise Development Authority, First Capital Equities (Pvt) Ltd. and T-Plus (Pvt) Ltd. He is also the Trustee to Employers' Federation of Ceylon Ltd. and immediate past President of Japan-Sri Lanka Technical & Cultural Association.

Cor	npany	Relationship	Accommodation Granted/Deposit	Balance Outstanding As at 31.12.06	Balance Outstanding As at 31.12.05
(d)	Mr. A.L. Gooneratne			Rs.	Rs.
	Commercial Insurance Brokers (Pvt.) Ltd.	Director	Loans & Advances	48,401,000	84,394,281
			Off Balance Sheet Accommodations	2,625,000	2,650,000
			Deposits	14,766,362	4,642,613

Mr. A.L. Gooneratne, the Managing Director of the Bank is also a Director of Commercial Leasing Co. Ltd., Commercial Development Co. Ltd., Commercial Fund Management (Pvt) Ltd., Equity Investments Lanka Ltd., Commercial Bank Primary Dealer Ltd., ONEzero Co. Ltd. and X-pertise Ltd.

## (e) Dr. H.S. Wanasinghe

A Director of the Bank is also a Director of Commercial Development Co. Ltd.

(f)	mpany <b>Mr. A.N. Fonseka</b>	Relationship	Accommodation Granted/Deposit	Balance Outstanding As at 31.12.06 Rs.	Balance Outstanding As at 31.12.05 Rs.
	Post Graduate Institute of Management University of Sri Jayewardenepura	Member Governing Board	Loans & Advances Off Balance Sheet Accommodations	310,730 -	778,408
	omitorony or omenyonal nonopula	00 TOTT	Deposits	_	_
	Colombo Stock Exchange	Chairman	Deposits	1,127,739	457,944
	DFCC Stock Brokers (Pvt) Ltd.	Chairman	Deposits	168,692	2,255,380
	Lanka Industrial Estates Ltd.	Chairman	Deposits	29,712,891	24,656,186
	Lanka Ventures Ltd.	Chairman	Deposits	132,448	132,698
	National Asset Management Ltd.	Director	Deposits	392,643	76,591

Mr. A.N. Fonseka, a Director of the Bank is the General Manager/Chief Executive of DFCC Bank. He is also the Chairman of DFCC Consulting (Pvt) Ltd. and Synapsys Ltd. He is a Director of Onezero Company Ltd., Commercial Bank Primary Dealer Ltd. and Credit Information Bureau of Sri Lanka. He is a Member of the Governing Board of National Institute of Business Management.

Company  (g) Mr. L.J.A. Fernando	Relationship	Accommodation Granted/Deposit	Balance Outstanding As at 31.12.06 Rs.	Balance Outstanding As at 31.12.05 Rs.
Standard Trading Company Ltd.	Managing Director	Loans & Advances Off Balance Sheet Accommodations	1,462,256 -	1,426,256
		Deposits	-	-

Mr. L.J.A. Fernando, a Director of the Bank is also a Director at Classic International (Pvt) Ltd., L.F. Holdings (Pvt) Ltd., L.F. Teas (Pvt) Ltd., STC Logistics (Pvt) Ltd., STC Trading House (Pvt) Ltd., Motor Marvels (Pvt) Ltd., Frontier Automotive (Pvt) Ltd., Koboshu Corporation (Pvt) Ltd., Horana Plantations Ltd., Unidil Packaging (Pvt) Ltd., Ceytea Plantation Management Ltd., Research International (Pvt) Ltd. and Marlinkspike Property Developers (Pvt) Ltd.

Company  (h) Mr. D.S. Weerakkody	Relationship	Accommodation Granted/Deposit	Balance Outstanding As at 31.12.06 Rs.	Balance Outstanding As at 31.12.05 Rs.
Cornucopia Lanka Ltd.	Managing Director	Deposits	8.700	9,350
Chartered Institute of Management Accountants	Council Member	Deposits	20,523,735	2,430,548

Mr. D.S. Weerakkody, a Director of the Bank is also a Director of the DFCC Bank and SmithKline Beecham Ltd. He is also a Council Member of Sri Lanka Tennis Association.

## (i) Mr. Iyad M. Malas

A Director of the Bank is the Director of IFC South Asia.

10	npany	Relationship	Accommodation Granted/Deposit	Balance Outstanding As at 31.12.06	Balance Outstanding As at 31.12.05
	Deshamanya Ken Balendra			Rs.	Rs.
	Brandix Lanka Ltd.	Chairman	Loans & Advances (US\$)	3,200,000	4,500,000
			Off Balance Sheet Accommodations (US\$)	-	-
			Deposits (US\$)	2,230	1,723
	Ceylon Tobacco Co. Ltd.	Chairman	Loans & Advances	24,808,871	_
			Off Balance Sheet Accommodations	-	-
			Deposits	1,001,474,207	6,688,972
	Brandix Finishing Ltd.	Director	Loans & Advances (US\$)	1,025,981	293,472
			Off Balance Sheet Accommodations (US\$)	-	-
			Deposits (US\$)	11,237	-
	Brandix Apparel Ltd.	Director	Loans & Advances (US\$)	644,732	_
			Off Balance Sheet Accommodations (US\$)	-	-
			Deposits (US\$)	800,064	550,788
	Brandix Casual Wear Ltd.	Director	Loans & Advances (US\$)	324,704	748,189
			Off Balance Sheet Accommodations (US\$)	63,223	772,986
			Deposits (US\$)	-	-
	Brandix Intimate Apparels Ltd.	Director	Loans & Advances (US\$)	292,915	115,108
			Off Balance Sheet Accommodations (US\$)	-	-
			Deposits	1,031,935	2,480,191
	Phoenix Ventures Ltd.	Director	Loans & Advances	-	_
			Off Balance Sheet Accommodations	_	_
			Deposits	468,472	148,246
	Caltex Lubricants Lanka Ltd.	Director	Deposits	270,659	99,500

Deshamanya Ken Balendra, a Director of the Bank is also the Chairman of South Asia Regional Fund sponsored by the Commonwealth Development Corporation, Aureos Lanka Advisers Ltd - Investment Committee. He is a Director of Galle Face Hotels Ltd.

# (k) The following credit card facilities were outstanding as at December 31. The provision of Section 47 of the Banking Act No. 30 of 1988 have been complied with.

		As a	As at 31.12.06		at 31.12.05
Name of Director	Position	Balance	Security	Balance	Security
		Outstanding	Value	Outstanding	Value
		Rs.	Rs.	Rs.	Rs.
Mr. A.L. Gooneratne	Managing Director	21,241	300,000	_	_
Dr. H.S. Wanasinghe	Director	48,052	339,062	38,772	316,289

## **38. Related Party Transactions**

## 38.1 Transactions with Key Managerial Persons

**38.1.1** Key Managerial Persons include members of the Board of Directors of the Bank and Key Employees of the Bank holding directorships in Subsidiary and Associate Companies of the Bank.

The Bank carries out transactions in the ordinary course of its business on an arm's length basis at commercial rates with Key Managerial Persons. The Weighted Average Prime Lending Rate published by the Central Bank of Sri Lanka for the weeks ended June 30, 2006 and December 31, 2006 were 12.63% p.a. and 15.19% p.a. respectively. Except the loans that the Key Managerial persons have availed under the loan schemes uniformly applicable to all the staff at concessionary rates, the facilities granted to the Key Managerial Persons listed below have been at or above the prime lending rate that prevailed at the time of granting the facilities.

38.1.2 Loans & Advances in the names of Key Managerial Persons and their close family members are given below:

As at December 31,	2006 Rs.	2005 Rs.
Loans & Advances and other credit facilities	66,245,651	63,338,856

- 38.1.3 Directors' remuneration amounted to Rs. 33.074 million for the year 2006 (Rs. 27.851 million for 2005).
- **38.1.4** Post employment benefits paid to past Directors of the Bank amounted to Rs. 1.897 million for the year 2006 (Rs. 1.881 million for 2005).
- **38.1.5** The cumulative options alloted to Key Managerial Persons of the Bank under the Employee Share Option Plan (ESOP) 2002 were as follows:

As at December 31,	2006	2005
No. of cumulative options alloted	785,970	534,226

Note:

Non-Executive Directors of the Board are not entitled for options under the ESOP 2002.

38.1.6 Credit Card outstanding balances of Key Managerial Persons were as follows:

As at December 31,	2006 Rs.	2005 Rs.
Credit card outstanding balances	339,151	274,856

## 38.2 Entities controlled by Key Managerial Persons

The outstanding balances of Loans & Advances and other credit facilities of the entities in which the Key Managerial Persons have controlling interests, are given below:

As at December 31,	2006	<b>16</b> 2005	
	Rs.	Rs.	
Clodagh Western Estate			
Loans & Advances	335,683	306,219	
Off Balance Sheet Accommodations	_	_	

## 38.3 Transactions with Subsidiary Companies

The outstanding balances of Loans & Advances, other credit facilities and Deposits of the Subsidiary Companies of the Bank are given below:

As at December 31,	2006 Rs.	2005 Rs.
Commercial Development Co.Ltd.		
Loans & Advances	114,162,657	84,749,474
Off Balance Sheet Accommodations	-	_
Deposits	99,842,162	94,109,465
ONEzero Co. Ltd.		
Loans & Advances	-	-
Off Balance Sheet Accommodations	1,918,147	_
Deposits	2,048,921	16,103,079
Commercial Bank Primary Dealer Ltd.		
Loans & Advances	-	_
Off Balance Sheet Accommodations	-	_
Deposits	8,707,285	8,901,560
X-Pertise Ltd.		
Loans & Advances	396,373	355,254
Off Balance Sheet Accommodations	-	_
Deposits	345,409	353,929
Total		
Loans & Advances	114,559,030	85,104,728
Off Balance Sheet Accommodations	1,918,147	_
Deposits	110,943,777	119,468,033

## 38.4 Transactions with Associate Companies

The outstanding balances of Loans & Advances, other credit facilities and Deposits of the Associate Companies of the Bank are as follows:

As at December 31,	2006 Rs.	2005 Rs.
Commercial Leasing Co. Ltd.		
Loans & Advances	921,465,899	942,222,863
Off Balance Sheet Accommodations	13,914,443	5,668,458
Deposits	31,737,466	47,685,014
Equity Investments Lanka Ltd.		
Loans & Advances	1,194,161	-
Off Balance Sheet Accommodations	-	-
Deposits	1,686,213	1,988,626
Total		
Loans & Advances	922,660,060	942,222,863
Off Balance Sheet Accommodations	13,914,443	5,668,458
Deposits	33,423,679	49,673,640

## 38.5 Other Related Parties

The outstanding balances of Loans & Advances, other credit facilities and Deposits of other related parties of the Bank are as follows:

As at December 31,	2006 Rs.	2005 Rs.
DFCC Bank		
Loans & Advances	-	-
Off Balance Sheet Accommodations	-	_
Deposits	36,240,899	31,129,612

## 38.6 Retirement Pension Fund and Widows' and Orphans' Pension (W&OP) Scheme

During the year, the Board of Directors having considered various adverse implications of the current pension scheme of the Bank, approved a restructured plan, designed by Hewitt Outsourcing Services (India) Ltd., aimed at converting the current pension scheme from a Defined Benefit Plan to a Defined Contribution Plan.

The Bank provided Rs. 1,811.594 million and Rs. 2.241 million to Pension Fund & W&OP Scheme respectively for the year ended December 31, 2006. (Rs. 229.454 million and Rs. 6.517 million for the Pension Fund & W&OP Scheme respectively for the year ended December 31, 2005).

## 39. Interest Rate Swaps

- (a) The Bank has entered into a swap agreement with Commercial Leasing Company, which is an Associate Company of the Bank, for a notional value of Rs. 500.000 million for a period of 3 years in August 2005, where the Bank pays interest at a floating rate at the Average Weighted Prime Lending Rate (AWPLR), whereas Commercial Leasing Company pays interest at a fixed rate of 12.50% p.a. Further, the Bank received Rs. 2.500 million as a commitment fee for facilitating the swap arrangement.
- (b) The Bank has entered into a swap agreement with the Hongkong and Shanghai Banking Corporation Ltd. (HSBC) for a notional value of US \$ 5.000 million for a period of 3 years in September 2006, where the Bank pays interest at a floating rate at 6 months London Inter-Bank Offered Rate (LIBOR), whereas HSBC Ltd. pays interest at a fixed rate of 5.12% p.a.

#### 40. Events After the Balance Sheet Date

No circumstances have arisen since the Balance Sheet date which would require adjustments to or disclosure in the Financial Statements other than the following:

- (a) The Board of Directors of the Bank announced its decision to look into the feasibility of merging the Bank with NDB bank subject to the receipt of necessary regulatory and shareholder approvals.
- (b) The Board of Directors of the Bank, at a meeting held on January 31, 2007, recommended a rights issue of ordinary shares on the basis of three new ordinary shares for each ten existing shares to be followed by a Scrip Issue of ordinary shares on the basis of one ordinary share for every three ordinary shares on the enhanced share capital consequent to the Rights Issue.
- (c) The Bank disposed its investment in Commercial Fund Management (Pvt) Ltd., an Associate Company of the Bank on January 23, 2007.

			Bank			Group
For the year ended December 31,	2006	2005	Change	2006	2005	Change
	US\$ '000	US\$ '000	%	US\$ '000	US\$ '000	%
Income	227,624	157,809	44.24	227,460	159,041	43.02
Interest income	181,691	127,758	42.21	181,742	130,306	39.47
Less: Interest expenses	111,206	70,830	57.00	111,113	73,108	51.98
Net interest income	70,485	56,928	23.81	70,629	57,198	23.48
Foreign exchange profit	13,386	5,753	132.68	13,386	5,753	132.68
Fee and commission income	18,710	17,249	8.47	18,709	17,248	8.47
Other income	13,837	7,049	96.30	13,623	5,734	137.58
	116,418	86,979	33.85	116,347	85,933	35.39
Less: Operating expenses						
Personnel costs	23,811	20,860	14.15	23,872	21,014	13.60
Premises, equipment and	12.046	11 400	14.00	10.075	11 007	1450
establishment expenses  Provision for staff retirement benefits	13,046 16,873	11,406 2,313	14.38 629.49	12,875 16,873	11,237 2,313	14.58 629.49
Loan losses and provisions	6,094	4,066	49.88	6,094	4,066	49.88
Other overhead expenses	17,398	12,635	37.70	17,017	12,334	37.97
other overhead expenses	77,222	51,280	50.59	76,731		50.56
			50.59	70,731	50,964	50.56
Profit from operations	39,196	35,699	9.80	39,616	34,969	13.29
Add/(Less): Share of profit/(Loss)						
before tax of Associate Companies			-	581	985	(41.02)
Profit before taxation	39,196	35,699	9.80	40,197	35,954	11.80
Less: Provision for taxation	20,474	12,524	63.48	20,919	12,840	62.92
Profit after taxation	18,722	23,175	(19.21)	19,278	23,114	(16.60)
Attributable to:						
Equityholders of the parent	_	-	-	19,262	23,098	(16.61)
Minority Interest	_	-	-	16	16	_
			-	19,278	23,114	(16.60)
Basic Earnings per Ordinary Share	0.12	0.15	(20.00)	0.12	0.15	(20.00)
Diluted Earnings per Ordinary Share	0.12	0.14	(14.29)	0.12	0.14	(14.29)
Dividend per Ordinary Share	0.05	0.04	25.00	0.05	0.04	25.00
2as.ia por oraniary onaro			20.00			20.00

Exchange Rate of 1 US Dollar was Rs. 107.50 as at 31.12.2006 (Rs. 102.02 as at 31.12.2005 ).

# **US DOLLAR ACCOUNTS**

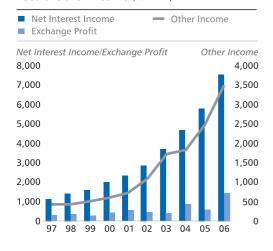
The Income Statement and the Balance Sheet given on pages 156 and 157 are solely for the convenience of shareholders, investors, bankers and other users of Financial Statements and do not form part of the Financial Statements.

			Bank			Group
As at December 31,	2006 US\$ '000	2005 US\$ '000	Change %	2006 US\$ '000	2005 US\$ '000	Change %
ACCETO	- σοφ σοσ		/0			
ASSETS	107 000	100.000	(20.14)	107 704	100.074	(20.15)
Cash and short-term funds	127,802	182,933	(30.14)	127,734	182,874	(30.15)
Balances with Central Banks	116,964	88,661	31.92	116,964	88,661	31.92
Government Treasury Bills and Bonds	112,003	111,842	0.14	113,691	114,345	(0.57)
Commercial paper Securities purchased under	3,933	3,995	(1.55)	3,933	3,995	(1.55)
re-sale agreements	42,726	7,921	439.40	42,726	7,921	439.40
Dealing securities	1,348	1,786	(24.52)	1,348	1,786	(24.52)
Investments held for sale	2,032	-	-	3,733	_	-
Investments held to maturity	12,965	30,302	(57.21)	12,966	30,303	(57.21)
Treasury Bonds maturing after one year	=	96,143	93.75	186,278	96,143	93.75
Bills of Exchange	30,588	27,351	11.84	30,588	27,351	11.84
Loans & advances	1,281,171	1,067,283	20.04	1,281,118	1,067,280	20.04
Lease receivable within one year	28,237	24,350	15.96	27,968	24,115	15.98
Lease receivable from one to five years	60,141	45,052	33.49	59,512	44,471	33.82
Lease receivable after five years	162	78	107.69	162	78	107.69
	2,006,350	1,687,697	18.88	2,008,721	1,689,323	18.91
Investments in associate companies	412	1,050	(60.76)	381	2,772	(86.26)
Investments in subsidiary companies	4,034	4,251	(5.10)	_	_	-
Interest and fees receivable	15,246	11,602	31.41	15,246	11,749	29.76
Other assets	26,008	29,328	(11.32)	26,447	28,621	(7.60)
Property, Plant & Equipment	29,928	29,723	0.69	31,977	31,739	0.75
Intangible assets	1,503	1,470	2.24	1,514	1,481	2.23
Total Assets	2,083,481	1,765,121	18.04	2,084,286	1,765,685	18.04
LIABILITIES						
Deposits from customers	1,466,363	1,250,748	17.24	1,465,412	1,249,664	17.26
Dividends payable	1,047	2,258	(53.63)	1,047	2,258	(53.63)
Borrowings	176,224	131,220	34.30	176,224	131,220	34.30
Securities sold under						
re-purchase agreements	133,302	111,637	19.41	133,182	111,607	19.33
Other liabilities	78,177	59,948	30.41	78,159	59,880	30.53
Tax payable	13,449	8,016	67.78	13,211	7,687	71.86
Deferred taxation	5,400	2,099	157.27	5,813	2,229	160.79
Debentures	62,144	44,633	39.23	62,144	44,633	39.23
	1,936,106	1,610,559	20.21	1,935,192	1,609,178	20.26
SHAREHOLDERS' FUNDS						
Share capital	22,588	32,615	(30.74)	22,588	32,615	(30.74)
Statutory Reserve Fund	13,288	13,929	(4.60)	13,296	13,937	(4.60)
Reserves	111,499	108,018	3.22	113,107	109,825	2.99
Shareholders' funds	147,375	154,562	(4.65)	148,991	156,377	(4.72)
Minority Interest	_	_		103	130	(20.77)
Total shareholders' funds and						,
Minority interest	147,375	154,562	(4.65)	149,094	156,507	(4.74)
Total liabilities, shareholders' funds			( /			, ,,
and minority interest	2,083,481	1,765,121	18.04	2,084,286	1,765,685	18.04
Commitments and contingencies	498,827	462,203	7.92	498,827	462,203	7.92
Net Assets Value per Ordinary Share (US	\$) 0.97	0.95	2.11	0.98	0.96	2.08
•						

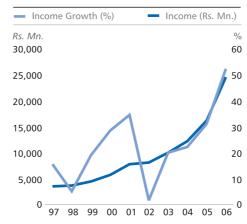
 $\textit{Exchange Rate of 1 US Dollar was Rs. 107.50 as at 31.12.2006 (Rs. \ 102.02 as at 31.12.2005). } \\$ 

	BANK'S Interest	PRINCIPAL ACTIVITY	DIRECTORS		2006 Rs. mn.	2005 Rs.mn.
Subsidiary Companies						
Commercial Bank Primary Dealer Ltd. 'Commercial House', 21, Bristol Street, Colombo 1. Tel:2445010-15, 2336700, 2328193-5, 2332319 Incorporated on October 18, 1999 (Ceased operations on September 30, 2005)	100.0%	Primary Dealer for Government Securities	M.J.C. Amarasuriya (Chairman) B.R.L. Fernando A.L. Gooneratne A.N. Fonseka G.L.H. Premaratne R. Samaranayake W.M.R.S. Dias D.S. Weeratunge L.W.P. Indrajith (Company Secretary)	Total assets Net assets Profit before tax Profit after tax Dividend rate (%)	214.929 207.577 19.325 12.637	308.623 301.440 12.581 47.154 71%
ONEzero Co. Ltd. 'Commercial House', 21, Bristol Street, Colombo 1. Tel: 2430420 Incorporated on February 17, 2003	100.0%	Provision of IT Related Services	M.J.C. Amarasuriya (Chairman) A.N. Fonseka A.L. Gooneratne G.L.H. Premaratne R. Samaranayake W.M.R.S. Dias M.D.A. Peiris S.D. Bandaranayake M.P. Dharmasiri (Company Secretary)	Total assets Net assets Profit before tax Profit after tax Dividend rate (%)	30.083 24.242 7.029 6.984	23.196 17.257 11.989 11.989 –
X-pertise Ltd.  No. 1, Union Place, Colombo 2. Tel: 2305280, 2305282 Incorporated on October 6, 2004 (Operations commenced in 2005)	100.0%	Training & Development of Human Resources	M.J.C. Amarasuriya <i>(Chairman)</i> A.L. Gooneratne G.L.H. Premaratne R. Samaranayake W.M.R.S. Dias M.D.A. Peiris Mrs. Sarojini Dunuwille <i>(Company Secretary)</i>	Total assets Net assets Profit before tax Profit after tax Dividend rate (%)	7.703 4.751 1.797 1.168	6.842 3.583 (0.514) (0.705)
Commercial Development Co. Ltd. 'Commercial House', 21, Bristol Street, Colombo 1. Tel: 2447300 Incorporated on March 14, 1980	94.55%	Property Development	M.T.L. Fernando <i>(Chairman)</i> A.L. Gooneratne Dr. H.S. Wanasinghe M.A. Pemasiri G.L.H. Premaratne L.W.P. Indrajith <i>(Company Secretary)</i>	Total assets Net assets Profit before tax Profit after tax Dividend rate (%)	391.717 202.253 55.145 31.101 10%	368.624 214.352 47.813 30.110 26%
Associate Companies						
Commercial Fund Management (Pvt.) Ltd. 108 A, 1/1, Maya Avenue, Colombo 6. Tel: 2506347, 5373747 Incorporated on January 20, 1992 (Disposed on January 23, 2007)	50.0%	Fund Management	M.J.C. Amarasuriya ( <i>Chairman</i> ) H.D.S. Amarasuriya A.L. Gooneratne R. Melville R. Hill E.A.D. Perera ( <i>Alternate</i> ) Mrs. R.R. Dunuwille ( <i>Company Secretary</i> )	Total assets Net assets Profit before tax Profit after tax Dividend rate (%)	45.615 41.998 10.642 6.640 5%	41.595 37.508 11.055 7.179
Commercial Leasing Co. Ltd. 68, Bauddhaloka Mawatha, Colombo 4. Tel: 4526526 Incorporated on April 22, 1988	30.0%	Leasing, Factoring, Hire Purchase and Hiring of Vehicles	H.D.S. Amarasuriya (Chairman) M.J.C. Amarasuriya A.L. Gooneratne M.P. Jayawardena K.K. Shah P.R. Saldin H.A. Peiris (Alternate) Nihal A. Rodrigo (Company Secretary)	Total assets Net assets Profit before tax Profit after tax Dividend rate (%)	7,745.782 1,037.783 368.115 268.101 20%	5,927.011 605.603 313.433 208.893 45%
Equity Investments Lanka Ltd.  108 A, 1st Floor, Maya Avenue, Colombo 6. Tel: 5373745, 2507605-6 Incorporated on August 08, 1990	22.92%	Venture Capital Financing	M.J.C. Amarasuriya (Chairman) H.D.S. Amarasuriya S.T. Nagendra A.L. Gooneratne Deshabandu S.E. Captain YAM. T.T.S.I.I.T. Ja'afar E.A.D. Perera (Alternate) Mrs. R.R. Dunuwille (Company Secretary)	Total assets Net assets Profit before tax Profit after tax Dividend rate (%)	184.940 178.722 10.671 9.929	182.409 174.175 5.521 5.420 3%

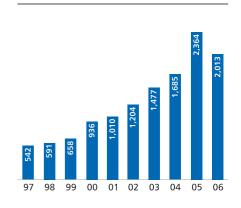
# Net Interest Income, Exchange Profit, Fees & Other Income (Rs. Mn.)



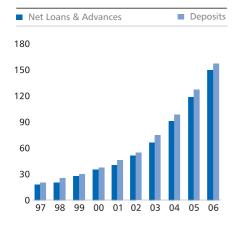
#### **Income & Income Growth**



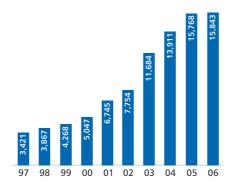
#### Profit after Taxation (Rs. Mn.)



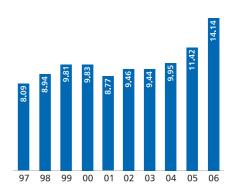
## Growth in Business Volumes (Rs. Bn.)



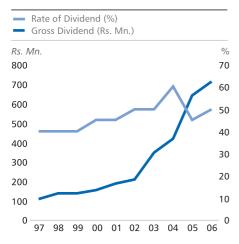
Ordinary Shareholders' Funds (Rs. Mn.)



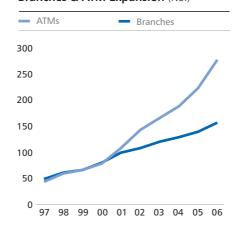
Total Assets to Shareholders' Funds (Times)



# **Gross Dividend to Ordinary Shareholders** & Rate of Dividend



# Branches & ATM Expansion (No.)



Bank (Rs. Mn.)	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	CAGR %
For the year ended December 31											
Operating Results											
Income	3,781	3,979	4,744	6,096	8,203	8,364	10,059	12,290	16,100	24,470	21.95
Interest income	2,876	3,031	3,762	4,796	6,510	6,613	7,931	9,584	13,034	19,532	
Interest expenses	(1,723)	(1,605)	(2,158)	(2,776)	(4,174)	(3,747)	(4,218)	(4,878)	(7,226)	(11,955)	
Foreign Exchange profit	320	362	274	421	563	464	397	874	587	1,439	
Commission & other income	440	440	517	600	732	1,097	1,731	1,832	2,479	3,499	
Operating expenses & provisions	(1,261)	(1,459)	(1,586)	(1,891)	(2,306)	(2,902)	(3,887)	(4,908)	(5,232)	(8,301)	
Profit before income tax	652	769	809	1,150	1,325	1,525	1,954	2,504	3,642	4,214	21.93
Income tax on profit	(110)	(178)	(151)	(214)	(315)	(321)	(477)	(819)	(1,278)	(2,201)	
Net profit for the year	542	591	658	936	1,010	1,204	1,477	1,685	2,364	2,013	16.61
As at December 31											
Assets											
Cash and short-term funds	4,639	8,440	4,050	5,456	4,272	1,835	9,002	12,136	18,663	13,739	
Balances with Central Banks	1,938	1,840	2,644	2,583	3,091	3,244	5,233	6,320	9,045	12,574	
Government Treasury Bills and Bonds	-	409	2,614	1,067	649	8,654	15,930	5,522	11,410	12,040	
Commercial paper	-	_	745	331	1,170	1,080	546	560	408	423	
Securities purchased under											
re-sale agreements	-	70	-	-	1,064	832	6,184	399	808	4,593	
Dealing Securities & Investments											
held for sale	-	-	-	-	-	-	-	110	182	363	
Investments held to maturity	658	409	300	208	462	905	2,006	2,340	3,091	1,394	
Treasury Bonds maturing after one year	-	-	959	382	4,658	782	600	14,378	9,808	20,025	
Bills of Exchange	2,074	1,597	1,873	2,331	2,368	2,552	2,495	2,799	2,790	3,288	
Loans and advances	15,690	18,312	24,787	31,703	36,730	47,350	60,585	82,605	108,884	137,726	25.34
Lease receivable	489	730	1,047	1,263	1,519	1,921	3,364	5,317	7,088	9,518	J
	25,488	31,807	39,019	45,324	55,983	69,155	105,945	132,486	172,177	215,683	
Investments in associate companies	128	78	78	78	78	78	78	109	107	44	
Investments in subsidiary companies	274	274	274	424	424	424	429	429	434	434	
Other assets	972	1,368	1,253	2,478	1,251	2,149	2,167	2,553	4,177	4,434	
Property, Plant & Equipment and											
Intangible Assets	797	1,059	1,263	1,306	1,410	1,546	1,661	2,896	3,182	3,379	
TOTAL ASSETS	27,659	34,586	41,887	49,610	59,146	73,352	110,280	138,473	180,077	223,974	24.35
Liabilities											
Deposits from customers	20,156	25,274	30,128	37,523	46,306	54,585	75,185	98,730	127,601	157,634	25.23
Dividends Payable	75	98	98	108	163	118	190	230	230	113	
Borrowings	1,321	1,124	1,350	2,317	1,862	4,200	5,406	9,090	13,387	18,944	
Securities sold under											
re-purchase agreements	1,468	2,130	3,371	1,430	228	1,938	10,580	9,050	11,389	14,330	
Other liabilities & Deferred Taxation	1,226	1,594	2,168	2,643	3,263	4,218	4,843	3,735	6,331	8,984	
Tax Payable	(8)	(1)	4	42	79	39	148	483	818	1,446	
Debentures	-	500	500	500	500	500	2,244	3,244	4,553	6,680	
	24,238	30,719	37,619	44,563	52,401	65,598	98,596	124,562	164,310	208,131	
Shareholders' Funds											
Share capital	268	348 +	348	348	1,324 ~	1,324	2,603 *	2,603	3,327	* 2,428 *	* *
Reserve fund	1,009	1,009	1,009	1,009	1,009	1,009	1,009	1,009	1,421	1,429	
Reserves	2,144	2,510	2,911	3,690	4,412	5,421	8,072	10,299	11,020	11,986	
TOTAL LIABILITIES &								-	<del></del>		
SHAREHOLDERS' FUNDS	27,659	34,586	41,887	49,610	59,146	73,352	110,280	138,473	180,077	223,974	24.35
OTIVITE TO EDETIO TO NEO											
Commitments and contingencies	13,768	14,612	15,445	17,880	19,749	24,082	38,158	43,942	47,154	53,624	

Bank										
	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
Ratios										
Return on average -										
shareholders' funds (%)	16.80	16.20	16.21	20.09	17.13	16.61	15.20	13.16	15.93	12.73
Income growth (%)	15.71	5.24	19.25	28.49	34.56	1.96	20.26	22.17	31.00	51.99
Return on average assets (%)	2.05	1.90	1.72	2.05	1.86	1.82	1.61	1.35	1.48	1.00
Rate of dividend (%)	40.00	40.00	40.00	45.00	45.00	50.00	50.00	60.00	45.00	50.00
Ordinary share dividend cover (times)	3.90	4.24	4.73	5.91	5.20	5.20	3.70	3.48	3.34	2.54
Gross dividends										
to ordinary shareholders (Rs. Mn.)	107.10	139.30	139.30	156.71	188.06	208.95	348.25	418.10	639.36	714.00
Advances to deposits and										
refinance (%)	88.95	80.42	89.75	91.81	85.51	92.59	86.16	89.52	90.64	92.49
Property, Plant & Equipment to										
shareholders' funds (%)	23.29	27.37	29.72	25.87	20.90	19.93	14.22	20.81	20.75	21.33
Total assets to shareholders'										
funds (times)	8.09	8.94	9.81	9.83	8.77	9.46	9.44	9.95	11.42	14.14
Capital Funds to Liabilities including										
Contingent Liabilities (%)	9.00	8.53	8.04	8.08	9.35	8.65	8.54	8.26	7.46	6.05
Cost/Income Ratio (%)	55.62	56.91	58.66	54.75	55.27	55.46	55.87	56.78	54.28	61.10
Liquid assets to liabilities (%)	25.36	24.97	22.19	27.22	27.72	27.88	23.95	23.17	24.51	22.64
(As specified in the Banking Act										
No. 30 of 1988)										
Group Capital Adequacy (%) Tier I	16.71	15.53	14.90	14.97	15.72	14.94	13.43	10.78	9.68	7.62
Tier I & II	17.63	18.45	17.14	16.62	16.20	15.07	15.46	13.16	12.08	11.58
Information on Ordinary Shares										
Market value of a voting share (Rs.)	150	120	115	93	127	200	144	159.75	135.50	190.00
Basic earnings per share (Rs.)	4	4	5	7	7	8	9	10	15	13
Price earnings ratio (times)	10	7	6	4	5	8	8	8	9	15
Net assets value per share (Rs.)	24	27	30	35	41	48	69	84	98	104
Earnings yield (%)	11	14	16	29	18	13	13	13	11	7
Dividend payout ratio (%)	25	24	21	17	22	18	27	29	30	39
Other Information										
No. of employees	1,889	1,985	1,996	2,067	2,259	2,399	2,648	2,863	3,168	3,415
No. of branches / CSPs / MiniComs/										
Service Points - Sri Lanka	49	61	67	81	100	109	116	125	134	150
No. of branches / booths - Bangladesh	-	-	-	-	-	-	4	4	5	7
No. of Automated Teller Machines	44	60	67	79	109	143	166	188	223	278

<sup>+</sup> Scrip issue of three bonus shares for every ten ordinary shares held was made in June 1998.

<sup>~</sup> Scrip issue of one bonus share for every five ordinary shares held was made in May 2001.

<sup>^</sup> Issue of 13% Cumulative Redeemable Preference Shares of Rs. 10/- each for Rs. 906.555 million was made in August 2001.

<sup>\*</sup> Scrip issue of one bonus share for every three ordinary shares held was made in May 2003.

A Rights issue of one ordinary share for every four ordinary shares held was made in October 2003.

<sup>•</sup> Issue of 11.25% Cumulative Redeemable Preference Shares of Rs. 10/- each for Rs. 1,000.000 million was made in May 2003.

 $<sup>^{\</sup>star\star}$  Scrip issue of one bonus share for every one ordinary share held was made in June 2005.

<sup>\*\*\*</sup> Redemption of 13% Cumulative Redeemable Preference Shares in September 2006.

## 1. Stock Exchange Listing

The ordinary shares, both voting and non-voting, preference shares, 2003/2008 debentures, December 2006/ December 2011 debentures, December 2006/December 2013 debentures and December 2006/December 2016 debentures, both fixed and floating interest rate of the Bank are listed in the Colombo Stock Exchange. The audited Income Statement for the year ended December 31, 2006 and the audited Balance Sheet of the Bank as at date will be submitted to the Colombo Stock Exchange within three months of the Balance Sheet date.

## 2. Ordinary Shareholders

As at December 31, 2006

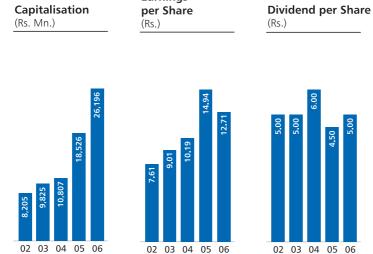
## 2.1 Voting

		Resident	No	n-Resident		Total	
Range of Shareholdings	No. of	No. of	No. of	No. of	No. of	No. of	%
	Share-	Shares	Share-	Shares	Share-	Shares	
	holders		holders		holders		
Up to 500 shares	2,398	420,999	23	3,540	2,421	424,539	0.32
501 - 5,000	2,680	5,384,406	74	164,567	2,754	5,548,973	4.16
5,001 - 10,000	469	3,308,447	21	138,750	490	3,447,197	2.58
10,001 - 20,000	262	3,588,053	5	74,410	267	3,662,463	2.74
20,001 - 30,000	109	2,649,635	2	55,000	111	2,704,635	2.03
30,001 - 40,000	38	1,283,250	_	_	38	1,283,250	0.96
40,001 - 50,000	23	1,030,992	1	50,000	24	1,080,992	0.81
50,001 - 100,000	45	3,123,441	4	241,586	49	3,365,027	2.52
100,001 - 1,000,000	37	9,743,162	9	3,126,000	46	12,869,162	9.64
Over 1,000,000 shares	11	85,257,026	2	13,875,000	13	99,132,026	74.24
	6,072	115,789,411	141	17,728,853	6,213	133,518,264	100.00

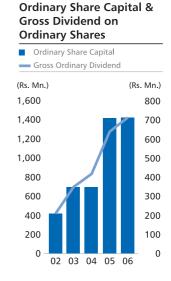
There were 6,304 resident and 134 non-resident shareholders as at December 31, 2005.

	De	ecember 31, 2006		December 31, 2005			
Analysis of Shareholders	No. of	Total	%	No. of	Total	%	
	Shareholders	Holdings		Shareholders	Holdings		
Individuals	5,881	29,371,641	22.00	5,800	36,634,561	27.59	
Institutions	332	104,146,623	78.00	638	96,145,961	72.41	
	6,213	133,518,264	100.00	6,438	132,780,522	100.00	

As per the Rule No. 8.7 (h) of the Colombo Stock Exchange, percentage of public holding as at December 31, 2006 was 46.23% (45.93% as at December 31, 2005).



**Earnings** 



Market

## 2.2 Non-Voting

	R	esident	Nor	n-Resident		Total	
Range of Shareholdings	No. of	No. of	No. of	No. of	No. of	No. of	%
	Share-	Shares	Share-	Shares	Share-	Shares	
	holders		holders		holders		
Up to 500 shares	1,067	221,282	11	1,963	1,078	223,245	2.40
501 - 5,000	900	1,570,343	20	49,668	920	1,620,011	17.42
5,001 - 10,000	117	855,231	5	42,400	122	897,631	9.65
10,001 - 20,000	60	853,117	5	91,500	65	944,617	10.16
20,001 - 30,000	30	692,502	2	48,500	32	741,002	7.97
30,001 - 40,000	18	622,844	-	_	18	622,844	6.70
40,001 - 50,000	9	406,340	1	43,000	10	449,340	4.83
50,001 - 100,000	9	611,062	1	57,400	10	668,462	7.19
100,001 - 1,000,000	9	2,892,508	1	240,800	10	3,133,308	33.68
Over 1,000,000 shares	_	-	_	_	_	_	0.00
	2,219	8,725,229	46	575,231	2,265	9,300,460	100.00

There were 2,368 resident and 42 non-resident shareholders as at December 31, 2005.

	De	cember 31, 2006		December 31, 2005			
Analysis of Shareholders	No. of	Total	%	No. of	Total	%	
	Shareholders	Holdings		Shareholders	Holdings		
Individuals	2,125	5,482,010	58.94	2,260	5,749,710	61.82	
Institutions	140	3,818,450	41.06	150	3,550,750	38.18	
	2,265	9,300,460	100.00	2,410	9,300,460	100.00	

As per the Rule No. 8.7 (h) of the Colombo Stock Exchange, percentage of public holding as at December 31, 2006 was 87.95% (87.95% as at December 31, 2005).

# 3. Twenty largest Shareholders as at December 31

**Ordinary Voting Shares** 

	2006		2005	*
Name of the Shareholder	No. of Shares	%	No. of Shares	%
DFCC Bank	38,706,270	28.99	38,706,270	29.15
HSBC Intl. Nominees Ltd SSBT - International Finance Corporation	19,500,000	14.61	19,500,000	14.69
Galleon Deversified Fund Ltd.	7,100,000	5.32	-	-
Sri Lanka Insurance Corporation Ltd Life Fund	6,931,620	5.19	6,931,620	5.22
Abdulaziz Mohammed A. Almeshaal	6,775,000	5.07	13,275,000	10.00
Sri Lanka Insurance Corporation Ltd General Fund	5,960,240	4.46	5,960,240	4.49
National Savings Bank	3,075,382	2.30	2,694,382	2.03
Distilleries Company of Sri Lanka Ltd.	2,989,970	2.24	2,989,970	2.25
HSBC Intl. Nominees Ltd BPSS LUX - Aberdeen Global Asia Pacific Fund	2,952,800	2.21	2,627,000	1.98
Northern Trust Co. S/A Murray Johnstone International Delaware Business Trust	1,545,600	1.16	660,000	0.50
Yonmerrenge Simon Hewage Indra Kumar Silva	1,355,144	1.01	1,158,944	0.87
HSBC Intl. Nominees Ltd SSBTL - Aberdeen Asia Smaller Companies Investment Trust XC	1,150,000	0.86	1,150,000	0.87
HSBC Intl. Nominees Ltd JPMCB - Scottish ORL SML TR GTI 6018	1,090,000	0.82	1,090,000	0.82
HSBC Intl. Nominees Ltd BPSS LUX - Aberdeen - Global - Asian Smaller Company	984,000	0.74	984,000	0.74
HBSC Ltd National Equity Fund	880,000	0.66	880,000	0.66
Hatton National Bank Ltd. A/C No.1	825,332	0.62	825,332	0.62
Freudenberg Shipping Agencies Ltd.	775,000	0.58	771,100	0.58
City Properties (Pvt) Ltd.	669,400	0.50	669,400	0.50
${\it HSBC\ Intl.\ Nominees\ Ltd.} - {\it HSBC\ Bank\ PLC-CMG\ First\ State\ Global\ Umbrella\ Fund\ PLC-CMG\ First\ State\ Global\ Fund\ Fund$	500,000	0.37	-	-
Renuka City Hotels Ltd.	449,000	0.34	339,000	0.26
Sub Total	104,214,758	78.05	101,212,258	76.23
Others	29,303,506	21.95	31,568,264	23.77
Total	133,518,264	100.00	132,780,522	100.00

 $<sup>^{\</sup>star}$  Comparative shareholdings as at December 31, 2005 of the twenty largest shareholders as at December 31, 2006.

# **Ordinary Non-Voting Shares**

	2006		2005	k
Name of the Shareholder	No. of Shares	%	No. of Shares	%
Sri Lanka Insurance Corporation Ltd General Fund	987,670	10.62	987,670	10.62
JB Cocoshell (Pvt) Ltd.	488,600	5.25	185,800	2.00
Akbar Brothers Ltd A/C No. 1	456,416	4.91	381,316	4.10
Beta Holdings Ltd	240,800	2.59	161,900	1.74
The Associated Newspapers of Ceylon Ltd.	208,262	2.24	208,262	2.24
The Gilpin Fund Ltd.	200,000	2.15	200,000	2.15
M.J.F. Exports Ltd.	160,776	1.73	160,776	1.73
M.S.H. Packaging Industries Ltd.	159,500	1.72	190,300	2.04
Jayampathi Divale Bandaranayake	126,352	1.36	86,352	0.93
Mahendra Jayanthipal Chandima Amarasuriya	104,932	1.13	104,932	1.13
Alpex Marine (Pvt) Ltd.	100,000	1.08	100,000	1.08
Mohamed Faizer Hashim	90,730	0.98	4,030	0.04
Jayalath Githal De Mel	76,950	0.83	64,750	0.69
Ananda Krishnakumar Abeytunga Jayawardene	72,724	0.78	70,724	0.76
Renuka Holdings Ltd.	60,014	0.65	60,014	0.65
Harnam Singh Mantha Singh	57,400	0.62	57,400	0.62
HSBC Ltd. o/a NAMAL Growth Fund	55,000	0.59	55,000	0.59
Employees' Trust Fund Board	54,564	0.59	50,364	0.54
William Ryan Herbert Perera	50,580	0.54	43,580	0.47
Deepak Naraindas Hundlani	50,500	0.54	78,000	0.84
Sub Total	3,801,770	40.89	3,251,170	34.96
Others	5,498,690	59.11	6,049,290	65.04
Total	9,300,460	100.00	9,300,460	100.00

 $<sup>^{\</sup>star}\, \text{Comparative shareholdings as at December 31, 2005 of the twenty largest shareholders as at December 31, 2006.}$ 

# 4. Market Value of Shares

	2222	2225
	2006 Rs.	2005 Rs.
	ns.	ns.
Ordinary Voting Shares		
Highest	192.50	269.00
Lowest	123.00	120.00
Year end	190.00	135.50
Ordinary Non-Voting Shares		
Highest	90.00	160.00
Lowest	54.00	51.00
Year end	89.00	57.50
13% Cumulative Redeemable Preference Shares (Redeemed on September 20, 2006)		
Highest	9.75	11.25
Lowest	9.25	9.00
Year end	9.50	9.75
	(As at 08.08.06)	(As at 19.12.05)
11.25% Cumulative Redeemable Preference Shares		
Highest	9.25	11.25
Lowest	7.00	9.00
Year end	9.25	9.75
	(As at 05.10.06)	(As at 06.12.05)

## 5. Market Capitalisation

Market capitalisation of the Bank which is the number of ordinary shares in issue multiplied by the market value of a share was Rs. 26.196 billion as at December 31, 2006 (Rs. 18.526 billion as at December 31, 2005). This accounted for 3.04% (3.07% in 2005) of the total Market Capitalisation of the Colombo Stock Exchange and ranked number 5 (number 4 in 2005) among the listed public companies. Commercial Bank ranked number 9 in terms of the value of the ordinary voting shares traded on the Colombo Stock Exchange (Number 5 in 2005).

## 6. Dividends

On Ordinary Shares	2006	2005
Interim paid	15%	15%
Final proposed/paid	35%	30%
Total	50%	45%

On 13% and 11.25% Cumulative Redeemable Preference Shares - dividends were paid on September 20, 2006 (date of redemption) and on January 3, 2007 respectively for the period/year ended December 31, 2006 (on January 3, 2006 for the year ended December 31, 2005).

## 7. Share Trading

Ordinary Shares	2006	2005
No. of transactions	9,578	14,790
No. of shares traded	20,015,500	31,784,500
Value of shares traded (Rs.)	3,114,229,375	4,667,195,475
13% Cumulative Redeemable Preference Shares (Redeemed on September 20, 2006)		
No. of transactions	11	11
No. of shares traded	70,200	33,300
Value of shares traded (Rs.)	661,925	317,425
11.25% Cumulative Redeemable Preference Shares		
No. of transactions	3	21
No. of shares traded	15,000	151,800
Value of shares traded (Rs.)	125,000	1,459,875

## 8. Financial Ratios

Key financial ratios are given in the 'Decade at a Glance' on page 160.

## 9. Investments

The details of investments in shares of Subsidiary/Associate Companies are given on pages 132-134.





## **10. Information on Debentures**

	CSE	Interest		Market v	alues
Debenture categories	Listing	payable frequency	Highest Rs.	Lowest Rs.	Year End Rs.
Fixed rate					
2003/2008 - 10.00% p.a.	Listed	Quarterly	1,000	1,000	1,000
					(as at 13.09.06)
			(970)	(970)	(970)
					(as at 05.10.05)
2005/2010 - 12.00% p.a.	Not listed	Annually	_	-	-
			_	-	-
May 2006/May 2011 - 12.00% p.a.	Not listed	Annually	_	-	-
May 2006/May 2016 - 13.25% p.a.	Not listed	Annually	_	_	-
Dec. 2006/Dec. 2011 - 13.50% p.a.	Listed	Annually	Not t	raded during the yea	ar
Dec. 2006/Dec. 2013 - 13.75% p.a.	Listed	Annually	Not t	raded during the yea	ar
Dec. 2006/Dec. 2016 - 14.00% p.a.	Listed	Annually	Not t	raded during the yea	ar
Floating rate					
2003/2008 - 3 Months TB rate (Net) + 2% p.a.	Listed	Quarterly	Not t	raded during the yea	ar
			(971)	(971)	(971)
2004/2009 - 3 Months TB rate (Net) + 2% p.a.	Not listed	Quarterly	_	-	(as at 05.10.05)
			_	-	_
2005/2010 - 3 Months TB rate (Net) + 2% p.a.	Not listed	Quarterly	_	-	-
			_	-	-
2005/2010 -3 Months TB rate (Gross) + 1% p.a.	Not listed	Quarterly	_	-	-
			_	-	-
May 2006/May 2011 - 3 Months TB rate (Net) + 2% p.a.	Not listed	Quarterly	_	-	-
May 2006/May 2011 - 3 Months TB rate (Gross) + 1% p.a.	Not listed	Quarterly	_	_	-
Dec. 2006/Dec. 2011 - 12 Months TB rate (Gross) + 1% p.a.	Listed	Annually	Not t	raded during the yea	ar
Dec. 2006/Dec. 2013 - 12 Months TB rate (Gross) + 1% p.a.	Listed	Annually	Not t	raded during the yea	ar
Dec. 2006/Dec. 2016 - 12 Months TB rate (Gross) + 1% p.a.	Listed	Annually	Not t	raded during the yea	ar

(The comparative figures for 2005 are given in brackets)

- 3 Months TB rate (Gross) three months Treasury Bill rate before 10% Withholding Tax as published by the Central Bank of Sri Lanka immediately prior to the commencement of each interest period.
- 3 Months TB rate (Net) three months Treasury Bill rate after 10% Withholding Tax as published by the Central Bank of Sri Lanka immediately prior to the commencement of each interest period.
- 12 Months TB rate (Gross) twelve months Treasury Bill rate before 10% Withholding Tax as published by the Central Bank of Sri Lanka immediately prior to the commencement of each interest period.

ios	Other Ra	Interest rate of	Rates	Interest
Yield to Maturity	Interest Yield	Comparable Government Security	Effective Annual Yield	Coupon Rate
%	%	%	%	%
9.80	10.38	13.50	10.38	10.00
(as at 13.09.06)	(as at 13.09.06)			
(12.68)	(10.70)	(11.05)	(10.38)	(10.00)
(as at 05.10.05)	(as at 05.10.05)			
-	-	13.75	12.00	12.00
-	-	(11.25)	(12.00)	(12.00)
-	-	13.75	12.00	12.00
-	-	(Indicative) 14.25	13.25	13.25
-	-	13.75	13.50	13.50
-	-	(Indicative) 14.00	13.75	13.75
-	-	(Indicative) 14.25	14.00	14.00
13.05	11.10	13.50	12.79	12.53
(as at 05.10.05)	(as at 05.10.05)			
(13.05)	(11.10)	(11.05)	(10.77)	(11.62)
-	-	13.65	12.79	12.53
-	-	(11.20)	(10.77)	(11.62)
_	_	13.75	12.79	12.53
_	_	(11.25)	(11.65)	(11.65)
_	_	13.75	12.94	12.70
_	_	(11.25)	(11.73)	(11.73)
_	_	13.75	12.82	12.53
_	_	13.75	12.97	12.70
_	_	13.75	15.19	15.19
_	_	(Indicative) 14.00	15.19	15.19
_	_	(Indicative) 14.25	15.19	15.19

## Other Ratios

	2006	2005
Debt Equity Ratio (%)	46.58	33.89
Interest Cover (Times)	7.57	10.82
Quick Assets Ratio (%)	22.64	24.51

1920	The Eastern Bank Ltd. (EBL) opens a branch in Chatham Street.	2003	
1957	The share capital of EBL is acquired by Chartered Bank.		
1969	The Commercial Bank of Ceylon Ltd. incorporated with EBL holding 40% of its equity.		
1971	The business of the EBL is taken over by the Chartered Bank.		
1973	The Galle, Jaffna and Kandy branches of the Mercantile Bank Ltd. are acquired by the Bank.		
1979	The Foreign Currency Banking Unit is formed.		
1980	Commercial Development Company Ltd. is incorporated to construct a Headquarters for the Bank with a 40% equity participation.	2004	
1984	The Headquarters of the Bank is shifted to "Commercial House", 21, Bristol Street, Colombo 1.		
1985	The Foreign Department is elevated to the status of a fully- fledged branch. This move completed the reorganisation process whereby three independent offices representing the City Office, the Foreign Branch and the Head Office were created by segregating the different operations.		
1987	EBL changes its name to Standard Chartered (UK) Holdings Ltd.		
1988	An associate company, Commercial Leasing Company Ltd. is formed.		
1992	The Bank sponsors a Fund Management Company, Commercial Fund Management (Pvt.) Ltd. for the purpose of operating unit trusts. The first unit trust launched in March 1992. The Bank enjoys a 50% equity participation in this company.	2005	
1993	Introduction of the Core Banking Software-International Comprehensive Banking System (ICBS) linking nine metropolitan branches.	2003	;
1997	Standard Chartered Bank sells its 40% stake in the Bank.		
1998	365 day branch at Colombo 7 Branch is opened. All branches except Jaffna are linked to the ICBS.		,
1999	Banking and supermarketing are combined by opening the first "MiniCom" at the Staples Street Cargills Food City outlet. Rated as the Best Bank in Sri Lanka by "Global Finance".		
2000	Internet Banking is launched. Rated as the Best Bank in Sri Lanka by "Global Finance" for the second consecutive year.		
2001	Receives SL AA+ rating from Fitch Ratings Lanka Ltd. Rated as the Best Bank in Sri Lanka by "Global Finance" for the third consecutive year. Selected as the Bank of the Year by "The Banker" Magazine.	2006	
2002	Selected as the No. 1 Corporate in Sri Lanka by "Business Today" Magazine. Rated as the best Bank in Sri Lanka by "Global Finance" for the fourth consecutive year. Selected as the Bank of the Year by "The Banker" Magazine for the second consecutive year. Fitch Ratings Lanka Ltd. upholds the SL AA+ rating in their annual review. Winner of the overall National Award for HRM - 2002. South Asian Federation of Accountants (SAFA) ranks the Bank's Annual Report for 2001		

003 Rated as the Best Bank in Sri Lanka by "Global Finance" for the fifth consecutive year. Selected as the Bank of the Year by "The Banker" Magazine for the third consecutive year. Fitch Ratings Lanka Ltd. upholds the SL AA+ rating in their annual review. SAFA rates Annual Report 2002 as the Best Presented Accounts of the Financial Sector. The Institute of Chartered Accountants of Sri Lanka (ICASL) ranks the Annual Report 2001 of the Bank as the Overall Winner, the Winner of the Financial Sector and Winner of Corporate Governance Disclosure Award. The operations of Credit Agricole Indosuez in Bangladesh is taken over. The first service point at Arpico Super Centre was opened at Dehiwela.

2004 Rated as the Best Bank in Sri Lanka by "Global Finance" for the sixth consecutive year. Selected as the Bank of the Year by "The Banker" Magazine for the fourth consecutive year. Fitch Ratings Lanka Ltd. upholds the AA+ (sri) rating in their annual review. SAFA rates Annual Reports 2002 and 2003 as the Best Presented Accounts of the Financial Sector. The ICASL ranks the Annual Reports 2002 and 2003 of the Bank as follows:

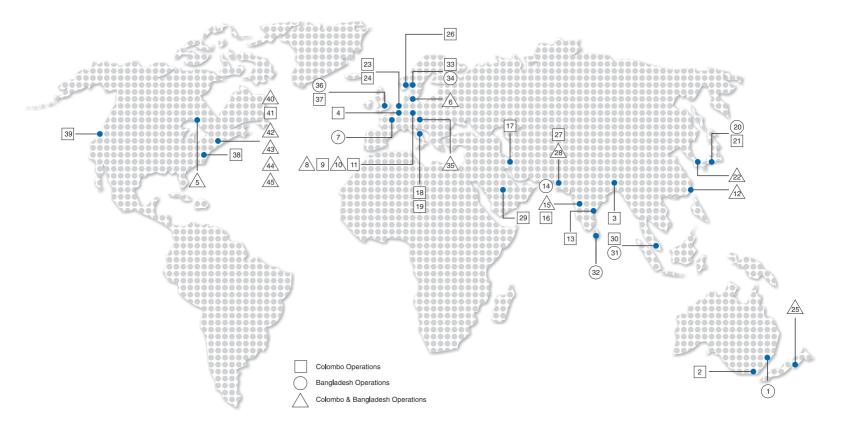
Award	2003	2002
Overall	Winner	Winner
Banking Sector	Winner	Winner
Corporate Governance	Joint 1st	Winner
Disclosure	Runners up	
Corporate Social	Joint 1st	Joint 2nd
Responsibility	Runners up	Runners up

Overall HRM winner in the Large Service Sector and winner - most innovative HR Practices. Commercial Bank Social Responsibility Trust was set up in September.

Rated as the Best Bank in Sri Lanka by "Global Finance" for the seventh consecutive year. Selected as the Bank of the Year by "The Banker" Magazine for the fifth consecutive year. Fitch Ratings Lanka Ltd. upholds the AA+ (sri) rating in their annual review. SAFA rates Annual Report 2004 as the Overall Winner and the Best Presented Accounts of the Financial Sector. The ICASL ranks the Annual Report 2004 of the Bank as the Overall Winner, the Winner of the Financial Sector and the Winner of Corporate Governance Disclosure Award. Won three awards at the 'National Business Excellence Awards - 2005' organised by the National Chamber of Commerce. Raises US \$ 65 million 2-year syndicated loan with an option to extend it for a further year at the option of the lender, the first such loan by a non-sovereign corporate in the country. Makes a scrip issue on the basis of 1:1. Introduces the first mobile ATM in the country.

Rated as the Best Bank in Sri Lanka by "Global Finance" for the 8th consecutive year. Fitch Ratings Lanka Ltd., upholds the AA+ (Ika) rating in their annual review. SAFA rated Annual Report 2005 as the Winner in the Best presented Accounts in the Banking Institutions Sector and also as the Winner of the inaugural award for the Corporate Governance Disclosure. The ICASL ranked the Annual Report 2005 of the Bank as the Overall Winner and the Winner of the Banking Sector for the 5th consecutive year. Won 5 main awards including the Overall Winner award at the "National Business Excellence Awards – 2006" organised by the National Chamber of Commerce. Raised US \$ 10 Mn. by issuing five year bonds, the first of its kind by an indigenous bank in Sri Lanka.

to be the first in the Financial Sector.



Country		Name & Address of the Bank	BIC Code/Swift	CCY	Account No.	Website
Australia	1	Citygroup Pty Ltd. ABN 88 004 325 080, AFSL 238098 G.P.O. Box 40, Sydney NSW 1027 - Austraia	CITIAU2X	AUD	205636005 *	citibank.com.au
	2	National Australia Bank 11/120, Spencer Street, Melbourne Victoria 3000 - Australia	NATAAU33033	AUD	1803020052500	national.com.au
Bangladesh	3	Commercial Bank of Ceylon Ltd. 47, Motijheel Commercial Area, P.O. Box 3490, Dhaka 1000, Bangladesh	CCEYBDDH	AC\$	2-802000017	combank.net
Belgium	4	Fortis Bank NV/SA Montagne DU PARC 3, B-1000, Brussels, Belgium	GEBABEBB	EUR	291-1179210-78	fortis.com
Canada	5	Canadian Imperial Bank of Commerce Int'l Dept. Head Office, Commerce Court, Toronto M5L 1H1, Canada	CIBCCATT	CAD	1733117 1751514 *	cibc.com
Denmark	6	Nordea Bank Denmark A/S P.O. Box 850, DK-0900, Copenhagen, Denmark	NDEADKKK	DKK	5000408909 5000017703 *	nordea.com
France	7	Credit Agricole SA, 75710 Paris Cedex 15, CCP, Paris 702 U 020 France	AGRIFRPP	EUR	20533624000 *	credit-agricole.fr
Germany	8	American Express Bank GmbH Data & Exposure Control, P.O. Box 110162 Theodor - Heuss - Allee 112, D60036 Frankfurt AM Main, Germany	AEIBDEFX	EUR	018109406 018112204 *	amexbank.de
	9	Bayerische Hypo und Vereins Bank AG D-80311 Muenchen, Germany	HYVEDEMM	EUR	69101429	hvb.com hvb.de
	10	Commerz Bank AG ZTB BC Mitte 6.4, Mainzer Landstrasse 277-293, 60261, Frankfurt AM Main, Germany	COBADEFF	EUR	400872103701 400871436200 *	commerzbank.com
	11	West LB AG Girozentrale-P.O. Box D40199, Dusseldorf, Germany	WELADEDD	EUR	59031/EUR	westlb.com westlb.de

<sup>\*</sup> Accounts of Bangladesh Operation

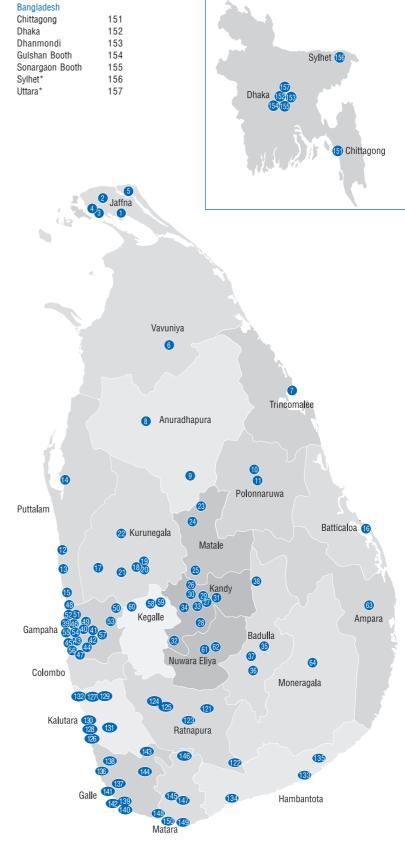
Country		Name & Address of the Bank	BIC Code	CCY	Account No.	Website
Hong Kong	12	Standard Chartered Bank P.O. Box 21, 9th Floor, 4-4A, Des Voeux Road, Central Hong Kong	SCBLHKHH	HKD	41109468048 44709419107 *	standardchartered.com
India	13	American Express Bank Ltd. 187, Mount Road, Chennai 600 006, India	AEIBINDXMAS	AC\$	510280024	americanexpress/india.co
	14	Calyon Bank, Mumbai, India	BSUIINBB	AC\$	00712402150000USD *	calyon.com
	15	ICICI Bank Ltd. ICICI Bank Towers, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051, India	ICICINBB	AC\$	000406000181 000406000220 *	icicibank.com
	16	Standard Chartered Bank 23-25, Mahathma Gandhi Road, P.O. Box 558, Mumbai 400 001, India	SCBLINBB	AC\$	22205031885	standardchartered.com
Iran	17	Bank Melli Iran Int'l Dept. Asian Section, P.O. Box 11365-171, Ferdowsi Avenue, Tehran, Iran	MELIIRTH	AC\$	12-08-504	bmi.ir
Italy	18	Banca Intesa BCI #2612 Head Office, Int'l Money Transfer Dept., Piazza Della Scala 6, 20121 Milan, Italy	BCITITMM	EUR	9629220249	bancaintesa.it
	19	Capitalia Societa Per Azioni Viale, Mberto, Tutini, 180, 1-00144 Rome, Italy	BROMITRR	EUR	1000271	capitalia.it
Japan	20	Bank of Tokyo Mitsubishi Ltd., P.O. Box 191, Nihonbashi, Tokyo - Japan	ВОТКЈРЈТ	JPY	653-0461318 *	bk.mufg.jp
	21	Standard Chartered Bank P.O. Box 9997, 21st Floor, Sanno Park, Tower 2-11-1, Nagata-cho, Chiyoda-ku, Tokyo 100-6155, Japan	SCBLJPJT	JPY	2168531110	standardchartered.com
Korea	22	Kookmin Bank 9-1, 2GA, Namdaemun - RO, Jung - GU, Seoul 100-703, Korea	CZNBKRSE	US\$	759-8-US\$-01-0 761-8-US\$-01-3 *	kbstar.com
Netherlands	23	ABN Amro Bank N.V. 32, Vijzelstraat, P.O. Box 669, Amsterdam, Netherlands	ABNANL2A	EUR	540427349	abnamro.com
	24	Ing Bank N.V. P.O. Box 1800 1000 BV., Amsterdam, Netherlands.	INGBNL2A	EUR	0050908928	Ing.com
New Zealand	25	Bank of New Zealand P.O. Box 2392, 1, Willis Street, Wellington, New Zealand	BKNZNZ22	NZD	2659680000 2690700000 *	bnz.co.nz
Norway	26	Den Norske Bank Stranden 21, 0021, Oslo, Norway	DNBANOKK	NOK	7002-02-04808	dnbnor.com
Pakistan	27	Habib Bank AG Zurich P.O. Box 1424, Hirani Centre, 1.1, Chundrigar Road, Karachi 74200, Pakistan	HBZUPKKA	AC\$	20110-333-31503	habibbank.com
	28	Standard Chartered Bank 1.1, Chundrigar Road, Karachi 75600, Pakistan	SCBLPKKA	AC\$	15000297601 15000288701 *	standardchartered.com
Saudi Arabia	29	The National Commercial Bank International Banking Division, Banking Relations, 20th Floor, P.O. Box 3555, Jeddah 21481, Saudi Arabia	NCBKSAJE	US\$	55535150090301	alahli.com
Singapore	30	Standard Chartered Bank P.O. Box 1901, 6, Battery Road, 7th Storey, Singapore 049909	SCBLSGSG	SGD	0109344561	standardchartered.com
	31	United Overseas Bank Ltd., 80, Raffles Place 08-01, UOB Plaza 1, Singapore 048624	UOVBSGSG	SGD	1013992113 *	uobgroup.com
Sri Lanka	32	Commercial Bank of Ceylon Ltd., Commercial House, 21, Bristol Street, P.O. Box 856, Colombo 1, Sri Lanka	CCEYLKLX	AC\$	1420825031 *	combank.net

<sup>\*</sup> Accounts of Bangladesh Operation

Country		Name & Address of the Bank	BIC Code	CCY	Account No.	Website
Sweden	33	Skandinaviska Enskilda Banken Utlandsreskontran Stockholm S 106 40, Sweden	ESSESESS	SEK	52018529803	sebgroup.com
	34	Svenska Handelbanken Stockholm, Sweden	HANDSESSA	SEK	40324079 *	handelsbanken.com
Switzerland	35	UBS A.G. P.O. Box CH-8098, Zurich, Switzerland	UBSWCHZH	CHF	0230-00085408 0230-00036535 *	ubs.com
United Kingdom	36	HSBC Bank PLC, 8, Canada Square, London - UK	MIDLGB22	GBP GBP EUR	58335536 * 59398188 * 59448448 *	hsbc.co.uk
	37	Standard Chartered Bank City Office, Branch No. 37, Grace Church Street, London EC3V OBX, UK	SCBLGB2L	GBP EUR	01804813401 01804813496	standardchartered.com
United States of America	38	American Express Bank 300, Boulevard East, Weehawken, NJ 07086, U.S.A.	AEIBUS33	US\$	000724989	americanexpress.com
	39	Bank of America NT & SA International Deposit Services, 1850 Gateway BL VD, 6th Floor, Concord CA 94520, U.S.A.	BOFAUS6S	US\$	6290890098	bankofamerica.com
	40	Citi Bank 111, Wall Street, 19th Floor, New York 10043, U.S.A.	CITIUS33	US\$	36141446 36241316 *	citibank.com
	41	Deutsche Bank Trust Company Americas P.O. Box 318, Church Street Station, New York, NY 10008, U.S.A.	BKTRUS33	US\$	04034566	db.com
	42	HSBC Bank U.S.A. 500, Stanton Christiana Road, Newark Delaware 19713, NY - U.S.A.	MRMDUS33	US\$	000045829 000147605 *	hsbcusa.com
	43	JP Morgan Chase Bank Head Office, 270, Park Avenue, New York, NY 10017, U.S.A.	CHASUS33	US\$	400808625 400809176 *	jpmorganccess.com
	44	Standard Chartered Bank One Madison Avenue, New York NY 10010-3603 U.S.A.	SCBLUS33	US\$	3582052360001 3582052637001 *	standardchartered.com
	45	Wachovia Bank N.A. 11, Penn Plaza, 4th Floor, New York, NY 10038, USA	PNBPUS3NNYC	US\$	2000191002407 2000193003365 *	wachovia.com

<sup>\*</sup> Accounts of Bangladesh Operation





**BANGLADESH** 

**OVERSEAS BRANCHES** 

\*Opened in 2006

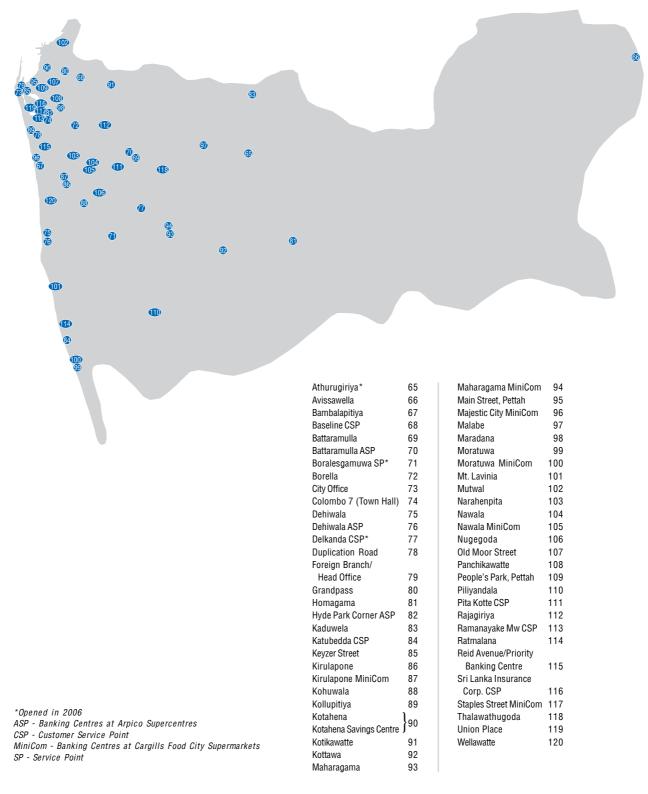
ASP - Banking Centres at Arpico Supercentres

CSP - Customer Service Point

MiniCom - Banking Centres at Cargills Food City Supermarkets

SP - Service Point

## **COLOMBO DISTRICT**



# Snapshot of the Sri Lankan Economy

## As at February 15, 2007

GDP - 2005	Rs.Bn.	US \$ Bn.	External Sector	US \$ Mn.	2006	Change %
At Current Market Prices	2,366	23.19	Textile & Apparel Exports		3,080.4	6.4
GDP Growth Rate %	2006	2005	Tea Exports		881.2	8.8
03rd Quarter	7.5	6.9	Exports		6,882.7	8.4
First 09 months	7.8	5.8	Imports		10,253.0	15.7
Full Year	7.0 <sup>e</sup>	6.0	Private Remittances - Net		2,075.4	23.1
Exchange Rate - Rs./US\$ (End - Year)	107.50	102.02				
					2006	2005
Rate of Inflation %	2007	Y.A.	Balance of Payment (BoP)		193	501
CCPI Annual Avg. Change Jan.	14.8	11.1			2006	Change %
CCPI Point-to-Point Change Jan.	20.5	8.0			End Dec.	From Dec. '05
SLCPI Annual Avg. Change Dec. 06	9.5	10.6	Gross Official Reserves		2,515.2	2.3
Interest Rates %	15.02.07	Y.A.	Change in Money Supply %	Dec 06	M.A.	Y.A.
AWPLR	15.01	12.04	M <sub>2</sub> b (YoY)	17.8	16.9	19.1
SLIBOR - 01 day	13.17	10.28	Government Finance Rs. Bn.	<b>2006</b> <sup>e</sup>	2005	06 Budget
Call Money Rate (Weekly Average)	13.05	10.06	Govt. Revenue	482.2	379.7	484.4
Treasury Bills - 03 months	13.75	10.11	Govt. Expenditure	721.9	584.8	731.6
Treasury Bills - 12 months	14.09	10.37	Budget Deficit as % of GDP	8.7	8.7	9.1
Treasury Bonds - 02-year	13.32	10.69	Government Debt Rs. Bn.	2006	2005	Share (%)
Treasury Bonds - 03-year	13.10	11.16		End Nov.	End Nov.	2006
	Jan. 2007	Y.A.	Domestic Debt	1,455.1	1,257.1	57.3
AWDR	7.60	6.34	Foreign Debt	1,082.4	926.8	42.7
AWFDR	11.56	9.18	Total Debt	2,537.5	2,183.8	100.0
	15.02.07	Y.A.	Total Debt as % of GDP (2005)	N/A	92.3	
Repo	10.00	8.75	Share Market As at Feb. 14		2006	2005
Reverse Repo	11.50	10.25	5 All Share Price Index (ASPI)		3,011	2,161
Tourism	2006	Change %	Milanka Price Index (MPI)		4,182	2,735
Tourist Arrivals ('000)	559.6	1.9	Avg. Daily Turnover (Rs. Mn.)		1,139	285
Earnings from Tourism (US\$ Mn.)	440.9	33.9	Market Capitalisation (Rs. Bn.)		937.1	656.7

## e - Estimate M.A. - Month Ago Y.A. - Year Ago N/A - Not Available/Applicable

AWPLR - Average Weighted Prime Lending Rate of commercial banks

SLIBOR - Sri Lanka Inter-Bank Offer Rate

AWDR - Average Weighted Deposit Rate of commercial banks

AWFDR - Average Weighted Fixed Deposit Rate of commercial banks

Repo - Central Bank Overnight Repurchase Rate

Reverse Repo - Central Bank Overnight Reverse Repurchase Rate

Source: Central Bank of Sri Lanka

#### Acceptances

Promise to pay created when the drawee of a time draft stamps or writes the words "accepted" above his signature and a designated payment date.

#### **Accrual Basis**

Recognising the effects of transactions and other events when they occur without waiting for receipt or payment of cash or its equivalent.

#### Associate

An entity, including an unincorporated entity such as a partnership, over which the investor has significant influence and that is neither a subsidiary nor an interest in a joint venture.

#### **Bills for Collection**

A bill of exchange drawn by an exporter usually at a term, on an importer overseas and brought by the exporter to his bank with a request to collect the proceeds.

#### Bonus Issue (Scrip Issue)

The issue of new shares to existing shareholders in proportion to their shareholdings. It is a process for converting a company's reserves (in whole or part) into issued capital and hence does not involve an infusion of each

#### Capital Adequacy Ratios

The relationship between capital and risk weighted assets as defined in the framework developed by the Bank for International Settlements and as modified by the Central Bank of Sri Lanka to suit local requirements.

#### Cash Equivalents

Short term highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

#### Commitments

Credit facilities approved but not yet utilised by the clients as at the Balance Sheet date.

## Compounded Annual Growth Rate

The rate at which it would have grown if it grew at an even rate compounded annually.

#### Contingencies

A condition or situation existing at Balance Sheet date where the outcome will be confirmed only by occurrence or non-occurrence of one or more future events.

#### Cost /Income Ratio

Operating expenses excluding Loan Loss Provision as a percentage of income.

#### Cost Method

A method of accounting whereby the investment is recorded at cost. The Income Statement reflects income from the investment only to the extent that the investor receives distributions from accumulated net profits of the investee arising subsequent to the date of acquisition.

## Corporate Governance

The process by which corporate entities are governed. It is concerned with the way in which power is exercised over the management and direction of entity, the supervision of executive actions and accountability to owners and others.

## **Dealing Securities**

Marketable securities that are acquired and held with the intention of reselling them in the short-term.

#### **Deferred Taxation**

Sum set aside for tax in the Financial Statements that may become payable in a financial year other than the current financial year.

#### Dividend Cover

Profit after tax divided by gross dividends. This ratio measures the number of times dividend is covered by current year's distributable profits.

#### **Documentary Credits**

Commercial letters of credit provided for payment by a bank to the named beneficiary usually the seller of merchandise, against delivery of documents specified in the credit.

#### Earnings per Ordinary Share (EPS)

Profit attributable to ordinary shareholders divided by the number of ordinary shares in issue.

#### **Economic Value Added**

A measure of productivity which takes into consideration cost of total invested equity.

#### Effective Tax Rate

Provision for taxation excluding deferred tax divided by the profit before

#### **Equity Method**

A method of accounting whereby the investment is initially recorded at cost and adjusted thereafter for the post acquisition change in the investor's share of net assets of the investee. The Income Statement reflects the investor's share of the results of operations of the investee.

#### Finance Lease

A contract whereby a lessor conveys to the lessee the right to use an asset for rent over an agreed period of time which is sufficient to amortise the capital outlay of the lessor. The lessor retains ownership of the asset but transfers substantially all the risks and rewards of ownership to the lessee.

#### Foreign Exchange Profit

Profit earned on foreign currency transactions arising from the difference in foreign exchange rates between the transaction/last Balance Sheet date and the settlement/Balance Sheet date. Also arises from trading in foreign currencies.

#### Foreclosed Properties

Properties acquired in full or partial satisfaction of debts.

#### Forward Exchange Contract

Agreement between two parties to exchange one currency for another at a future date at a rate agreed upon today.

## Free Capital

Excess of equity capital over net book value of Property, Plant & Equipment, intangible assets and Investments.

#### **Gross Dividends**

The portion of profits distributed to the shareholders including the tax withheld.

#### Guarantees

Three party agreement involving a promise by one party (the guarantor) to fulfil the obligations of a person owning a debt if that person fails to perform.

#### **Historical Cost Convention**

Recording transactions at the actual value received or paid.

#### **Human Resource Accounting**

The Human Resource is considered as an asset (although not brought into the Balance Sheet) and the value is computed to focus attention on the management of this valuable asset.

#### Interest in Suspense

Interest suspended on non-performing loans and advances.

#### Interest Margin

Net interest income expressed as a percentage of interest earning assets.

#### Investment Securities

Securities acquired and held for yield or capital growth purposes and are usually held to maturity.

#### Interest Spread

Represents the difference between the average interest rate earned and the average interest rate paid on interest earning assets and interest bearing liabilities, respectively.

#### Liquid Assets

Assets that are held in cash or in a form that can be converted to cash readily, such as deposits with other banks, bills of exchange, treasury bills.

#### Loan Losses and Provisions

Amounts set aside against possible losses on loans, advances and other credit facilities as a result of such facilities becoming partly or wholly uncollectible.

#### Market Capitalisation

Number of ordinary shares in issue multiplied by the market value of a share as at the year end.

#### Materiality

The relative significance of a transaction or an event the omission or misstatement of which could influence the economic decisions of users of financial statements.

#### Net Assets Value per Ordinary Share

Shareholders' funds excluding Preference Shares if any, divided by the number of ordinary shares in issue.

## Net Interest Income

The difference between what a bank earns on assets such as loans and securities and what it pays on liabilities such as deposits, refinance funds and inter-bank borrowings.

#### Non-Performing Loans

A loan placed on cash basis (i.e. Interest income is only recognised when cash is received) because, in the opinion of management, there is reasonable doubt regarding the collectibility of principal or interest. Loans are automatically placed on cash basis when a payment is 3 months past due. All loans are classified as non-performing when a payment is 3 months in arrears.

## Off-Balance Sheet Transactions

Transactions that are not recognised as assets or liabilities in the Balance Sheet but which give rise to contingencies and commitments.

#### Open Credit Exposure Ratio

Total net non-performing loans expressed as a percentage of regulatory capital base.

## Price Earnings Ratio (P/E Ratio)

Market price of a share divided by earnings per share.

#### **Provision Cover**

Total provisions for loan losses expressed as a percentage of net nonperforming loans before discounting for provisions on non-performing loans

#### Prudenc

Inclusion of a degree of caution in the exercise of judgement needed in making the estimates required under conditions of uncertainty, such that assets or income are not overstated and liabilities or expenses are not understated.

#### Related Parties

Parties where one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions.

#### Return on Average Assets (ROA)

Profit after tax divided by the average assets.

#### **Risk Weighted Assets**

On Balance Sheet assets and the credit equivalent of off Balance Sheet assets multiplied by the relevant risk weighting factors.

#### Repurchase Agreement

Contract to sell and subsequently repurchase securities at a specified date and price.

#### Reverse Repurchase Agreement

Transaction involving the purchase of securities by a bank or dealer and resale back to the seller at a future date and specified price.

#### Return on Average Equity (ROE)

Net profit for the year, less preference share dividends if any, expressed as a percentage of average ordinary shareholders' equity.

#### Revenue Reserves

Reserves set aside for future distribution and investment.

#### Segmental Analysis

Analysis of financial information by segments of an enterprise specifically, the different industries and the different geographical areas in which it operates.

#### Shareholders' Funds

Total of issued and fully paid share capital and capital and revenue reserves.

#### Single Borrower Limit

30% of the shareholders' funds (excluding final dividend payable).

#### Statutory Reserve Fund

A capital reserve created as per the provisions of the Banking  $\mbox{Act\,No.\,30}$  of 1988.

### Substance Over Form

The consideration that the accounting treatment and the presenting in financial statements of transactions and the events should be governed by their substance and financial reality and not merely by legal form.

## Subsidiary

An entity, including an unincorporated entity such as a partnership, that is controlled by another entity (known as the parent).

#### Tier I Capital

Core capital representing permanent shareholders' equity and reserves created or increased by appropriations of retained earnings or other surpluses.

### Tier II Capital

Supplementary capital representing revaluation reserves, general provisions and other capital instruments which combine certain characteristics of equity and debt such as hybrid capital instruments and subordinated term debts.

#### Triple Bottom Line Reporting

Reporting on the efforts of a corporate to enhance Shareholder value while being ethical and accountable to the society and environment.

#### Unit Trus

An undertaking formed to invest in securities under the terms of a trust deed.

#### Value Added

Value of wealth created by providing banking and other related services less the cost of providing such services.

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Notice is hereby given that the **Thirty-Eighth Annual General Meeting** of Commercial Bank of Ceylon Limited will be held at the 9th Floor of the Union Place Branch of the Bank, No. 1, Union Place, Colombo 2 on Wednesday, March 28, 2007 at 10.30 a.m. for the following purposes:

- To receive, consider and adopt the Report of the Directors and the Financial Statements for the year ended December 31, 2006 with the Report of the Auditors thereon.
- 2. To declare a dividend as recommended by the Directors.
- To re-elect Directors in place of those retiring by rotation or otherwise (\*).
- To re-appoint Messrs. Ernst & Young as Auditors to the Company for the ensuing year and authorise the Board of Directors to determine their remuneration.
- To authorise the Board of Directors to determine donations for 2007.

By Order of the Board,

Bunuville
Mrs. R.R. Dunuwille
Company Secretary

February 15, 2007 Colombo

#### Notes

- A member entitled to attend/vote at the Meeting is entitled to appoint a Proxy to attend/vote in his/her stead and a Proxy Holder need not be a member of the Company.
- A Form of Proxy is sent along with this Report. The completed Form of Proxy should be deposited at the Registered Office of the Company, "Commercial House", No. 21, Bristol Street, Colombo 1, not less than 48 hours before the time appointed for the holding of the Meeting.
- 3. It is proposed to post the Dividend Warrants on April 9, 2007, upon approval by the shareholders at the Annual General Meeting.

#### (\*) SPECIAL NOTICE

A special notice has been received by the Company from Union Investments Ltd., a Shareholder of the Bank informing their intention to move the following resolution:

## Re-Election of Dr. H. S. Wanasinghe

We, Union Investments Ltd., a shareholder of the Company hereby give Special Notice of our intention to move the following resolution, as an ordinary resolution, at the forthcoming Annual General Meeting of the Company.

"That the age limit stipulated in Section 181 of the Companies Act No. 17 of 1982 shall not be applicable to Dr. Henry Shelton Wanasinghe who attained the age of 80 years on June 16, 2006 and that he be re-elected a Director of the Company."

	AGM															
	0 11 28 2007															
	On March 28,2007															
	ot 10.30 a.m.															
Al I I I I I I I I I I I I I I I I I I I																
No. 1, Union Place,																
Colombo 2.																

# Form of Proxy (Voting Shareholders)

I/We			
of			
being a member/s of Commercial Bank of Ceylon Ltd. her	eby appoint		
of			whom failing:
Mr. Mahendra Jayanthipal Chandima Amarasuriya Mr. Bentotage Robert Lakshman Fernando Mr. Amitha Lal Gooneratne Dr. Henry Shelton Wanasinghe Mr. Anthony Nihal Fonseka Mr. Lalin Joseph Ainsley Fernando Mr. Dinesh Stephen Weerakkody Deshamanya Kandiah Balendra	whom failing		
as my/our Proxyholder to represent me/us and* to vote for me/us on my/our behalf as indicated below at the held on March 28, 2007 and at any adjournment thereof an	ne Thirty-Eighth Annual General Mee	eting of the Com	pany to be
To receive, consider and adopt the Report of the Director for the year ended December 31, 2006 with the Report		For	Against
2. To declare a Dividend as recommended by the Directors	3.		
3. To re-elect Directors in place of those retiring by rotatio	n:		
(a) Mr. B.R.L. Fernando			
(b) Dr. H.S. Wanasinghe			
(c) Deshamanya Kandiah Balendra			
4. (a) To reappoint Messrs Ernst & Young, as recommend Auditors of the Company	ded by the Board of Directors as		
(b) To authorise the Board of Directors to determine th	e remuneration of the Auditors		
5. To authorise the Board of Directors to determine donati	ions for 2007.		
In witness my/our hand/seal given on this	day of March, Two Th	iousand and Se	ven.
(Please		Signature/s	

\* If you wish your Proxyholder to speak at the meeting you should insert the words "to speak and" in the space indicated with the asterisk and initial such insertion.

## Form of Proxy (Voting Shareholders)

## Notes i. Instructions as to completion of this Form of Proxy are given below.

- ii. As regards voting on the Resolutions indicated in the Form of Proxy if no words are struck out or there is in the view of the Proxyholder doubt (by reason of the way in which the instructions in the Form of Proxy have been stated by the Shareholder) as to the way in which the Proxyholder should vote, the Proxyholder will vote as he thinks fit.
- iii. If the Form of Proxy is signed by an Attorney, the relative Power of Attorney (POA) should accompany the completed Form of Proxy for registration, if such POA has not already been registered with the Company.
- iv. If the Shareholder is a company or a corporate body, the Form of Proxy should be executed under its common seal or signed by its Attorney or by an officer on behalf of the Company/corporate body, in accordance with its Articles of Association/Statute.

## **Instructions as to Completion of Form of Proxy**

- (i) Article 67 of the Articles of Association of the Company provides that:
  - "The instruments appointing a Proxy shall be in writing, and
  - (a) in the case of an individual shall be signed by the Appointer or by his Attorney; and
  - (b) in the case of a corporation shall be either under its common seal or signed by its Attorney or by an Officer on behalf of the corporation.

The Company may, but shall not be bound to, require evidence of the Authority of any such Attorney or Officer. A Proxy need not be a member of the Company."

- (ii) The full name(s) and address(es) of the Proxyholder and of the Shareholder appointing the Proxyholder should be entered legibly in the Form of Proxy.
- (iii) The completed Form of Proxy should be deposited with the Company Secretary at the Registered Office of the Company, No. 21, Bristol Street, Colombo 1, not less than 48 hours before the time fixed for the holding of the meeting.

# Form of Proxy (Non-Voting Shareholders)

I/We	
of	
being a member/s of Commercial Bank of Ceylon Ltd. hereb	oy appoint
of	whom failing:
Mr. Mahendra Jayanthipal Chandima Amarasuriya	whom failing
Mr. Bentotage Robert Lakshman Fernando	whom failing
Mr. Amitha Lal Gooneratne	whom failing
Dr. Henry Shelton Wanasinghe	whom failing
Mr. Anthony Nihal Fonseka	whom failing
Mr. Lalin Joseph Ainsley Fernando	whom failing
Mr. Dinesh Stephen Weerakkody	whom failing
Deshamanya Kandiah Balendra	
as my/our Proxyholder to represent me/us and*	
at the Thirty-Eighth Annual General Meeting of the Company w	which is scheduled to be held on March 28, 2007 and at any
adjournment thereof.	
In witness my/our hand/seal given on this	day of March, Two Thousand and Seven.
	Signature/s

<sup>\*</sup> If you wish your Proxyholder to speak at the meeting you should insert the words "to speak and" in the space indicated with the asterisk and initial such insertion.

## Form of Proxy (Non-Voting Shareholders)

## Notes i. Instructions as to completion of this Form of Proxy are given below.

- ii. Shareholders of non-voting shares are entitled only to attend and speak at the meeting.
- iii. If the Form of Proxy is signed by an Attorney, the relative Power of Attorney (POA) should accompany the completed Form of Proxy for registration, if such POA has not already been registered with the Company.
- iv. If the Shareholder is a company or a corporate body, the Form of Proxy should be executed under its common seal or signed by its Attorney or by an officer on behalf of the Company/corporate body in accordance with its Articles of Association/Statute.

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#### Name of Company

Commercial Bank of Ceylon Ltd.

#### **Legal Form**

A public limited liability company incorporated in Sri Lanka on June 25, 1969 under the Companies Ordinance No. 51 of 1938 and quoted in the Colombo Stock Exchange in March 1970.

A licensed commercial bank under the Banking Act No. 30 of 1988.

## **Company Registration Number**

PBS 600

#### Tax Payer Identification Number (TIN)

124006007

## Stock Exchange Listing

The Ordinary Shares, 11.25% Cumulative Redeemable
Preference Shares and the Unsecured Subordinated
Redeemable Debentures of 2003/2008 series,
December 2006/December 2011 series, December 2006/
December 2013 series and December 2006/December 2016
series, both fixed and floating interest rates of the
Company are listed on the Colombo Stock Exchange.

## Registered Office

"Commercial House", No. 21, Bristol Street, P.O. Box 856, Colombo 1, Sri Lanka.

Telephone: 2445010-15 (6 lines), 2328193-5 (3 lines)

2430420, 2336700

Telegraphic Address : COMBANK

Telex: 21520 COMEX CE; 21274 COMBANK CE; 21898 COMFEX CE; 22384 COMFX CE;

23375 COMTLX CE. Facsimile : 941-2449889

SWIFT Code - Sri Lanka : CCEYLKLX SWIFT Code - Bangladesh : CCEYBDDH

E-mail:email@combank.net Website:www.combank.net

## **Head Office**

"Commercial House", No. 21, Bristol Street, P.O. Box 856, Colombo 1, Sri Lanka.

 $For any \ clarifications \ on \ this \ Report \ please \ write \ to:$ 

The Company Secretary, Commercial Bank of Ceylon Ltd., "Commercial House", No. 21, Bristol Street, Colombo 1, Sri Lanka.

#### or e-mail to: email@combank.net

Minimise waste by informing the Commercial Bank Company Secretary to update the mailing list if you are receiving more than one copy of the Annual Report.

#### **Board of Directors**

Mr. M.J.C. Amarasuriya *(Chairman)* Mr. B.R.L. Fernando *(Deputy Chairman)* Mr. A.L. Gooneratne *(Managing Director)* 

Dr. H.S. Wanasinghe Mr. A.N. Fonseka Mr. L.J.A. Fernando

Mr. Iyad M. Malas

Mr. D.S. Weerakkody

Mr. G. Galludec *(Alternate Director)* Deshamanya Ken Balendra

## **Company Secretary**

Mrs. R.R. Dunuwille

#### **Audit Committee**

Mr. B.R.L. Fernando *(Chairman)* Mr. A.L. Gooneratne (by invitation)

Dr. H.S. Wanasinghe

Mr. A.N. Fonseka

#### Compliance Officer

Mr. Delip Fernando - Deputy General Manager (Inspection)

#### **Auditors**

Ernst & Young, Chartered Accountants, No. 201, De Saram Place, P.O. Box 101, Colombo 10, Sri Lanka.

#### Lawyers

Julius & Creasy,

No. 41, Janadhipathi Mawatha, Colombo 1, Sri Lanka.

#### **Credit Rating**

The Bank received AA+(lka) credit rating from Fitch Ratings Lanka Ltd.

The Bank's Bangladesh Operations received AA credit rating from Credit Rating Information Services Ltd.

## **Corporate Responsibility Rating**

 $\label{thm:continuous} The \ Bank\ received\ B+\ Corporate\ Responsibility\ Rating\ from\ Det\ Norske\ Veritas\ (DNV).$ 

## **Subsidiary Companies**

Name of the Company	Holding	Principal Activity
Commercial Bank Primary Dealer Ltd.	100.00%	Primary Dealer for Government Securities
ONEzero Company Ltd.	100.00%	Provision of IT related Services
X-pertise Ltd.	100.00%	Training and Development of Human Resource
Commercial Development Company Ltd.	94.55%	Property Development
Associate Companies		
Name of the Company	Holding	Principal Activity
Commercial Fund Management (Pvt.) Ltd. (Disposed on January 23, 2007)	50.00%	Fund Management
Commercial Leasing	30.00%	Leasing, Factoring,
Company Ltd.		Hire Purchase and Hiring of Vehicles



From Fitch Ratings Lanka Ltd.



From Credit Rating Information Services Ltd. for Bangladesh Operations



From Det Norske Veritas for Corporate Responsibility

Commercial Bank is widely hailed as the No.1 Private Bank in Sri Lanka. As of end December 2006, Assets, Loans & Advances and Deposits stood at Rs. 224 Billion, Rs.156 Billion and Rs. 157 Billion respectively. Commercial Bank also has an extensive on-line real time network of delivery points in Sri Lanka consisting of 150 branches/service points and the single largest network of 269 ATMs.

