

# Investor Engagement

Listening to and maintaining a dialogue with the investors, both existing and potential, helps DFCC Bank to understand their expectations and concerns. Through this dialogue, the Bank fine-tunes engagement and structure reporting to be more relevant to them. This way, mutual trust and a loyal following of investors is built where they take a long-term view of the value of their investments in the Bank. Details about the frameworks that govern the Bank's engagement process and communication with investors can be found under Stakeholders, see page 31.

The CEO maintains a dialogue with key institutional investors and raises any matters of concern to the Board. The Board approved Communication Policy of the Bank ensures that information is made available to shareholders and other stakeholders through timely disclosures made to the CSE, publicity through press and electronic media, and posts on the Bank's website. The Annual General Meeting held on 30 March 2017 provided an opportunity for shareholders to interact with the Board and the Management.

## Performance of the Share

The market value of the DFCC Bank PLC ordinary share on 31 December 2017 was LKR 122.80 compared to LKR 122.50 on 31 December 2016. During the 12 month period, the highest price of LKR 138.20 was recorded on 13 October 2017. The lowest price for the period was recorded on 28 March 2017 as LKR 110.00.

## Share Information

DFCC Bank Share Price Information for the Period  
1 January 2017 - 31 December 2017.

|                                   | 01 January to<br>31 December 2017 | 01 January to<br>31 December 2016 |
|-----------------------------------|-----------------------------------|-----------------------------------|
| <b>Price Indices</b>              |                                   |                                   |
| ASPI                              | 6,369.26                          | 6,228.26                          |
| S&P SL20                          | 3,671.72                          | 3,496.44                          |
| <b>Share Price</b>                |                                   |                                   |
| Lowest Price (LKR)                | 110.00                            | 116.8                             |
| Highest Price (LKR)               | 138.20                            | 168.1                             |
| Closing Price (LKR)               | 122.80                            | 122.5                             |
| <b>Market Capitalisation</b>      |                                   |                                   |
| Value (LKR million)               | 32,554                            | 32,474                            |
| % of total market cap             | 1.12                              | 1.18                              |
| Rank                              | 18                                | 18                                |
| <b>Value of Shares Traded</b>     |                                   |                                   |
| Value (LKR million)               | 1,575.59                          | 1,308.91                          |
| % of total market turnover        | 0.71                              | 0.73                              |
| Rank                              | 24                                | 29                                |
| <b>Days Traded</b>                |                                   |                                   |
| No. of days traded                | 237                               | 240                               |
| Total no. of market days          | 240                               | 240                               |
| % of market days traded           | 98.75                             | 100                               |
| <b>Frequency of Shares Traded</b> |                                   |                                   |
| No. of transactions               | 5,350                             | 5,350                             |
| % of total frequency              | 0.54                              | 0.51                              |
| Rank                              | 51                                | 60                                |

## ***Distribution of Shareholding***

### ***Categories of Shareholders***

| As at         | 31 December 2017 |       |        | 31 December 2016 |       |        |
|---------------|------------------|-------|--------|------------------|-------|--------|
|               | Foreign          | Local | Total  | Foreign          | Local | Total  |
| Individual    | 8.02             | 7.60  | 15.62  | 5.76             | 8.35  | 14.11  |
| Institutional | 15.89            | 68.49 | 84.38  | 17.79            | 68.10 | 85.89  |
|               | 23.91            | 76.09 | 100.00 | 23.55            | 76.45 | 100.00 |

### ***Size-wise Distribution of Shareholding***

| Share range         | 31 December 2017       |               |        | 31 December 2016       |               |        |
|---------------------|------------------------|---------------|--------|------------------------|---------------|--------|
|                     | Number of shareholders | Total holding | %      | Number of shareholders | Total holding | %      |
| 01 – 1,000          | 5,641                  | 1,794,816     | 0.68   | 5,630                  | 1,817,586     | 0.69   |
| 1001 – 5,000        | 2,362                  | 4,865,268     | 1.84   | 2,405                  | 4,955,001     | 1.87   |
| 5,001 – 10,000      | 322                    | 2,328,317     | 0.88   | 329                    | 2,350,001     | 0.88   |
| 10,001 – 50,000     | 293                    | 6,448,247     | 2.43   | 299                    | 6,622,534     | 2.50   |
| 50,001 – 100,000    | 41                     | 2,963,550     | 1.12   | 42                     | 2,997,452     | 1.13   |
| 100,001 – 500,000   | 44                     | 9,155,740     | 3.45   | 44                     | 8,633,347     | 3.26   |
| 500,001 – 1,000,000 | 3                      | 1,987,718     | 0.75   | 4                      | 2,489,278     | 0.93   |
| 1,000,000 and above | 22                     | 235,554,032   | 88.85  | 23                     | 235,232,489   | 88.74  |
|                     | 8,728                  | 265,097,688   | 100.00 | 8,776                  | 265,097,688   | 100.00 |

### ***Public Holding as at 31 December 2017***

|  |                    |
|--|--------------------|
| Public holding percentage                            | 63.4%              |
| Number of public shareholders                        | 8,715              |
| Float adjusted market capitalisation                 | LKR 20,639 million |
| Applicable option as per CSE Listing Rule 7.13.1 (a) | Option 1           |

## Twenty Major Shareholders of the Bank as at 31 December 2017

| Name of Shareholder/Company   | 31 December 2017 |        | 31 December 2016* |       |
|---|------------------|--------|-------------------|-------|
|   | No. of shares    | %      | No. of shares     | %     |
| Bank of Ceylon No. 2 A/c  | 38,039,994       | 14.35  | 38,039,994        | 14.35 |
| Hatton National Bank PLC A/c No. 1  | 32,396,140       | 12.22  | 32,396,140        | 12.22 |
| Sri Lanka Insurance Corporation Limited – LifeFund                                      | 26,509,832       | 10.00  | 26,509,832        | 10.00 |
| Mr M A Yaseen   | 26,296,700       | 9.92   | 20,296,700        | 7.66  |
| Employees’ Provident Fund   | 24,368,995       | 9.19   | 24,368,995        | 9.19  |
| Melstacorp PLC  | 22,175,280       | 8.36   | 22,175,280        | 8.36  |
| Seafeld International Limited   | 15,286,794       | 5.77   | 15,286,794        | 5.77  |
| HSBC Intl. Nom. Ltd. – BPSS Lux-Aberdeen Global Asia Pacific Equity Fund                | 9,901,281        | 3.73   | 12,216,146        | 4.61  |
| Renuka City Hotels PLC  | 6,926,870        | 2.61   | 6,926,870         | 2.61  |
| HSBC Intl. Nom. Ltd. – BP2S LDN-Aberdeen Asia Pacific Equity Fund                       | 5,470,928        | 2.06   | 6,750,000         | 2.55  |
| HSBC Intl. Nominees Ltd. – BP2S London-Edinburg Dragon Trust PLC                        | 4,555,187        | 1.72   | 5,620,164         | 2.12  |
| Renuka Hotels PLC   | 4,073,360        | 1.54   | 4,073,360         | 1.54  |
| Employees’ Trust Fund Board   | 3,987,952        | 1.50   | 3,987,952         | 1.50  |
| HSBC Intl. Nominees Ltd. – BP2S London-Aberdeen Asia Smaller Companies Investment Trust | 3,889,870        | 1.47   | 3,889,870         | 1.47  |
| Akbar Brothers (Pvt) Ltd. A/c No. 1   | 2,552,270        | 0.96   | 1,255,747         | 0.47  |
| Cargo Boat Development Company PLC  | 2,498,200        | 0.94   | 2,498,200         | 0.94  |
| Anverally & Sons (Pvt) Ltd. A/c No. 1   | 1,553,415        | 0.59   | 1,528,395         | 0.58  |
| Crescent Launderers & Dry Cleaners (Pvt) Ltd.   | 1,482,548        | 0.56   | 1,482,548         | 0.56  |
| HSBC Intl. Nominees Ltd. – BP2S London-Aberdeen New Dawn Investment Trust XCC6          | 1,458,914        | 0.55   | 1,800,000         | 0.68  |
| Renuka Consultants & Services Ltd   | 1,097,992        | 0.41   | 1,097,992         | 0.41  |
| Total of the 20 major shareholders  | 234,522,522      | 88.45  |                   |       |
| Other shareholders  | 30,575,166       | 11.55  |                   |       |
| Total   | 265,097,688      | 100.00 |                   |       |

\* Shareholding as at 31 December 2016 of the twenty largest shareholders as at 31 December 2017.