



An Internship Report  
On  
**Financial Performance Analysis of Exim Bank Limited**

**Submitted to**  
Department of Business Administration  
Sonargaon University (SU)

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## DECLARATION

I do hereby declare that this report entitled “**Financial Performance Analysis of Exim Bank Limited**”, submitted by me to Sonargaon University

, for the degree of Bachelor of Business Administration is an original work.

I also declare that the report has not been submitted earlier either partly or wholly to any other University or Institution for any Degree, Diploma, Associate-ship, Studentship, Fellowship and other similar title or prizes.

.....  
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## **CERTIFICATE**

This is to certify that the internship report titled “Financial Performance Analysis of Exim Bank Limited”, is prepared by Tahmima Akter, ID: BBA1801013073, under my supervision at **Exim Bank Limited** from 01 October 2021 to 25 December 2021 for the fulfillment of BBA program from Sonargaon University

This report is approved and accepted in quality and form.

### **Supervisor**

Md. Masud Rana  
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## **ACKNOWLEDGEMENT**

At the beginning I am very much grateful to almighty for giving me strength and opportunity and sound mind to complete the internship report. First of all I would like to thank to my Internship Supervisor, Md. Masud Rana Assistant Professor Sonargaon University, for guiding me and encouraging me to work on this exciting topic for my internship report. I strongly believe that, these will assist me a lot to make me more professional and building my future professional career. He had been very helpful through the internship program and suggests all sources for necessary information to make this report. This internship report might never have been completed without the necessary particle knowledge, assistance of many books, articles, websites and primary data. It enhanced my practical knowledge in corporate culture. Finally, my heartiest thanks go to others who were involved and helped directly and indirectly to prepare this report.

Without them all these would not have been made possible.

Tahmima akter

## **Executive Summary**

Exim Bank Ltd. carries banking activities through its 131 branches in the country. The commercial banking activities of the bank encompasses a wide range of services including mobilizing deposits, providing investment facilities, discounting bills, conducting money transfer and foreign exchange transactions, and performing other related services such as safe keeping, collections and issuing guarantees, acceptances and letter of credit. Exim Bank Ltd is one of the most prominent bank in Bangladesh. It is well known for its Organizational reputation, expertise, professionalism. The researcher got opportunity to complete this internship in this reputed organization where he has able to match theoretical knowledge with practical situation. The report is descriptive in nature.

The report was entitled “Financial Performance Analysis of Exim Bank Ltd”. For preparing this report researcher used and secondary data. Qualitative and quantitative both data were analyzed in this report and data were presented by using the Microsoft word. Due to the time limitation, the scope and dimension of the study has been curtailed.

Financial analysis is structural and logical way to present overall financial performance of a financial institution. It's also help to evaluate and decision making for business operation. In financial analysis process ratio analysis is the most dominant and logical structure to help business related stakeholder. Under the financial ratio analysis process there are few categories to identical area of financial institution. So business stakeholders try to concentrate to get overall business overview from profitability, liquidity, assets management and solvency ratio analysis. These ratios not only help to decision making process also emphasized on risk avoiding and profit raising related factors. To calculate this ratio need to take quantitative data from bank trading activity and other sources, financial statement.

Analysis involves a comparison of a firm's performance with that of other firms in the same line of business, which usually is identified by the firm's industry Classification. Generally speaking the analysis is used to determine the firm's financial position so as to identify its current strengths and weakness and to suggestion the firm might pursue to take advantage of the strength and correct any weakness.

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# **Chapter 1**

## **BACKGROUND OF THE STUDY**



## **1.1 Introduction**

Exim Bank, is a top-tier third generation local commercial bank in Bangladesh established in 1999. Headquartered in the heart of Dhaka's bustling financial hub Gulshan, the Bank's operational footprint is spread all over the country with 131 branches and 137 ATM locations. It was incorporated under the Companies Act of 1994.

## **1.2 Origin of the Report**

Internship program is designed for the student of Bachelor of Business Administration Program (BBA) of Sonargaon University on completing the course to acquire experience on the practical application with the theoretical knowledge. This report was done during my internship period in Exim Bank Ltd. to fulfill the requirement of the course under the supervision of Md. Masud Rana. The topic was selected with able guidance of the supervisor. The Topic of the report is “Financial Performance Analysis of Exim Bank Ltd”. Financial analysis is a structural and logical way to present overall financial performance of a financial institution. It is also help to evaluate and decision making for business operation. Business stakeholders try to concentrate to get overall business overview from profitability, liquidity, asset management and solvency ratio analysis.

## **1.3 Objective**

### **Broad Objective**

This report is prepared primarily to fulfill the partial requirement of obtaining BBA degree under Sonargaon University and to analysis the financial performance of Exim Bank Limited.

## **Specific Objectives**

1. To find out the reasons behind Exim Bank Ltd.'s enhancements or pitfalls of performance over the years.
2. To find out the present performance of the bank and predate the near future.
3. To gather knowledge about the profitability of the bank through Profitability ratios.
4. To evaluate the operational efficiency of the bank.
5. To know the strengths, weaknesses, Opportunities and threats of Exim Bank.
6. To conduct time series analysis of the bank for measuring the financial performance.
7. Finally, to suggest necessary recommendations to overcome the shortcomings of Exim Bank to improve their financial performance.

## **1.4 Methodology**

### **Research Design**

The report is descriptive in nature. To prepare this report gathering data is very important. The information was collected from both primary and secondary sources of data. The information was collected within the organization from the Financial Administration Division of Exim Bank Limited.

### **Data Collection Method**

This report is prepared based on information collected from primary and Secondary sources.

## **1.5 Sources of Data**

### **Secondary data**

1. Annual Reports of Exim Bank Limited.
2. Online data from Exim Bank website.
3. Working papers
4. Office files
5. Several article related on financial analysis
6. Selected Books

## **1.6 Data Analysis Method:**

Qualitative and Quantitative both research is conducted to analysis secondary data. The data are presented in this report by using the Microsoft Word and Microsoft Excel.

## **1.7 Scope of the Report**

The scope of the study is to have an idea about Financial Performance Analysis of Exim Bank Ltd. The report starts with the outline of the organization in focus, presenting the mission and vision of organization. It accompanied by the global perspective and look into the future. The researcher provides information about the strengths, weakness, opportunities and threats of the organization. Those who looking for the information about Financial Performance Analysis of Exim Bank Ltd. they might get help from this report. The study explores the present market scenario of Exim Bank and future market growth prospects in Bangladesh.

## **1.8 Limitations of the study**

1. Legal obligation: Due to some legal obligation and business secrecy the bank was reluctant to provide some sensitive data. Thus, this study limits only on the available published data and certain degree of formal and informal interview and limited survey.
2. Extensive Nature: Although the particular study is extensive in nature, hard effort was given to make the study Worthwhile and meaningful even then there exists some limitation.
3. Lack of time: Time frame for this thesis paper was very much limited so within this short span of time it is very difficult to be familiar with all the activities of the bank.
4. Restricted Information: There were various types of information that the bank cannot disclose due to the security and other corporate obligations.
5. Due to COVID-19: Whole country gone through with some restriction due to COVID-19 which hampers the free movement within the bank for collection of primary data. This is one of the biggest limitations to make this report.

# **Chapter 2**

## **ORGANIZATIONAL OVERVIEW**

## **2.1 History of Exim Bank Limited**

Export Import Bank of Bangladesh Limited was established in the year 1999 under the leadership of Late Mr. Shahjahan Kabir, Founder Chairman who had a long dream of floating a commercial bank which would contribute to the socio-economic development of our country. He had a long experience as a good banker. A group of highly qualified and successful entrepreneurs joined their hands with the founder chairman to materialize his dream. Indeed, all of them proved themselves in their respective business as most successful star with their endeavor, intelligence, hard working and talent entrepreneurship. Among them, Mr. Nazrul Islam Mazumder who is an illuminated business tycoon in the Garments business in Bangladesh became the Honorable Chairman after the demise of the honorable founder chairman. He is also the chairman of Bangladesh Association of Banks (BAB).

The Bank starts functioning from 3rd August, 1999 with its name as Bengal Export Import Bank Limited. On 16th November 1999, it was renamed as Export Import Bank of Bangladesh Limited with Mr. Alamgir Kabir as the Founder Advisor and Mr. Mohammad Lakiotullah as the Founder Managing Director respectively. Both of them have long experience in the financial sector of our country. By their pragmatic decision and management directives in the operational activities, this bank has earned a secured and distinctive position in the banking industry in terms of performance, growth, and excellent management.

On 25th August, 2011, Mr. Md. Fariduddin Ahmed has joined in the bank as Managing Director. With his long banking experience, EXIM Bank becomes fully compliant Bank with adequate capital and good asset quality. After retirement from Managing Director, he has been continuing his service for EXIM Bank as Advisor since 27th July 2012.

Dr. Mohammed Haider Ali Miah succeeded Mr. Fariduddin Ahmed on July 25, 2012 and has created a new dimension in EXIM history becoming the first ever in-house Managing director and CEO of the Bank. Under his far-sighted leadership, EXIM Bank has not only achieved uppermost level of performance in almost each arena of its activities but also gained confidence to place itself as one of the dynamic banks through delivering transparent and standard banking services to the customers in a compliant manner.

## **2.2 Vision:**

The gist of Exim Bank's vision is "Together Towards Tomorrow". Exim Bank Ltd. believes in togetherness with its customers, in its march on the road to growth and progress with service. To achieve the desired goal, there will be pursuit of excellence at all stages with a climate of continuous improvement, because, in Exim Bank believe the line of excellence is never ending. Bank's strategic plans and networking will strengthen its competitive edge over others in rapidly changing competitive environment. Its personalized quality services to the customers with the trend of constant improvement will be the cornerstone to achieve operational success.

## **2.3 Mission:**

**The bank has chalked out the following corporate objectives in order to ensure smooth achievement of its goals:**

- To be the most caring and customer friendly and service oriented bank.
- To create a technology based most efficient banking environment for its customers.
- To ensure ethics and transparency at all levels.
- To ensure sustainable growth and establish full value to the honorable stakeholders and
- Above all, to add effective contribution to the national economy.

**Eventually the bank also emphasizes on:**

- Provide high quality financial services in export and import trade
- Providing efficient customer service
- Maintaining corporate and business ethics
- Being trusted repository of customers' money and their financial adviser
- Making its products superior and rewarding to the customers
- Display team spirit and professionalism
- Sound Capital Base
- Enhancement of shareholders' wealth
- Fulfilling its social commitments by expanding its charitable and humanitarian activities

## **2.4 Corporate Culture**

Organizational culture is considered as an essential component of business corporations as it has the ability to bind organizational members together. The culture and values of our bank have been proved as a source of competitive advantage for us and are acting as a key component to establish the relationship between the bank and our employees and , in turn , between our employees and our customers. Our culture and values also encourage customers and employees to join us and staywith us.

EXIM Bank has also been able to improve organizational performance via improving the performance of individual contributors and also recognizes existing talents to fill up the higher vacancies within the organization or place them in the right position, wherein the best use of their abilities can be ensured. Our culture promotes sharing of common goal which ensures harmonious relationship in the working environment.

## **2.5 Achievements**

- First private sector bank to open exchange house in UK
- Implementation of the world renowned Core Banking Software (TEMENOS T24)
- Conversion from Conventional Banking to Shariah Based Islami Banking

## **2.6 Corporate Social Responsibilities**

At least 2% of our annual profit of every year is put aside for the foundation to conduct Corporate Social Responsibilities (CSR) activities. The mainstream CSR activities that are carried out through this foundation are:

- Healthcare service.
- Scholarship program for brilliant poor student
- Education Promotion Scheme
- Helping people affected by natural calamities
- Helping people in slum areas
- Donation to educational institutions to setup computer lab
- Beautification of Dhaka City

## **2.7 Objectives**

The objectives of the Exim Bank Limited are specific and targeted to its vision and to position itself in the mindset of the people as a bank with a difference.

1. To mobilize the savings and channeling it out as investment as the company approve.
2. To establish, maintain, carry on, transact and undertake all kinds of investment and financial business including underwriting, managing and distributing the issue of stocks, debentures, and other securities.
3. To carry on the Foreign Exchange Business, including buying and selling of foreign currency, traveler cheque issuing, international credit card issuance etc.
4. To develop the standard of living of the limited income group by providing Consumer Credit.
5. To encourage the new entrepreneurs for investment and thus to develop the country's industry sector and contribute to the economic development.

## **2.8 Values:**

All of Exim Bank's activities are centered on few group values which are provided below:

1. Investment-term, ethical client service.
2. Confident and ambitious sense of excellence.
3. Capable of creativity and strong marketing.
4. High productivity through teamwork.
5. Fast decisions and implementation.
6. Putting the Group's interest ahead of the individual's.
7. The appropriate delegation of authority with accountability.
8. Fair and objective employer.
9. A merit approach to recruitment/selection/promotion.



### **2.3 Awards of Exim Bank Limited**

From the very beginning of its journey Exim Bank set a standard in service which made the bank outstanding. Its commitment to the Quality Management, Good Governance, continuous effort to improve in all sects, excellence in service as well as CSR activities always been appreciated at home and abroad. In consequence, Exim Bank achieved several national and international awards:

1. ICMAB Best Corporate Award-2018 by the Institute of Cost and Management Accountants of Bangladesh.
2. ICMAB Best Corporate Award-2017 by the Institute of Cost and Management Accountants of Bangladesh.
3. Arabian Banker Award-2017 by the Arabian Bankers Council, KSA.
4. CAMELS Rated Best Bank Award-2017 by the Daily Industry, Bangladesh.
5. Golden Medal for Quality & Service Award-2016 by the Worldwide Marketing Organization, Mexico.
6. ICMAB Best Corporate Award-2015 by the Institute of Cost and Management Accountants of Bangladesh.
7. The BIZZ Award-2015 by the World Confederation of Business, USA
8. ACQ Global Award-2015 by the ACQ5, UK
9. European Quality Award-2014 by the European Business Assembly, UK
10. Best Quality Leadership Award-2014 by the European Society for Quality Research, Switzerland
11. ICMAB Best Corporate Award-2014 by the Institute of Cost and Management Accountants of Bangladesh.
12. EMC Transformer Award-2014 by the EMC Corporation, USA
13. Branding Bangladesh Award-2014 by the Center for NRB, UK
14. SME Financing Award-2014 by the Bangladesh Bank
15. The Industry Award-2014 by the Economic Weekly 'The Industry', Bangladesh
16. Islamic Finance Award-2013 by the World Finance, UK
17. The BIZZ Award-2013 by the World Confederation of Business, USA
18. BSPA Sports Award-2013 By the Bangladesh Sports Press Association
19. ICMAB Best Corporate Award-2013 by the Institute of Cost and Management Accountants of Bangladesh.
20. International Diamond Prize for Excellence in Quality-2012 by the European Society for Quality Research, Switzerland
21. ICMAB Best Corporate Award-2011 by the Institute of Cost and Management Accountants of Bangladesh.
22. Central Shariah Board Islamic Banking Award-2009 by the Central Shariah Board for Islamic Banks of Bangladesh.

## **2.4 Corporate Philosophy**

### **• For Customers**

1. To provide the most courteous and efficient service in every aspect of its business
2. To be innovative in the development of new banking products and services

### **• For Employees**

1. By promoting their well-being through attractive remuneration and fringe benefits.
2. By promoting good staff morale through proper staff training and development and provision of opportunities for career development

### **• For Shareholders**

1. By forging ahead and consolidating its position as a stable and progressive financial institution
2. By generating profits and fair return on their investment

### **• For the Community**

1. By assuming our role as a socially responsible corporate citizen in a tangible manner.
2. By adhering closely to national policies and objectives thereby contributing towards the progress of the nation upholding ethical values and best practices.

## **2.5 Strategic Priority**

- Maintain satisfactory capital to support growth and remain compliant.
- Continue to strive for sound growth by doing the business that we do well, expanding into areas underserved, entering new sectors and exploring innovative ideas.
- Have a strong customer focus and build relationships based on integrity, superior service and mutual benefit.
- Continue to provide new services to customers with support of superior information technology platform
- Establishment of good Corporate Governance by remaining efficient, transparent, professional and accountable to the organization, society and environment.
- Ensure effective risk management for sustainable growth in shareholders' value.
- Diversification of loan portfolio through structured finance and expansion of Retail and SME financing.
- Value and respect people and make decisions based on merit.
- Expansion of Brand Image by in-house capacity development through continuous training.
- Be responsible, trustworthy and law-abiding in all that we do.
- Be leader in serving the interest of our community and country.

## **2.6 Ethics, Integrity and Trust**

Banking deals with public money where Ethics, Integrity and Trust is utmost important. Exim Bank upholds these principles in every section by its management and customer service. The following are the key principles of Employee Codes of Ethics and Business Conduct:

1. Provide service to customers with uncompromising integrity, utmost respect, unwavering responsibility and dedicated citizenship.
2. Protect privacy and confidentiality of customer information.
3. Prevent money laundering and fraud.
4. Demonstrate workplace respect.

## **2.7 Prime Operational Area of the Bank**

Export Import Bank of Bangladesh Limited is one of the full fledged Shariah Based Modern Islami Banks offering Corporate and Large Investment, CMSME and Agricultural sectors with its 131 branches all over the country. Besides, in accordance with Bangladesh Bank instruction, Exim Bank has a dedicated Woman Entrepreneurship Development Unit to work with the concept of Financial Inclusion- a vital step undertaken by the government of Bangladesh. In this context, Exim Bank has a strong and competitive Sustainable Finance Committee as well as a Risk Management Committee of the Board in order to comply with the formalities of Bangladesh Bank. Meanwhile, the bank has already achieved tremendous result in CMSME and agricultural sectors. Exim Bank also has a number of industrial investments to accelerate large projects and industrial developments. Exim Bank has successfully invested a large amount of capital in the RMG sector, a very important sector of our economy. In these phenomena, Exim Bank has taken vigorous steps to achieve a realistic and fruitful result as a whole.

### **Investment:**

- Retail/Consumers investment.
- Micro enterprise investment.
- Small and Medium Enterprise investment.
- Large and Corporate investment.
- Syndicate investment.

## **2.8 Core Banking Solution**

Core banking solutions are banking applications on a platform enabling a phased, strategic approach that is intended to allow banks to improve operations, reduce costs, and be prepared for growth. Implementing a modular, component-based enterprise solution facilitates integration with a bank's existing technologies. An overall service-oriented-architecture helps banks reduce the risk that can result from manual data entry and out-of-date information, increases management information and review, and avoids the potential disruption to business caused by replacing entire systems.

Core banking solutions is new terminology frequently used in banking circles. The advancement in technology, especially Internet and information technology has led to new ways of doing business in banking. These technologies have cut down time, working simultaneously on different issues and increasing efficiency. The platform where communication technology and information technology are merged to suit core needs of banking is known as core banking solutions. Here, computer software is developed to perform core operations of banking like recording of transactions, profit calculations on loans and deposits, customer records, balance of payments and withdrawal. This software is installed at different branches of bank and then interconnected by means of communication lines like satellite, internet etc. It allows the user (customers) to operate accounts from any branch if it has installed core banking solutions. This new platform has changed the waybanks are working.

EXIM Bank is using the T24 Islamic Banking Solution of Temenos which is already a recognized world leader in banking software technology with over 700 installations in over 125 countries, and more than 40 installations for Islamic Banking.

T24 for Islamic Banking is both Shariah compliant and commercially flexible. Enabling to offer a true range of the latest competitive Islamic financial products based on the award-winning success of T24 banking software platform, T24 for Islamic Banking is a single core banking software system that handles Islamic financial services in tandem with non-Islamic ones. This helps us maintaining tight control over operational costs while remaining focused on serving our valued customers in the most appropriate and effective way.

Temenos T24 is built on open software architecture that uses established technology standards to support all major banking types. Offering total scalability, T24 supports users and customers with true non-stop resilience - plus eliminates the need for Close of Business processing to deliver a true 24/7 banking capability.

As a result of T24's leading technology credentials, T24 has the flexibility to support the needs of any bank – from the smallest greenfield operation to the largest multinational. It is this strength that has given T24 the means to establish an unrivalled track record which is enhancing productivity, increasing efficiency, mitigating risk, expanding channels-to-market, lowering costs, improving customer service, optimizing up-sell and cross-sell opportunities, driving growth, and boosting profitability.

T24 provides a high performance foundation to manage users, customers, processes, risks, delivery channels and applications - as well as deploy a full range of banking services across specialized lines of business. T24 is the most widely deployed banking software globally, and this experience continues to be built back into T24, giving T24 the most comprehensive coverage across: retail, corporate, wholesale, universal, Islamic, private wealth management and Microfinance banking.

## 2.9 Board of Directors

<b>Name</b>	<b>Designation</b>
<b>Md. Nazrul Islam Mazumder</b>	Chairman
<b>Md. Abdul Mannan</b>	Vice Chairma (Deceased on 18.01.2020)
<b>Md. Nazrul Islam Swapan</b>	Director
<b>Mohammad Abdullah</b>	Director
<b>Nasreen Islam</b>	Director
<b>Md. Nurul Amin</b>	Director
<b>Anjan Kumar Saha</b>	Director
<b>Major Khandaker Nurul Afser (Retd)</b>	Director
<b>Lt. Col (Retd) Serajul Islam BP (BAR)</b>	Independent Director
<b>Ranjan Chowdhury</b>	Independent Director
<b>Khandaker Mohammed Saiful Alam</b>	Independent Director
<b>Muhammad Sekandar Khan</b>	Independent Director
<b>Dr. Mohammed Haider Ali Miah</b>	Managing Director & CEO

## **2.10 Functional Department of Exim Bank Ltd.**

### **Human resource Department (HRD):**

HRD performs all kind of administrative and personnel related matters. The broad functions of the division are as follows:

- a) Selecting & Recruitment of new Personnel.
- b) Prepare all formalities regarding appointment and joining of the successful candidates.
- c) Placement of Manpower.
- d) Deal with the transfer, promotion and leave of the employees.
- e) Training & Development.
- f) Termination and retrenchment of the employees.
- g) Keeping records and personal file of every employee of the Bank.
- h) Employee welfare fund running.
- i) Arranges workshops & trainings for employee & executives.

### **Financial and Administration Department (FAD):**

Financials Administration Division mainly deals with the account side of the Bank. It deals with all the Head Office transactions with bank and its Branches and all there are controlled under the following heads:

- a) Income, Expenditure Posting: All income and expenditures are maintained and posted under these heads.
- b) Cash Section: cash section generally handles cash expenditure for office operations and miscellaneous payments.
- c) Bills sections: this section is responsible for inland bills only.
- d) Salary & Wages of the Employee: Salary and wages of the Head Office executives, Officers 7 Employees are given in this department.
- e) Maintenance of Employee Provident Fund: Employee provident fund accounts are maintained here.

## **Inspection and Audit Division:**

Inspection and Audit division works as internal audit division of the Company. The officers of this division randomly go to different branches examine the necessary documents regarding each single account. If there is any discrepancy, they inform the authority concerned to take care of that/those discrepancies. They help the bank to comply with the rules and regulation imposed by the Bangladesh Bank. They inform the Bangladesh Bank about the Current position of the rules and regulation followed by the Bank.

## **Marketing Division:**

Marketing Division is involved in two types of Marketing:

**Asset marketing:** Marketing of assets refers to marketing of various kinds of loans and advances. In-order to perform this jobs, they often visits dome large organizations and attract then to borrow from the Bank to finance profitable ventures.

**Liability Marketing:** The process of Liability marketing is more of less same as Asset marketing. In this case different organizations having excess funds are solicited to deposit their excess fund to the Bank. If the amount of money to be deposited is large, the Banks sometimes offer a bit higher price than the prevailing market rate.

## **Public Relation Department:**

It has to perform certain functions related to all types of communication. The broad routine functions can be enumerated as follows:

- a) Receiving and Sanctioning of all advertisement application
- b) Keeping good relation with different newspaper offices.
- c) Inviting concerned ones for anyoccasion.
- d) Keeping good relation with different officers of electronic media.

**Information Technology Department:**

Exim Bank operates and keeps records of its assets and liabilities in computers by using integrated software to maintain client Ledger and general Ledger. The main function of this division is to provide required Hardware and Software. The functions of this division are:

- a) Designing software to support the accounting operation.
- b) Updating Software, if there is any lagging.
- c) Improvisation of software to get best possible output from them.
- d) Hardware and Software troubleshooting.
- e) Maintain Connectivity in through LAN, Intranet & Internet.
- f) Provide updated CD's of Online Accounts to the Branches.
- g) Routine Checkup of Computers of Different Branches.

**Merchant Banking and Investment Division:**

This division concentrates its operation in the area of under writing of initial public offer (IPO) and advance against shares. This division deals with the shares of the Company. They also look after the security Portfolio owned by the Bank. The Bank has a large amount of investment in shares and securities of different corporations as well as government treasury bills and prize bond.

**Investment Division:**

The main function of this division is to maintain the Bank's credit portfolio. A well reputed and hard working group of executives & officers runs the functions of this division. Other major functions are the following:

- a) Receives proposals.
- b) Proposes and appraises
- c) Get approval.
- d) Communication and Sanction.
- e) Monitoring and follow-up.
- f) Set price for credit and ensure effectiveness of it.
- g) Prepare various statements for onward submission to Bangladesh bank.



## **International Division:**

The objective of this division is to assist management to make international dealing decisions and after decision is made, guide Branches in their implementation. Its functional areas are as follows:

- a) Maintaining correspondence relationship.
- b) Monitoring foreign exchange rate and exchange dealings.
- c) Maintaining NOSTRO A/Cs and reconciliation.
- d) Authorizing of signing and test key.
- e) Monitoring foreign exchange returns & statements.
- f) Sending updated exchange rates to concern branches.

## **General Services Division (GSD)**

Their main function relates to procurements and supply of all tangible goods and services to the Branches as well as Head office of Exim Bank Limited. This includes-

- a) Every tangible functions of Branch opening such as making lease agreement, interior decoration etc.
- b) Print all securitypapers and Bank Stationeries.
- c) Distribution of these stationeries to the branch.
- d) Purchase and distribute all kinds of bank's furniture and fixtures.
- e) Receives demand of cars, vehicles, telephones etc from branched and different divisions in head office and arrange, purchase and delivery of it to the concerned person / Branch.
- f) Install & maintain different facilities in the Branches.

## **Card Division:**

Exim Bank obtained the principal membership of Visa Card International. A separate Division is assigned to look after this card. The Marketing Team of this division goes to the potential customers to sell the card. Currently Exim Bank Ltd. offers four types of card:

- (1) VISA Islamic Card.
- (2) Debit Card.
- (3) Prepaid Card.
- (4) Gift Card
- (5) Remittance Card
- (6) Travel Card
- (7) Hajj Card.

Recently Exim Bank has obtained the membership of VISA credit Card and soon they will start marketing of it.

## **2.11 Challenges of Future operation of Exim Bank Ltd.**

Exim Bank Limited is well positioned to meet the challenges of 2021 and will continue to strive to innovate and capture opportunity for growth and value creation. The Bank will focus on its large customer base to generate more business from existing customers. This strategy is supported by continuous improvement in the existing wide spectrum of product and services and level of customer service delivery. The Bank will continue to harness the potential of retail, credit card, SME and remittance market. However, continued pressure on interest margins, fee, exchange earnings and increased provision requirement for Retail, Credit Card and SME will pose a challenge to the financial institutions during 2021 also. In its pursuit for growth, the Bank will always adhere to good corporate governance and practices and sound risk management policies and strict credit evaluation procedure. We see ourselves as strong and effective player in the financial system and would remain ready for the implementation of the same. Our exposure in core business of corporate and retail sectors with wide range of products is continuously expanding our operation.

## 2.12

### Exim Bank Ltd. at a glance

Date of Incorporation	:	June 02, 1999
Authorized Capital	:	Taka 20,000.00 million
Paid-up-Capital	:	Taka 14,122.51 million
Registered Office	:	“SYMPHONY” Plot No. SE (F) - 9, Road No. 142 Gulshan Avenue, Dhaka-1212, Bangladesh
Share Division	:	Head Office, “SYMPHONY” (Ground Floor) Plot No. SE (F) - 9, Road No. 142, Gulshan Avenue, Dhaka-1212, Bangladesh. PABX : 880-2-55045547
Credit Rating Long Term	:	“AA-“ (‘Double A Minus’ indicating High Safety for Timely Repayment)
Short Term	:	“ST-2” (Indicating High Certainty of Timely Repayment)
Outlook	:	“Developing”
Date of Rating	:	June 25, 2020
Credit Rating Agency	:	Credit Rating Information and Services Limited (CRISL)
No. of Employees	:	2956
No. of Branches	:	131
No. of Shareholders	:	68657
Subsidiary Companies	:	EXIM Exchange Company (UK) Ltd. EXIM Exchange Company (Canada) Ltd. EXIM Islami Investment Limited (EIL) EXIM Finance(Hong Kong) Limited

# **Chapter 3**

## **Theoretical Background**

### **3.1 Financial Ratio Analysis**

Financial ratios are mathematical comparisons of financial statement accounts or categories. These relationships between the financial statement accounts help investors, creditors, and internal company management understand how well a business is performing and of areas needing improvement.

Financial ratios are the most common and widespread tools used to analyze a business' financial standing. Ratios are easy to understand and simple to compute. They can also be used to compare different companies in different industries. Since a ratio is simply a mathematical comparison based on proportions, big and small companies can be use ratios to compare their financial information. In a sense, financial ratios don't take into consideration the size of a company or the industry. Ratios are just a raw computation of financial position and performance.

Ratios allow us to compare companies across industries, big and small, to identify their strengths and weaknesses. Financial ratios are often divided up into seven main categories: liquidity, solvency, efficiency, profitability, market prospect, investment leverage, and coverage.

#### **3.1 Financial Ratios**

##### **A. Current Ratio**

The current ratio which is one of the most commonly used financial ratios helps to calculate the firm's potential to meet its short term obligations. The greater the ratio the better the liquidity position of the firm. The standard of current ratio is 2:1.

##### **B. Debt Ratio**

The debt ratio is calculated to measure the range of financial leverage which is defined as total assets provided by the firm's creditors.

##### **C. Cost Income Ratio**

It calculates the operating efficiency by measuring the percent of the total operating income which the firm spend to operate their daily activities.

##### **D. Total Asset Turnover Ratio**

The total asset turnover suggests the efficiency of a firm in using all its assets to generate income.

## **E. Operating Profit Margin**

The operating profit margin means the exact profits earned on each dollar sales. A higher ratio is more preferable by the stockholders.

## **F. Net Profit Margin**

The net profit margin is calculated as the percentage of each dollar sales remaining after all expenses have been deducted including tax. The higher ratio is considered to be better.

It is commonly used by the firms to measure the firm's success with respect to earnings on sales.

## **G. Return on Asset**

The return on asset calculates the overall effectiveness of management in generating profits with the available assets. It is often called the firm's return on total assets. The higher the ratio is better.

## **H. Return on Equity**

The return on equity calculates the return earned on the investment of the owner. Generally, higher return is considered better.

## **I. Earnings per Share**

The firm's earnings per share is generally presented in the interest of the potential stockholders and management. The Earnings per share constitutes the number of dollars earned on behalf of each outstanding share of common stock.

## **J. Price Earnings Ratio**

The price or earning (P/E) ratio is commonly used to evaluate the investor evaluation of share value. It shows how much the investors are eager to pay for each taka of the firm's earnings. The investors' confidence is greater when the firm's P/E ratio is higher.

## **K. Cash Ratio**

The cash ratio is a liquidity measure that shows a company's ability to cover its short-term obligations using only cash and cash equivalents. The cash ratio is derived by adding a company's total reserves of cash and near-cash securities and dividing that sum by its total current liabilities.

## **L. Cash to Asset Ratio**

The cash asset ratio is the current value of marketable securities and cash, divided by the company's current liabilities. Also known as the cash ratio, the cash asset ratio compares the amount of highly liquid assets (such as cash and marketable securities) to the amount of short-term liabilities.

## **M. Investment to Total Asset Ratio**

Investment to assets ratio is a financial ratio that usually is applied for banks (or credit unions) to measure the relation of the bank's loan portfolio to the total assets. Providing loans for clients is a main function of everybank, and it is normal that high part of bank's assets is in loans form.

## **N. Investment to Total Deposit Ratio**

The Investment-to-deposit ratio (IDR) is used to assess a bank's liquidity by comparing a bank's total loans to its total deposits for the same period. The IDR is expressed as a percentage. If the ratio is too high, it means that the bank may not have enough liquidity to cover any unforeseen fund requirements. Conversely, if the ratio is too low, the bank may not be earning as much as it could be.

### **3.2 Common Size Analysis**

Common size or vertical analysis is a method of evaluating monetary statistics by means of expressing each item in an economic announcement as a proportion of a base amount for the equal time period. A company can use this analysis on its stability sheet or its profits statement. A balance sheet summarizes the company's property (things that it owns that have value) its liabilities means the amounts it owes to others, and its fairness means an owners funding in the business. A profit assertion shows the company's revenues means amount of cash it made through promoting its goods and services and its prices means the amount of cash it spent to earn its revenues.

### **3.3 Trend Analysis**

Trend analysis regularly refers to methods for extracting an underlying pattern of behavior in a time series which would otherwise be partly or almost completely hidden by means of trend. If the trend can be assumed to be linear, trend analysis can be undertaken inside a formal regression analysis, as described in trend estimation. Trend analysis is a mathematical technique that makes use of historical outcomes to predict future outcome. This is done by tracking variances in value and time table performance. The accounts listed help decide if the company is going through any type of financial stress. When trend analysis is performed, a organization is capable to see if its monetary position is enhancing or declining based as the length and the items on the statements for all later intervals are compared with gadgets on the statements of the base period. The adjustments are normally shown in percentage.

# **Chapter 4**

## **Financial Performance Analysis of Exim Bank**



## 4.1 Ratios: Current Ratio

Year	2020	2019	2018
Current Ratio	1.12	1.08	1.07

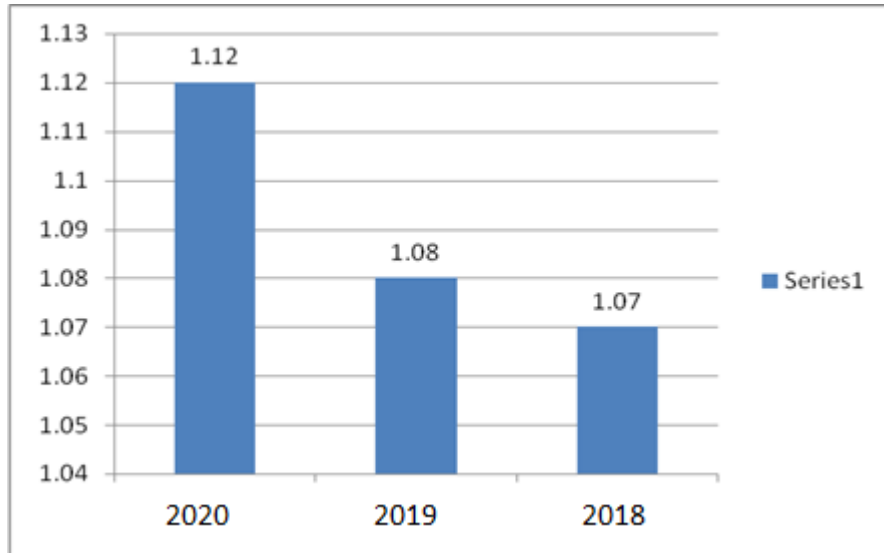


Figure: 1

The trend of the graph of current ratio of Exim Bank Limited is decreasing. In 2018 the current ratio was 1.07 and with its increasing trend the value on 2019 was 1.08 which indicates growing into its capacity. 2020 ratio is 1.12 also increasing could indicate increased operational growth and likely to pull up the company's value.

## Debt Ratio

Year	2020	2019	2018
Debt Ratio	0.82	0.81	0.85

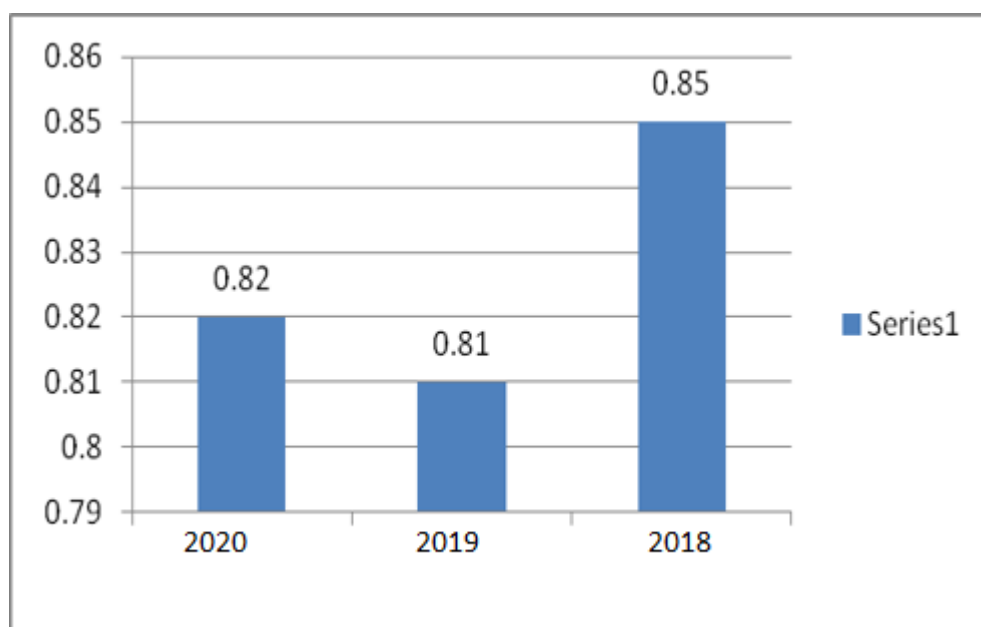


Figure -2

Exim Bank Limited's debt ratio is fluctuating as it increased in 2018 to 2020 from 0.81 to 0.85 which indicate that a huge percentage of the company's financing asset is from debt. Generally a lower ratio is better.

## Cost Income Ratio

Year	2020	2019	2018
Cost Income Ratio	42.83	43.82	46.22

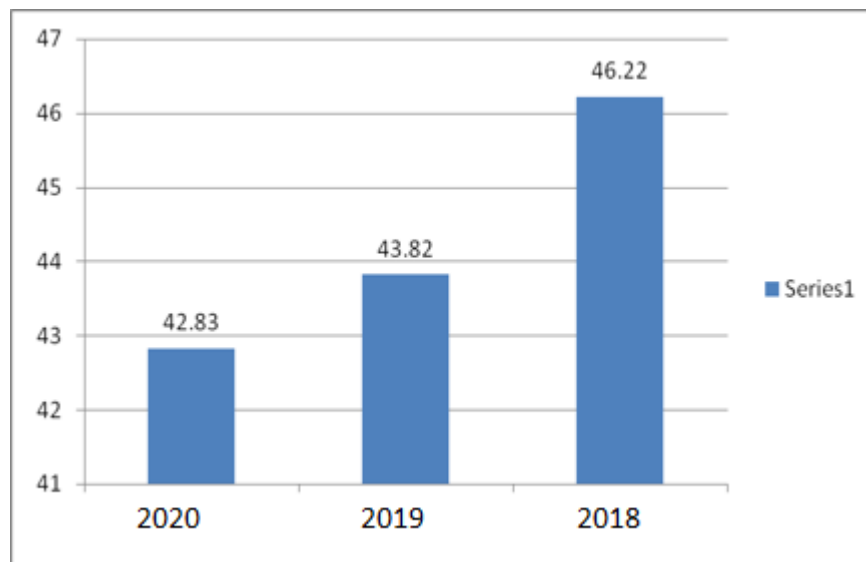


Figure-3

Cost to income ratio has a downward trend which means that income are rising at a higher rate than cost, which could suggest that the company is focusing in minimizing the cost.

In 2020 the cost to income ratio of Exim Bank Limited is low. So we can say that the operating efficiency of the Exim Bank Limited is good. That means they are able to minimize their operating cost, day by day their income are getting high.

## Total Asset Turnover Ratio

Year	2020	2019	2018
Total Asset Turnover Ratio	8.06	7.38	6.66

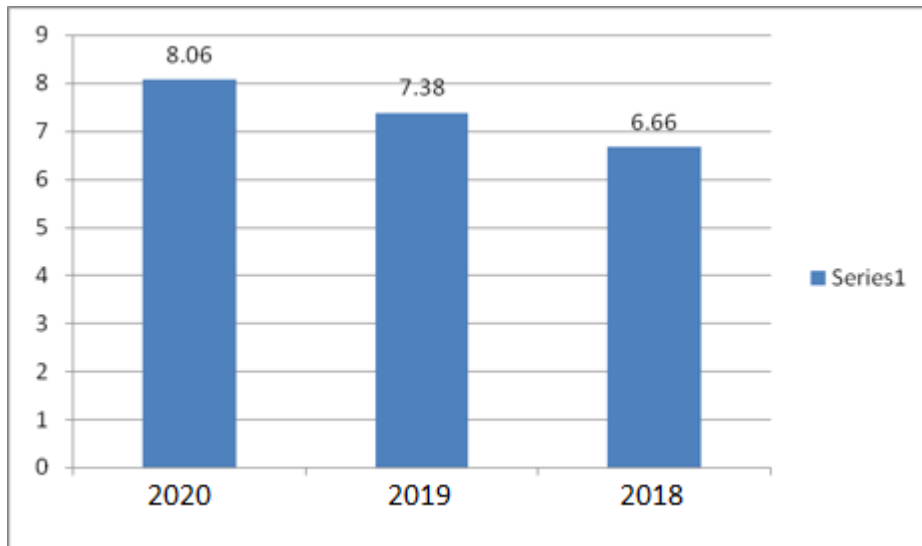


Figure- 4

The total asset turnover ratio is following an upward trend. Their total asset turnover is lowest in 2018 but it is highest in 2020. This shows that Exim Bank Limited is using its assets more efficiently to generate operating income.

## Operating Profit Margin

Year	2020	2019	2018
Operating Profit Margin	6914	6822	5957

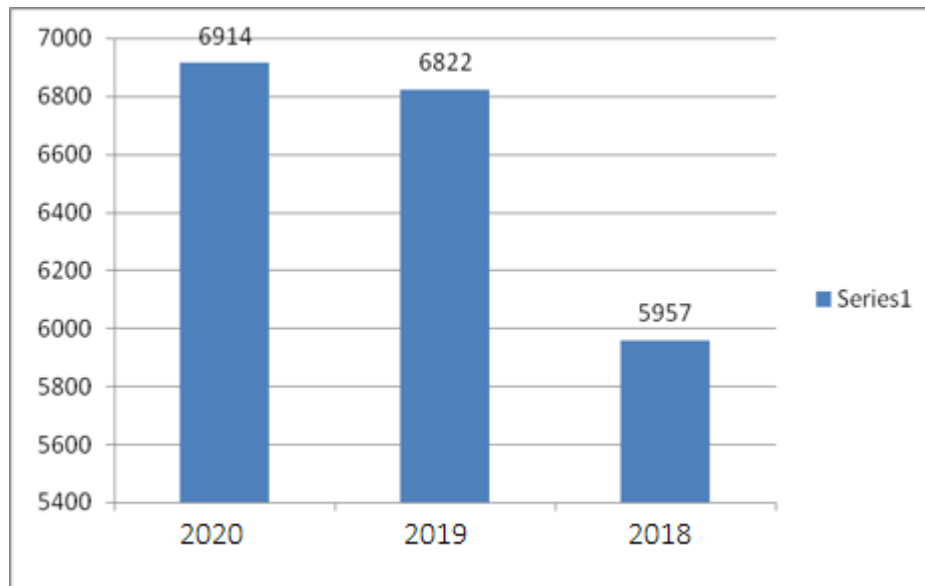


Figure-5

The operating profit margin is following upward trend from 2018 to 2020 but in 2019 and in 2018 it was 5957 but in 2019 it increased to 6914 which indicates that from 2018 to 2020 the company was able to generate enough income from their operations to pay for their variable costs and fixed costs. And in 2020 they managed to increase their income over operating expenses.

## Net Profit Margin

Year	2020	2019	2018
Net Profit Margin	6.36	6.16	5.28

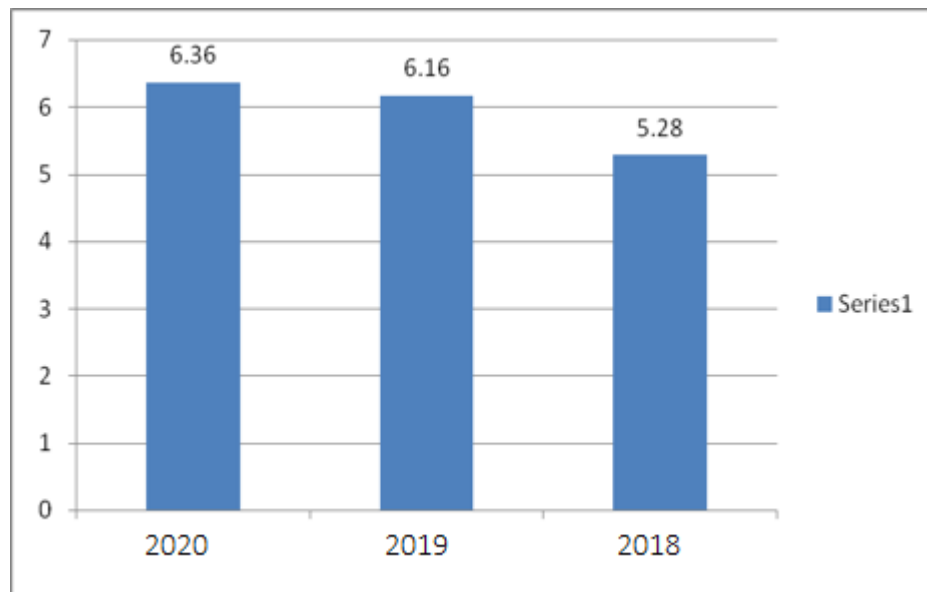


Figure - 6

Here, net profit margin is following an upward trend. The lowest value was 5.28 in 2018 and the highest value was 6.36 in 2020 which means that the company is more efficient at generating sales into actual profit.

## Return on Asset

Year	2020	2019	2018
Return On Asset	0.61	0.66	0.46

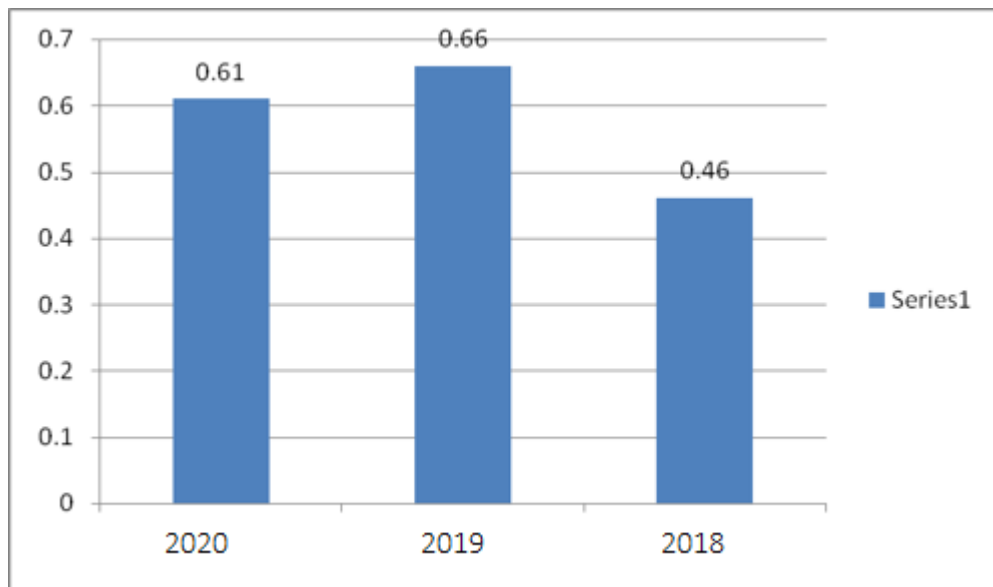


Figure- 7

The bank's return on asset was following an upward and downward trend. The lowest value was 0.46 in 2018 but it changes upwards to 0.66 in 2019 which indicates that its earning capacity has increased from 2018 but in 2020 again it's become lower than 2019 Thus it can be said that the proportion of their earning is not increasing year by year regularly.

## Return on Equity

Year	2020	2019	2018
Return On Equity	8.46	8.60	7.19

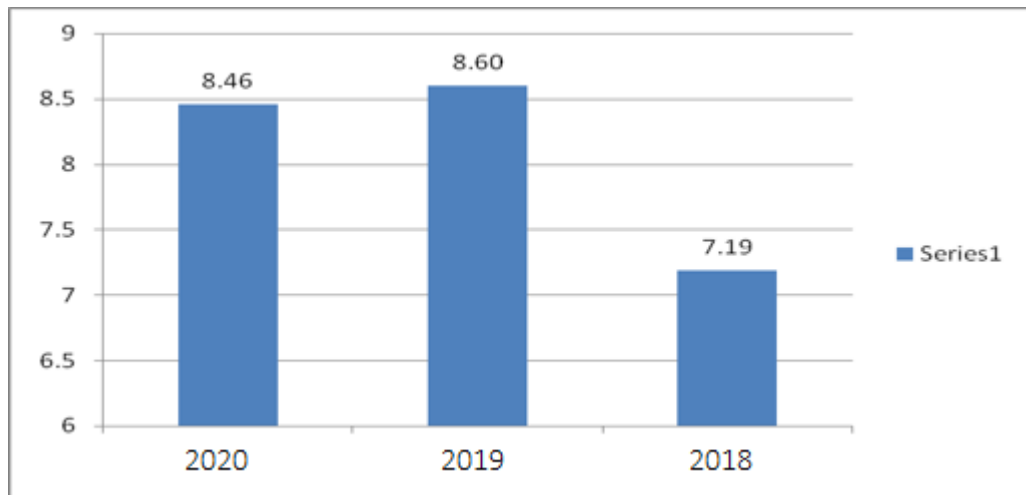


Figure-8

The return on equity ratio was growing from 2018 to 2019. And 2019-2020. It is not preferable for the firm. So, the management should try to increase the return on equity though, the return has slightly increased 2018 to 2019



## Earnings per Share

Year	2020	2019	2018
Earning Per Share	1.69	1.91	1.34

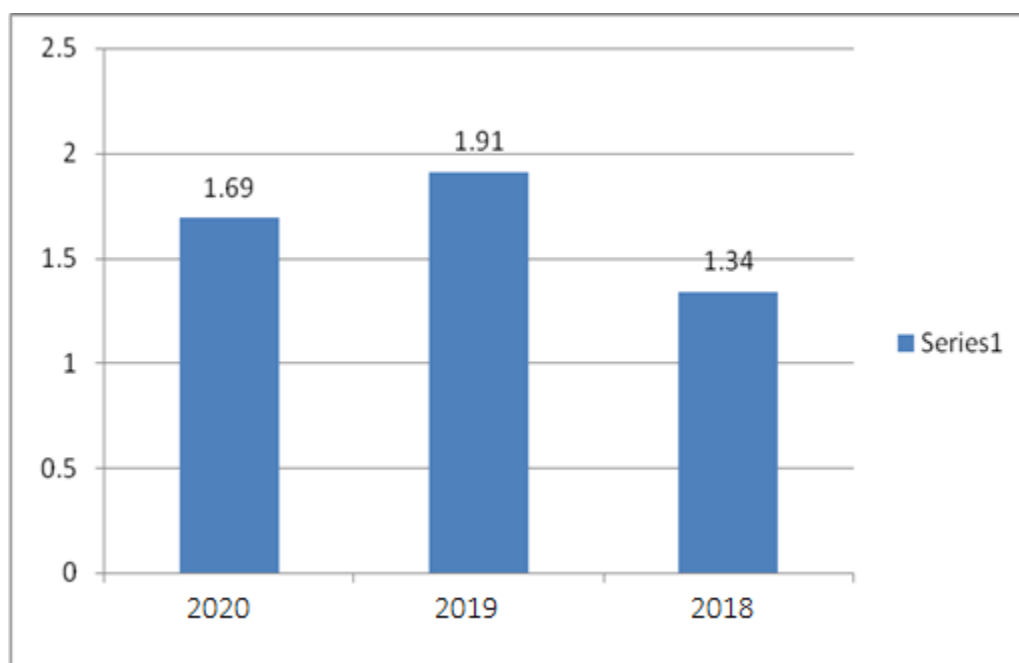


Figure -9

The bar chart shows that, EPS is highest in 2019 and there is an upward trend in EPS from year 2018. But Exim Bank Limited has managed to increase their EPS as we can see in the bar chart. The value has not changes much from 2018 to 2020 but it was lowest in 2018 and increased in 2019.

## Price Earnings Ratio

Year	2020	2019	2018
Price Earning Ratio	8.87	7.27	10.61

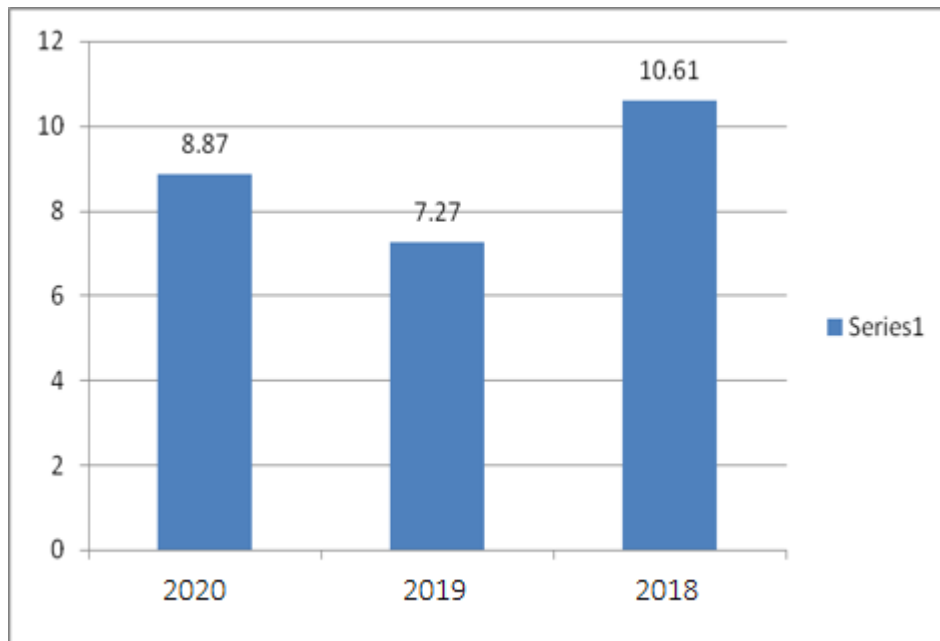


Figure -10

It calculates the level of price that the investors are paying for per taka of earnings offered by the bank. From the graph we can see that in year 2018 the investors paid maximum amount of price for per unit of earnings in which the bank issued its share in the market. In 2018 to 2019 it is decrease. This is not good a sign for the bank. But in 2019 to 2020 again its increase.

## Cash Ratio

Year	2020	2019	2018
Cash Ratio	0.90	0.86	0.75

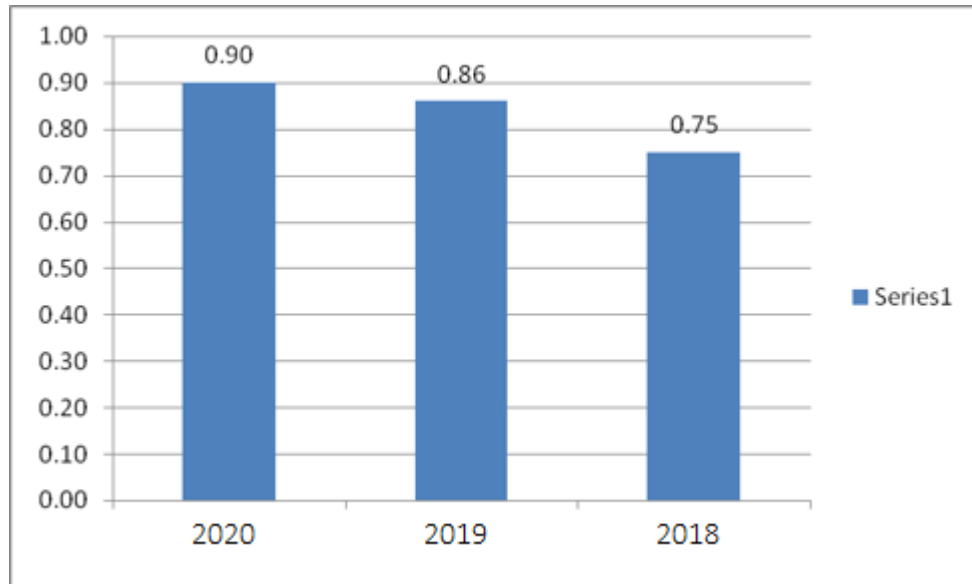
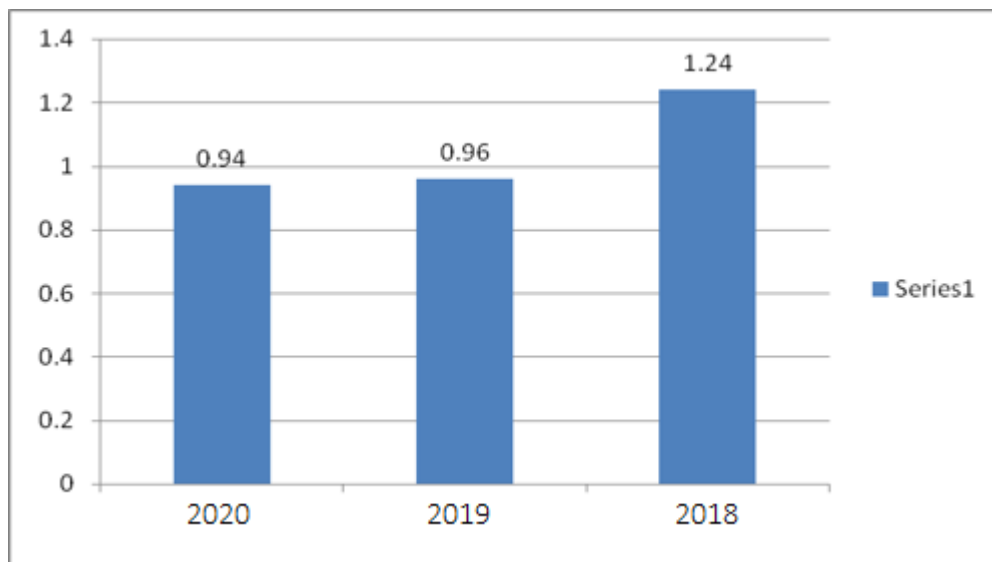


Figure -11

The cash ratio is a liquidity measure that shows a company's ability to cover its short-term obligations using only cash and cash equivalents. Here we can see the Exim bank's cash ratio from 2018 to 2020 increasing, which shows that Exim bank's total reserves of cash and near-cash securities are in a good position.

## Cash to Asset Ratio

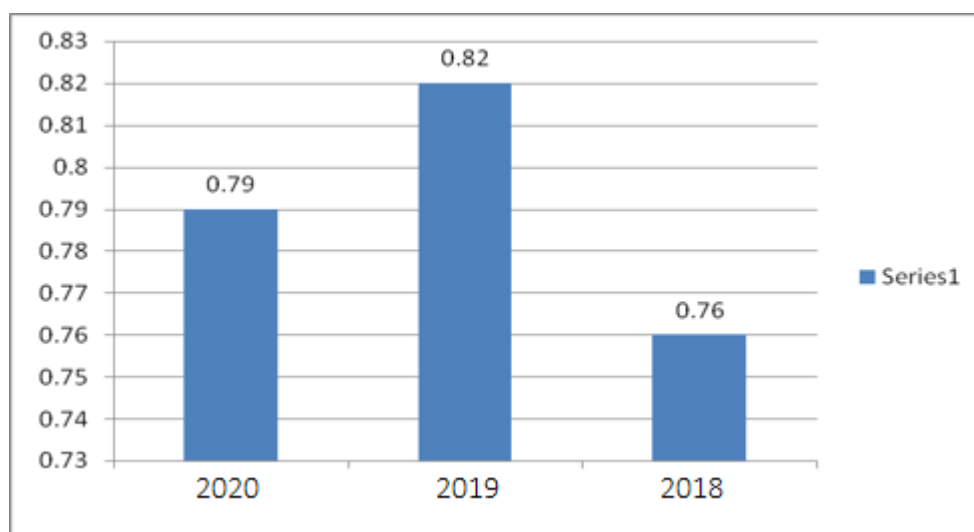
Year	2020	2019	2018
Cash To Asset Ratio	0.94	0.96	1.24



The cash to asset ratio is the current value of marketable securities and cash of Exim bank up and down ward trend. It is not good for this bank.

## Investment to Total Asset Ratio

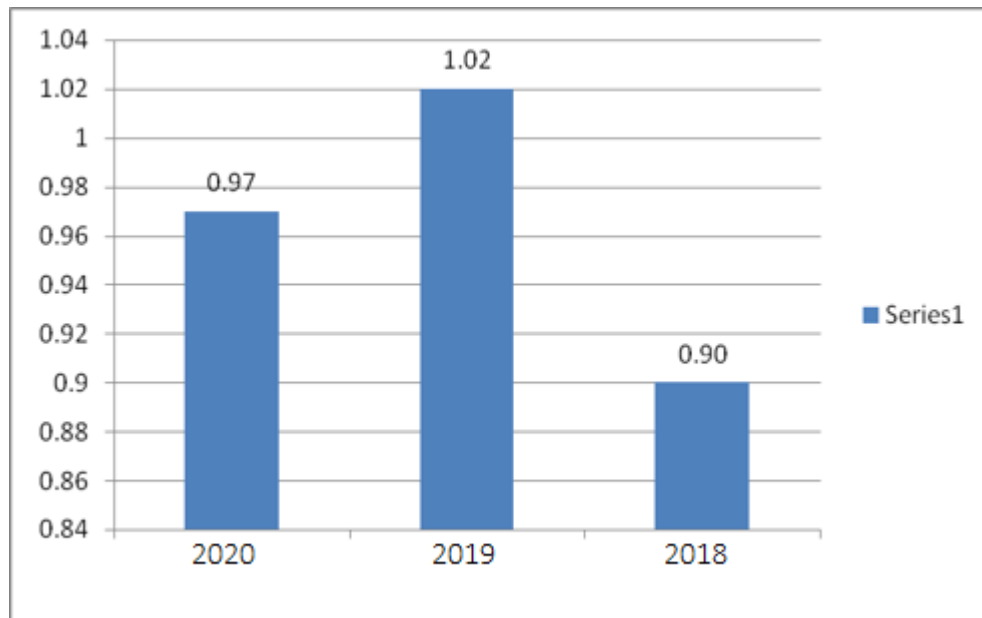
Year	2020	2019	2018
Investment to total Asset	0.79	0.82	0.76



Investment to assets ratio is a financial ratio that usually is applied for banks (or credit unions) to measure the relation of the bank's investment portfolio to the total assets. Providing investment for clients is a main function of every bank, and it is normal that high part of bank's assets is in investment form.

## Investment to Total Deposit Ratio

Year	2020	2019	2018
Investment to total Deposit Ratio	0.97	1.02	0.90



The Investment-to-deposit ratio (IDR) is used to assess a bank's liquidity by comparing a bank's total investment to its total deposits for the same period. The IDR is expressed as a percentage. If the ratio is too high, it means that the bank may not have enough liquidity to cover any unforeseen fund requirements. Conversely, if the ratio is too low, the bank may not be earning as much as it could be.

## 4.2

### Findings and Analysis

It is common that the company would have certain problems while operating such organization. There are few problems explained from the study of this report. They are:

1. The trend of the graph of current ratio of Exim Bank Limited is increasing. In 2018 the current ratio was 1.07 and with its increasing trend the value on 2019 was 1.02 which indicates growing into its capacity. 2020 ratio is 1.19 also increasing could indicate increased operational grow and likely to pull up the company's value. In general a current ratio greater than 1 or 2:1 suggests that the company has enough financial resources to remain secure in paying off the short-term liabilities. As we can see that the current ratio of Exim Bank limited has a Increasing trend it may soon have a current ratio will 2 which means the company might t have enough current assets on hand to meet its short-term obligations..
2. Exim Bank Limited's debt ratio is fluctuating as it decreased in 2018 to 2020 from 0.85 to 0.82. Generally a lower ratio is better. A value of 1 or less in debt ratios shows good financial health of a company.
3. Cost to income ratio has a downward trend which means that income are rising at a higher rate than cost, which could suggest that the company is focusing in minimizing the cost. In 2020 the cost to income ratio of Exim Bank Limited is low. So we can say that the operating efficiency of the Exim Bank Limited is good. That means they are able to minimize their operating cost, day by day their income are getting high. And the company stand a profitable position.
4. The total asset turnover ratio is following an upward trend. Their total asset turnover is lowest in 2018 but it is highest in 2020. This shows that Exim Bank Limited is using its assets more efficiently to generate operating income.
5. The operating profit margin is following upward trend from 2018 to 2020 but in 2019 and in 2018 it was 5957 but in 2020 it increased to 6914 which indicates that from 2018 to 2020 the company was able to generate enough income from their operations to pay for their variable costs and fixed costs. And in 2020 they managed to increase their income over operating expenses. And they have to manage to utilize their variable costs and fixed costs properly.
6. Here the net profit margin is following an upward trend. The lowest value was 5.28 in 2018 and the highest value was 6.36 in 2020 which means that the company is more efficient at generating sales into actual profit.

7. The bank's return on asset was following an upward and downward trend. The lowest value was 0.46 in 2018 but it changes upwards to 0.66 in 2019 which indicates that its earning capacity has increased from 2018 but in 2020 again it's become lower than 2019 Thus it can be said that the proportion of their earning is not increasing year by year regularly. Random ratio is not good for Bank.

8. The return on equity ratio was growing from 2018 to 2019. And 2018-2020. It is not preferable for the firm. So, the management should try to increase the return on equity though, the return has slightly increased 2018 to 2019. Most analysts consider that an ROE in the range of higher to be beneficial for purposes of investment. Since all the values of Exim Bank Limited, over the years, has been increasing and declining it shows that the company is not productively using the investments of equity investors to make additional profits and to return the profits to investors at an attractive level.

9. The bar chart shows that, EPS is highest in 2019 and there is an upward trend in EPS from year 2018. But Exim Bank Limited has managed to increase their EPS as we can see in the bar chart. The value has not changed much from 2018 to 2020 but it was lowest in 2018 and increased in 2019. A higher value of earnings per share is always better than a lower ratio because it shows the company is more profitable and has the potential to distribute profits to its shareholders.

10. The Price earnings ratio calculates the level of price that the investors are paying for per taka of earnings offered by the bank. From the graph we can see that in year 2018 the investors paid maximum amount of price for per unit of earnings in which the bank issued its share in the market. In 2018 to 2019 it is decrease. This is not good a sign for the bank. But in 2019 to 2020 again its increase. Value suddenly increased, it may happen because the management might have manipulated it with specific accounting techniques. A higher value indicates constructive future presentation and investors will be willing to pay more for this company's shares.



### **4.3 Interpretation:**

Common size analysis refers the balance sheet items to understand percentage change of assets, liabilities and other items. Basically it measures the respected items based on partial common account. In comparison of total asset, the cash item showing a little change from 2018 to 2020. Investment showing a lesser growth from. Deposit and others account showing a normal rate of change following the years. All tough saving deposit has been increased up but fixed deposit has been decreased. The bank could able to control its liability so strongly. It has 1% increased following the years. On the other hand, Common size analysis of income statement that is income on investment showing a better growth .Non-interest income has a positive trend. Along with the different incomes like net interest margin, non-interest income, operating profit total operating expense also increased. All the above change of data resulting a positive net profit.

# **Chapter Five**

## **Recommendations & Conclusion**

## **5.1 Recommendations**

There are few recommendations provided below for the previously mentioned problems:

1. As the current ratio of Exim Bank Limited was increasing year to year. So, it should try to more increase this ratio by paying off current liabilities, sell off unproductive assets and increase current assets by raising shareholder's fund etc.
2. As we have already seen that a huge percentage of the company's financing asset is from debt. But the risk of the company is increasing as it is following upwards trend. So they should take some step to decreasing debt.
3. Their cost to income ratio has a downwards trend which is a good sign. So, they should continue what they do to keep profitability.
4. Exim Bank Limited's total asset turnover had an increasing trend which means they were efficiently using their assets to generate income. So, they should follow what they were doing.
5. Exim Bank Limited's operating profit margin trend already upward to continue this process they should increasing sales to achieve cost-effectiveness through economies of scale and lowering production costs while at the same time bringing in extra revenue.
6. The return on asset has a random trend which is not good so to increasing revenue, reducing expenses and reducing assets cost.
7. The return on equity ratio is following downward trend which is not good, the management should work hard to increase the return linked with equity by increasing profit margins, using more financial leverage, improving asset turnover and distributing idle cash etc.

## **5.2 Conclusion**

Exim Bank Limited is setting new standards in the banking arena in the time of turbulent economic conditions. As a major aspect of the long haul money related change and modernization plan of the administration, the bank had been changed over into an open constrained organization. Bank is a budgetary middle person that gathers cash as store from inert segment for example family unit by giving enthusiasm against store and prepare this cash into beneficial area for example industry, horticulture, producing from by gathering enthusiasm against advance. The contrast between premium cost and premium increase is the bank's principle benefit. In banking language it is called spread. Without a bank a financial advancement can't be envisioned. The prime bank one of the leading banks in our country that also plays a vital role in games. Exim bank collect deposit by providing different types attracting deposit product and provide loan by offering different types of investment product.

From the trend analysis Exim Bank Limited equity ratio, asset turnover, P/E ratio earning capacity and interest ratio are increasing year by year and this indicates satisfactory position but its leverage ratio shows the reduction of financial risk. Over the years Exim Bank Limited has made a well- built position through its range of activities. Its number of clients, amount of deposit and investment money is increasing day by day. To face the competition the bank should think to stare new services and to take different types of marketing strategy to get more customers in this competition market of banking. It can be said that, Exim Bank Limited Is growing fast and its contribution in our economy is also considerable. I hope that Exim Bank Limited will widen its services by expanding its products and branch all over the country. I sincerely hope that with the gradual and successful globalization of Islamic banking coupled with growing awareness of the people about its financial and social benefits makes it clear that the this decade is going to be the decade of Exim Bank Limited.

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