

03rd April 2023

HRIS : 006428
Name : Mr.C R G Fernando
Branch/ Division : Emerging Business Information Technology (EBIT)

Dear Team CDB

Having navigated four years of unprecedented challenges since the Easter attacks in 2019, a rollercoaster two years due to the pandemic and an unprecedented economic crisis in the last of the four years, Sri Lanka is taking a turn for the better, emerging from the challenges and seeing positive prospects as we begin a brand new financial year.

In the recent months, the country has been on a difficult yet positive upward trajectory with remittances increasing, tourist arrivals increasing, the IMF Executive Board approving the Extended Fund Facility for USD 3 billion and multilateral, bilateral, and international lenders looking at the country favourably, while skyrocketing inflation and interest rates are subsiding to more manageable levels.

We are confident that all these factors will present a positive business outlook which means, we can now optimize our business capacity. In this backdrop, we have set optimistic business and financial goals but with a prudent sense of caution.

Our Key Corporate targets we have set for financial year 2023/2024 are as follows;

Key Objective:

To reach a Customer Base of 500,000

Financial Objectives:

1. Achieve PAT of Rs2.5Bn with a Rs.120Bn Asset base.
2. Maintain a Cost to Income ratio below 50%.
3. Maintain a Capital Ratio above 18%.
4. Maintain overall single digit NPL Ratio. (90 days past due)
5. To achieve the lending business volume of Rs.40Bn consisting of home loans, auto loans, Agri, fisheries MSMEs, green asset financing. (roof solar, EV conversions, EV Charging stations, Plug in Hybrids & EVs)
6. Gold Loan Target of Rs. 10Bn.
7. Expand Foreign Funding footprint – Target for the year Rs.20Bn.
8. Net Deposit Target of Rs.10Bn.
9. To double the savings base to reach 6Bn by the end of financial year 2023/24.
10. CDB fast cash and authorized money dealer monthly business volume to reach Rs.150Mn.
11. To increase transaction space business (ATM, POS, Online, SELF) from present Rs.1Bn per month to Rs.5Bn per month by the end of FY 2023/24.

DIRECTORS

Mr. J. R.A. Corera CFA (USA), FCMA (UK) - (Chairman), **Mr. C. M. Nanayakkara** B.Sc. (Mgt), FCMA (UK), MBA (Sri J) - Managing Director/CEO, **Mr. T. M. D. P. Tannekoon** FCMA (UK), CGMA - Deputy CEO/Chief Financial Officer, **Prof. S. P. P. Amaratunge** B. A. (Econ) (Sp) (SJP), M. A. Econ (Colombo), M. Sc. Econ. of Rural Dev. (Saga. Japan), Ph.D. (Kagoshima, Japan), **Mrs. P. R. W. Perera** FCA, ACMA, **Prof. P. N. Gamage** Ph.D. in HRM, B.Sc. (Business Admin) (Sp) (Sri J), M.Sc. (Mgt) (Sri J), Attorney at Law, MCIPM (SL), **Mr. J. P. Abhayaratne** MBA, BBA, **Mr. S. Kumarapperuma** B.Sc. (Colombo) MBA (Colombo) PGD Actuarial Sci, **Mr. E. R. S. G. S. Hemachandra** MBA (Australia), Dip M (UK) FCIM (UK). Chartered Marketer, **Mr. R. H. Abeygoonewardena** FCMA (UK), CGMA, FCMA (Sri). - Director Corporate Finance, **Mr. S. V. Munasinghe** MBA (Fed. Uni. - Aus) - Director Sales & Business Development, **Mr. D. A. De Silva** B.Sc (Hons), ACMA (UK) - Director Business Operations, **Mr. K. Elangovan** MBA (Sri J). B.Sc. (Mgt), FCIM (UK), FSLIM. CGMA, - Director Chief Emergent Business Officer.

Non-Financial Objectives:

1. To actively engage in implementing internal and external measures to cut down the Carbon Footprint of 2,649 tCO2e with the target of becoming a net zero organisation within this decade while exploring measures to quantify carbon credits through an independent credible authority on our decarbonisation initiatives.
2. In line with the concept of "Female empowerment", Increase the number of female team members in the company by at least 10% and female customer base to 40% by the end of financial year 2023/24.
3. Endeavour to achieve a paperless environment at Head Office.
4. To increase the Platform customer base to 1 million by the end of financial year 2023/24.
5. To accelerate our initiatives in promoting sustainable mobility solutions.
6. Moving into contribution based branch performance and reward & recognition ecosystem.
7. Doubling the credit card base from 25,000 to 50,000 and active debit card base from 60,000 to 100,000 during the Financial Year 2023/24.

Our team members have been the backbone in our journey and we know that each of our successes, big and small have been because of you. This time too, even in the most difficult of times, you have seen positivity and opportunity, which I know will carry us through to triumph in the next financial year.

Objectives set for Financial Year 2023/24

1. maintaining the overall Quality of patpat.lk - front and backend, and making sure that fraudulent advertisements do not appear on the site
2. liaison with CDB call centre and patpat.lk QA Team to make sure that the site has qualified ads and that there are no fraudulent advertisements
3. handling complaints which we receive through team@patpat.lk and call centre with regard to fraud, duplicates and customer complains
4. Maintaining and updating the banner module
5. Working with Product Team to implemet buisness plans
6. Detecting the platforms errors and updating the management on regular basis
7. Handlimng the Q/A Team and achive set standards SLAs for the ad approval process.

We in turn, will continue to stand by your side, empowering you to do your best and win against the odds. We will also continue our community initiatives designed to strengthen and expand our sustainability and tech-driven business strategy, creating value to all our stakeholders.

Our team is a highly talented one and each of your talents and skills have made a difference in our journey – whether it was in working across the organization, in extracurriculars, in team initiatives or in voluntary capacities; you have been extraordinary, making us proud to be a member of Team CDB wherever we go.

We now step into the 2023/24 with greater courage and strength, knowing that your support and backing will be the key driver in enabling and empowering us to meet our goals.

Sincerely



Mahesh Nanayakkara
Managing Director/Chief Executive Officer

Copy: Personal File