

TRAFALGAR DEVELOPMENT BANK LIMITED 2000

Notes to the Financial Statements 30 September 2000

1. Identification and Principal Activities

The company operates as an approved venture capital company for purpose of the Income Tax Act. An extension of this status was granted with effect from 5 December 1997 for a period of three years. Both the company and its subsidiary are incorporated in Jamaica.

The company's principal activities involve providing loans, investment banking and equity financing. loans.

All amounts in these financial statements are expressed in Jamaican dollars unless otherwise stated.

2. Significant Accounting Policies

(a) Basis of preparation

These financial statements have been prepared in accordance with the provisions of the Companies Act and the Banking Act, and comply with Jamaican Accounting Standards. These financial statements have been prepared under the historical cost convention.

(b) Basis of consolidation

The group's financial statements include the financial statements of the 51% owned subsidiary, Trafalgar Commercial Bank Limited.

The subsidiary is licensed under the Banking Act (Act), and during the year ended 30 September 2000, the subsidiary did not comply with Sections 13(1)(f)(i); 13(1)(f)(ii), and 16(f).

These non-compliances were rectified as at 30 September 2000.

Unless otherwise stated, the other provisions of the Act have been met.

(c) Use of estimates

The preparation of financial statements in conformity with Jamaican generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reported period. Actual results could differ from those estimates.

(d) Foreign currencies

(i) Transactions during the year are converted at the rates of exchange prevailing on the transaction dates.

(ii) Assets and liabilities denominated in foreign currencies are translated into Jamaican dollars at rates of exchange prevailing at the balance sheet date. Gains and losses arising from fluctuations in exchange rates are included in the profit and loss account.

(iii) Where foreign currency assets are specifically acquired to match foreign currency liabilities either in whole or in part, the translation gains or losses are netted and the difference taken to the profit and loss account.

(e) Financial instruments

Financial instruments carried on the balance sheet include cash resources, investments, long term loan receivables, loans to customers, lease receivables, all other assets excluding fixed assets and goodwill arising on consolidation, deposits by customers, and all other liabilities. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item.

The fair values of the group's financial instruments are discussed in Note (22).

(f) Interest and fees

Interest income and expenses are recognised on the accrual basis, except that where collection of interest income is considered doubtful or payment of interest is outstanding for more than 90 days, interest is taken on the cash basis. Accrued interest on loans which are in arrears for 90 days and more is excluded from income in accordance with the Banking Act.

Project fee income is recorded as income when loan agreements are signed and funds are committed for disbursement.

(g) Cash and cash equivalents

For the purposes of the cash flow statement, cash and cash equivalents relate to cash resources which comprise cash in hand, short term deposits with and money on call at the Bank of Jamaica and other banks and financial institutions, net of amounts due to banks and other financial institutions.

(h) Investments

(i) Investments in the company are stated at the lower of cost and net realizable value.

(ii) Investments in the subsidiary are shown at cost, plus accrued interest where applicable.

Where there is a diminution in the value of an investment, it is recognised as an expense in the period in which the diminution is identified.

On disposal of an investment, the difference between the net disposal proceeds and the carrying amount is charged or credited to the profit and loss account.

(i) Provision for loan losses

The group maintains an allowance for credit losses, which consists of specific provisions and general provisions for doubtful credits.

Specific provisions are established as a result of reviews of individual loans and are based on an assessment which takes into consideration all factors, including collateral held and business and economic conditions.

General provisions for doubtful credits are established against the loan portfolio in

respect of the company's core business lines where a prudent assessment by the company of adverse economic trends suggests that losses may occur, but where such losses cannot yet be determined on an item-by-item basis.

(j) Fixed assets and depreciation

(i) Fixed assets are recorded at cost and are stated at historical cost less depreciation.

(ii) Depreciation is provided on the straight-line basis at such rates as will write off the carrying value of the assets over the period of their expected useful lives. The following rates are used:

| | |
|------------------------|---------|
| Office equipment | 10% |
| Motor vehicles | 20% |
| Leasehold improvements | 20% |
| Computer equipment | 33 1/3% |

(iii) In the subsidiary, fixed assets acquired under finance leasing arrangements are included at cost, less accumulated depreciation calculated to write them off over the period of the leases. Interest is charged so as to arrive at a constant rate of charge over the period of the leases.

(iv) Gains and losses on disposal of fixed assets are determined by reference to their carrying amount and are taken into account in determining operating results.

(k) Leases

(i) Lease income is derived from finance leases and is recognised over the period of the lease on the actuarial or reducing balance method. This method provides a constant rate of return on the remaining net investment in the lease.

(ii) Unearned income from finance leases represents the income element of lease payments collectible in future accounting periods.

(l) Deferred taxation

Deferred taxation is recognised in these financial statements only to the extent that the timing differences are considered likely to reverse in the foreseeable future.

(m) Acceptance under guarantees and letters of credit
Liabilities under acceptances in respect of guarantees, commitments and letters of credit are reported as a liability in the balance sheet. Equal and off setting claims against customers in the event of a call on these commitments, are reported as an asset.

(n) Assets purchased/sold under resale/repurchase agreements

A repurchase agreement ("Repo")/reverse repurchase agreement is a short term transaction whereby securities are sold/bought with simultaneous agreements for reselling/repurchasing the securities on a specified date and at a specified price.

The purchase and sale of securities under repurchase/reverse repurchase agreements are treated as collateralised lending and borrowing transactions. The related interest income and interest expenses are recorded on the accrual basis.

(o) Employee benefit costs

Contributions by the Group to fund benefits under the pension scheme are actuarially determined and include amounts to fund future service benefits, expenses and past service benefits. Contributions are charged as an expense in the year in which they are due.

(p) Comparative information

Where necessary, comparative figures have been reclassified to conform to changes in presentation in the current year. In particular, the comparatives have been adjusted or extended to take into account the requirements of the following new Accounting Standards:

(i) JSSAP 3.29 - Financial Instruments: Disclosure and Presentation

(ii) JSSAP 3.30 - Presentation of Financial Statements

3. Staff Costs

| The Group | | The Company | |
|-----------|--------|-------------|--------|
| 2000 | 1999 | 2000 | 1999 |
| \$'000 | \$'000 | \$'000 | \$'000 |

| | | | | |
|-------------------------|----------------------|----------------------|----------------------|----------------------|
| Salaries and wages | 64,322 | 64,801 | 37,949 | 37,894 |
| Statutory contributions | 5,362 | 5,448 | 3,097 | 3,130 |
| Pension costs | 1,956 | 2,028 | 1,439 | 1,472 |
| Other staff benefits | 8,042 | 9,176 | 3,570 | 2,708 |
| | <u>79,682</u> | <u>81,453</u> | <u>46,055</u> | <u>45,204</u> |

The number of employees of the Group and the company at 30 September 2000 were 66 (1999 - 67) and 29 (1999 - 32), respectively.

4. (Loss)/Profit before Taxation

| | The Group | | The Company | |
|---|-------------------|-------------------|---------------------|-------------------|
| | 2000 | 1999 | 2000 | 1999 |
| This is arrived at after charging/crediting): | \$'000 | \$'000 | \$'000 | \$'000 |
| Directors' emoluments - | | | | |
| Fees | 1,822 | 1,700 | 1,220 | 929 |
| Remuneration (included in staff costs-Note 3) | 4,740 | 4,740 | 4,740 | 4,740 |
| Auditors' remuneration | | | | |
| Current year | 2,520 | 2,460 | 1,620 | 1,500 |
| Prior year | 19 | 250 | - | 150 |
| Depreciation | 9,748 | 9,479 | 4,571 | 3,969 |
| Interest expense | 172,031 | 158,390 | 104,823 | 100,188 |
| Loss/(profit) on sale of fixed assets | <u>237</u> | <u>830</u> | <u>(182)</u> | <u>489</u> |

5. Taxation

(a) The company is relieved from taxation provided it complies with the requirements of the Income Tax Act relating to venture capital companies (Note 1). Dividends paid by the company will, nevertheless, be taxable in the hands of shareholders.

(b) Taxation relates to the subsidiary's operations and represents:

Income tax is computed at 33 1/3% of the profits for the year adjusted for tax purposes and comprises:

| | 2000 | 1999 |
|---------------------------------------|----------|------------|
| | \$'000 | \$'000 |
| Provision for current year charge | - | 591 |
| Underprovision of prior year's charge | 5 | - |
| | <u>5</u> | <u>591</u> |

(c) In 2000, the subsidiary had pre-tax profits of \$1,063,471 (1999: -profit of \$59,887). The effective tax rate was 0.48% (1999 - 987.09% compared to a statutory rate of 33 1/3% (1999 - 33 1/3%). The actual tax charge is disproportionate to the expected tax charge as follows:

| | 2000 | 1999 |
|--|----------|------------|
| | \$'000 | \$'000 |
| Taxation computed on profit per the financial statements | 354 | 20 |
| Difference between computed and actual taxation arise from - | | |
| Depreciation and capital allowances | 168 | 784 |
| Currency translation gains. | (631) | (249) |
| Other disallowed expenses | 109 | 36 |
| Under provision | 5 | - |
| Actual taxation charge for the year | <u>5</u> | <u>591</u> |

6. Net (Loss)/Profit and Retained Earnings.

The net (loss)/profit is dealt with in the financial statements as follows:

| | 2000 | 1999 |
|--|-----------------|--------------|
| | \$'000 | \$'000 |
| The company - | | |
| Profit and loss | (15,775) | 1,457 |
| Post acquisition profit in the subsidiary not recovered in sales proceeds (Note 28(a)) | 903 | - |
| | <u>(16,678)</u> | <u>1,457</u> |

| | | |
|----------------|-----------------|--------------|
| The subsidiary | 539 | (271) |
| | <u>(16,136)</u> | <u>1,186</u> |

The retained earnings is reflected in the financial statements as follows:

| | 2000 | 1999 |
|---|-----------------|-----------------|
| | \$'000 | \$'000 |
| The company - | | |
| Statement of changes in equity | 379,381 | 394,256 |
| Post acquisition profit in the subsidiary not recovered in sales proceeds (Note 28 (a)) | <u>(903)</u> | <u>-</u> |
| | 378,478 | 394,256 |
| The subsidiary | <u>(2,256)</u> | <u>(2,636)</u> |
| | <u>376,222</u> | <u>391,620</u> |

7. (Loss)/Earnings Per Stock Unit

The calculation of (loss)/earnings per stock unit is based on the group's net (loss)/profit for each year and the 115,047,308 of stock units in issue.

8. Cash Resources

| | The Group | | | | 2000 | 1999 |
|--|------------------------------|-----------------------------|---------------------------|---------------------------|----------------|----------------|
| | Remaining Term to Maturity | | | | | |
| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years \$'000 | Over 5 Years \$'000 | | |
| Cash | 9,097 | - | - | - | 9,097 | 10,462 |
| Deposits with and money on call at Bank of Jamaica | 177,421 | - | - | - | 177,421 | 82,911 |
| Due from banks and other institutions | 100,184 | 125,895 | 42,860 | - | 268,939 | 427,778 |
| | <u>286,702</u> | <u>125,895</u> | <u>42,860</u> | <u>-</u> | <u>455,457</u> | <u>521,151</u> |

Cash resources for the Group include approximately \$60,385,000 (1999: \$59,857,000) held under Section 140) of the Banking Act, substantially on a non-interest bearing basis at the Bank of Jamaica as a cash reserve. Accordingly, it is not available for

investment or other use by the Group.

The subsidiary held local registered stock, with a nominal value of \$245,049,000 (1999: \$25,000,000), as security for placements made with other financial institutions.

Accounts with other banks include foreign currency accounts amounting to approximately \$206,845,000 (1999: \$273,019,000). For the company, these accounts amounted to \$192,361,000 (1999: \$208,963,000).

| | The Company | | | | 2000 \$'000 | 1999 \$'000 |
|--|------------------------------|-----------------------------|---------------------------|---------------------------|----------------|----------------|
| | Remaining Term to Maturity | | | | | |
| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years \$'000 | Over 5 Years \$'000 | | |
| Cash | 4 | - | - | - | 4 | 2 |
| Due from banks and other institutions | 144,696 | 121,896 | 42,860 | - | 309,452 | 358,376 |
| | 144,700 | 121,896 | 42,860 | - | 309,456 | 358,378 |

9. Investments

| | 2000 \$'000 | 1999 \$'000 |
|---|-----------------|-----------------|
| At Cost: | | |
| Redeemable cumulative preference shares of \$1 each | 99,754 | 75,575 |
| Redeemable cumulative preference shares of \$2 each | | |
| Ordinary shares | 8,403 | 7,799 |
| | <u>11,294</u> | <u>10,994</u> |
| | 119,451 | 94,368 |
| Less provision for losses | <u>(12,991)</u> | <u>(10,645)</u> |
| The Company | 106,460 | 83,723 |
| National Development Bank bond | 3,398 | - |
| Government of Jamaica Securities | 309,419 | 98,387 |
| The Group | <u>419,277</u> | <u>182,110</u> |

| | The Group | | | | 2000 \$'000 | 1999 \$'000 |
|---|---------------|---------------|------------------|----------------|-----------------|-----------------|
| | Remaining | | Term to Maturity | | | |
| | Within 3 | 3 to 12 | 1 to 5 | Over 5 | | |
| | Months | Months | Years | Years | | |
| | \$'000 | \$'000 | \$'000 | \$'000 | | |
| Government of Jamaica Securities National Development Bank bond | 22,063 | 43,411 | 176,348 | 70,995 | 312,817 | 98,387 |
| Unquoted investments - Redeemable preference shares | - | - | - | 108,157 | 108,157 | 83,374 |
| | <u>22,063</u> | <u>43,411</u> | <u>176,348</u> | <u>179,152</u> | <u>420,974</u> | <u>181,761</u> |
| Unquoted investments Ordinary shares | | | | | 11,294 | 10,994 |
| Less: Provision for losses | | | | | <u>(12,991)</u> | <u>(10,645)</u> |
| | | | | | <u>419,277</u> | <u>182,110</u> |

The market value of investments owned by the subsidiary at 30 September 2000 was approximately \$374,302,000 (1999: \$107,290,000). Present value analysis was used to determine the market value of local registered stock instruments and the discount rate used was the weighted average of actual returns for the instruments. Values for treasury bills were computed using the nominal value, period/term to maturity and the discount rate explicit in the instruments.

Treasury bills in the subsidiary amounting to \$10,000,000 (1999: \$Nil) are held by the Bank of Jamaica (BOJ) as security in the event of an overdraft on the BOJ's current account. Local Registered Stock certificate of \$Nil (1999: \$40,000,000) was held by BOJ as security for credit line of \$10,000,000.

| | The Company | | | | 2000 \$'000 | 1999 \$'000 |
|--|-------------|---------|------------------|--------|----------------|----------------|
| | Remaining | | Term to Maturity | | | |
| | Within 3 | 3 to 12 | 1 to 5 | Over 5 | | |
| | Months | Months | Years | Years | | |
| | \$'000 | \$'000 | \$'000 | \$'000 | | |
| | | | | | | |

| | | | | | | |
|---|---|---|---|-----------------|-----------------|---------------|
| Unquoted investments - Redeemable preference shares | - | - | - | 108,157 | 108,157 | 83,374 |
| | - | - | - | <u>108,157</u> | <u>108,157</u> | <u>83,374</u> |
| Unquoted investments - Investment in subsidiary Ordinary shares | | | | 44,668 | 44,668 | |
| Less: Provision for losses | | | | 11,294 | 10,994 | |
| | | | | <u>(12,991)</u> | <u>(10,645)</u> | |
| | | | | <u>151,128</u> | <u>128,391</u> | |

10. Long Term Loan

The Group & The Company

| | | |
|--|----------------|----------------|
| | 2000 | 1999 |
| | \$'000 | \$'000 |
| Deutsche Investitions-und Entwicklungsgesellschaft mbH (DEG) | <u>152,707</u> | <u>164,495</u> |

In June 1997, the company entered into a foreign currency arrangement with DEG, a major shareholder and a provider of long term finance to the company. Under the agreement, the company borrowed from DEG, US\$4,351,610 (the equivalent of DM 7,500,000) and immediately made a corresponding loan to DEG in the amount of DM 7,500,000 repayable in year 2012, the intention being that this loan to DEG is to hedge against the exchange risk which the company is exposed to in respect of an earlier DM loan from DEG and which is also repayable in year 2012 (Note 16). Interest on the loan to DEG is at 6% per annum and interest on the loan to the company is at 8 1/8% per annum and is included in long term liabilities (Note 16).

The company does not trade in foreign currency swaps and the above arrangement was entered into to reduce the impact of fluctuating currency rates, and related foreign currency exposure.

11. Loans to Customers

The Group
Remaining Term to Maturity

| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years \$'000 | Over 5 Years \$'000 | 2000 \$'000 | 1999 \$'000 |
|----------------------------|------------------------------|-----------------------------|---------------------------|---------------------------|------------------|------------------|
| Loans to customers | 229,803 | 236,308 | 713,786 | 561,969 | 1,741,866 | 1,726,200 |
| Less: Provision for losses | | | | | (225,098) | (173,762) |
| | | | | | <u>1,516,768</u> | <u>1,552,438</u> |

The Company
Remaining Term to Maturity .

| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years \$'000 | Over 5 Years \$'000 | 2000 \$'000 | 1999 \$'000 |
|----------------------------|------------------------------|-----------------------------|---------------------------|---------------------------|------------------|------------------|
| Loans to customers | 84,358 | 180,577 | 597,762 | 473,435 | 1,336,132 | 1,298,219 |
| Loans purchased | | | | | 38,580 | 24,327 |
| Less: Provision for losses | | | | | (178,077) | (135,520) |
| | | | | | <u>1,196,635</u> | <u>1,187,026</u> |

| | The Group Number of Accounts | | The Company | | The Group | | The Company | |
|------------------------------------|---------------------------------|------------|-------------|------------|------------------|------------------|------------------|------------------|
| | 2000 | 1999 | 2000 | 1999 | 2000 | 1999 | 2000 | 1999 |
| Professional and other services | 127 | 109 | 11 | 18 | 222,633 | 203,989 | 42,949 | 119,399 |
| Individuals | 228 | 312 | - | - | 111,327 | 151,250 | - | - |
| Agriculture | 21 | 30 | 20 | 27 | 233,983 | 287,003 | 231,849 | 282,137 |
| Manufacturing and Mining | 70 | 91 | 63 | 56 | 508,146 | 440,699 | 500,771 | 381,939 |
| Tourism | 36 | 47 | 34 | 42 | 565,404 | 517,161 | 560,563 | 514,744 |
| Transportation | 10 | 12 | - | - | 24,396 | 16,977 | - | - |
| Distribution | 26 | 61 | - | - | 75,977 | 109,121 | - | - |
| | <u>518</u> | <u>662</u> | <u>128</u> | <u>143</u> | <u>1,741,866</u> | <u>1,726,200</u> | <u>1,336,132</u> | <u>1,298,219</u> |

Loans include the following:

| | The Group | | The Company | |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
| | 2000 \$'000 | 1999 \$'000 | 2000 \$'000 | 1999 \$'000 |
| Total Non-Performing Loans | <u>379,288</u> | <u>347,555</u> | <u>250,413</u> | <u>249,304</u> |
| The provision for loan losses comprises: | | | | |
| At beginning of year | 173,762 | 105,564 | 135,520 | 71,181 |
| Provision made during the year | 108,188 | 101,267 | 46,273 | 64,339 |
| Provision no longer required | <u>(49,963)</u> | <u>(15,632)</u> | <u>(1,251)</u> | <u>-</u> |
| Net provision during the year | 58,225 | 85,635 | 45,022 | 64,339 |
| Net loan balances written off | <u>(6,889)</u> | <u>(17,437)</u> | <u>(2,465)</u> | <u>-</u> |
| At end of year | <u>225,098</u> | <u>173,762</u> | <u>178,077</u> | <u>135,520</u> |

The subsidiary, Grace Kennedy & Company Limited (GK) and the Company, signed an Option Agreement dated 22 August 2000, under which GK and the company acquired the option to purchase loans with a principal balance of \$30,553,000 for \$30,400,000 (GK: \$14,896,000; the company: \$15,504,000). These loans were sold with the relevant securities and the effective date of the sale was 31 July 2000. GK and the company exercised the option and on the basis of this, the sale of the loans was recorded in the financial statements and the provision for probable loan losses of \$30,553,000 was written back by the subsidiary.

The company has recorded its portion of the loans as 'loans purchased' and correspondingly made a provision for probable loan losses.

The subsidiary and GK signed an option agreement dated 21 December 2000 under which GK acquired the option to purchase loans with a principal balance of \$34,395,000 for \$33,700,000. (Note 24). These loans were sold with the relevant securities and the effective date of the sale was 30 September 2000. GK exercised the option and on the basis of this, the sale of the loans was booked in the financial statements and the provision for probable loan losses of

\$33,645,000 was written back.

The subsidiary, GK and the Company, signed an option agreement dated 22 December 1999 under which GK and the Company acquired the option to purchase loans with a principal balance of \$52,117,000 for \$47,700,000. (GK - \$23,373,000; the Company - \$24,327,000) (Note 24). These loans were sold with the relevant securities and the effective date of the sale was 30 September 1999. GK and the Company exercised the option and on the basis of this, the sale of the loans was booked in the financial statements and the provision for probable loan losses of \$43,917,000 was written back in 1999.

12. Lease Receivables

The Group and The Company
Remaining Term to_Maturity

| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years \$'000 | Over 5 Years \$'000 | 2000 \$'000 | 1999 \$'000 |
|----------------------------|------------------------------|-----------------------------|---------------------------|---------------------------|----------------|----------------|
| Gross investment in leases | 3,970 | - | - | - | 3,970 | 8,188 |
| Less: Unearned income | | | | | (479) | (593) |
| | | | | | 3,491 | 7,595 |
| Provision for losses | | | | | (1,631) | (1,582) |
| | | | | | <u>1,860</u> | <u>6,013</u> |

13. Fixed Assets

The Group

| | Freehold Premises \$'000 | Furniture and Equipment \$'000 | Computer Equipment \$'000 | Motor Vehicles \$'000 | Leasehold Improvements \$'000 | Leased Assets \$'000 | Total \$'000 |
|-----------|--------------------------------|---|---------------------------------|-----------------------------|-------------------------------------|----------------------------|-----------------|
| Cost - | | | | | | | |
| 1.10.1999 | 26,578 | 18,778 | 28,717 | 15,927 | 7,733 | 2,260 | 99,993 |
| Additions | - | 6,835 | 7,041 | 152 | 970 | - | 14,998 |
| Disposals | - | (1,918) | (3,212) | (3,323) | (677) | - | (9,130) |
| 30.9.2000 | <u>26,578</u> | <u>23,695</u> | <u>32,546</u> | <u>12,756</u> | <u>8,026</u> | <u>2,260</u> | <u>105,861</u> |

| | | | | | | | |
|---------------------|---------------|---------------|---------------|--------------|--------------|--------------|---------------|
| Depreciation - | | | | | | | |
| 1.10.1999 | - | 12,617 | 20,511 | 10,527 | 4,463 | 280 | 48,398 |
| Charge for the year | - | 2,274 | 3,576 | 2,569 | 877 | 452 | 9,748 |
| On disposals | - | (1,676) | (3,212) | (2,045) | (672) | - | (7,605) |
| 30.9.2000 | - | 13,215 | 20,875 | 11,051 | 4,668 | 732 | 50,541 |
| Net Book Value | | | | | | | |
| 30.9.2000 | 26,578 | 10,480 | 11,671 | 1,705 | 3,358 | 1,528 | 55,320 |
| 30.9.1999 | 26,578 | 6,161 | 8,206 | 5,400 | 3,270 | 1,980 | 51,595 |

The Company

| | Freehold Premises \$'000 | Furniture and Equipment \$'000 | Computer Equipment \$'000 | Motor Vehicles \$'000 | Leasehold Improvements \$'000 | Total \$'000 |
|---------------------|-----------------------------|--------------------------------------|---------------------------------|-----------------------------|-------------------------------------|-----------------|
| Cost - | | | | | | |
| 1.10.1999 | 26,578 | 2,665 | 11,203 | 12,604 | 677 | 53,727 |
| Additions | - | 6,201 | 760 | 152 | 970 | 8,083 |
| Disposals | - | (1,918) | (3,212) | - | (677) | (5,807) |
| 30.9.2000 | 26,578 | 6,948 | 8,751 | 12,756 | 970 | 56,003 |
| Depreciation - | | | | | | |
| 1.10.1999 | - | 1,550 | 7,425 | 8,810 | 672 | 18,457 |
| Charge for the year | - | 727 | 1,421 | 2,241 | 182 | 4,571 |
| On disposals | - | (1,676) | (3,212) | - | (672) | (5,560) |
| 30.9.2000 | - | 601 | 5,634 | 11,051 | 182 | 17,468 |
| Net Book Value - | | | | | | |
| 30.9.2000 | 26,578 | 6,347 | 3,117 | 1,705 | 788 | 38,535 |
| 30.9.1999 | 26,578 | 1,115 | 3,778 | 3,794 | 5 | 35,270 |

14. Sundry Assets

| | The Group | | The Company | |
|---------------------|----------------|----------------|----------------|----------------|
| | 2000 \$'000 | 1999 \$'000 | 2000 \$'000 | 1999 \$'000 |
| Interest receivable | 35,796 | 42,387 | 24,106 | 26,027 |

| | | | | |
|------------------|----------------|----------------|---------------|---------------|
| Foreclosed asset | 28,000 | 28,000 | 28,000 | 28,000 |
| Other assets | <u>70,322</u> | <u>57,177</u> | <u>30,271</u> | <u>29,750</u> |
| | <u>134,118</u> | <u>127,564</u> | <u>82,377</u> | <u>83,777</u> |

The company foreclosed on a property which was used to secure a loan. The value at which the property is recorded represents loan principal plus interest accrued to the date of foreclosure. The property was professionally valued for \$56,620,000 in June 1996. A recent valuation at 4 November 1999, by professional valuers George Gregg and Company, indicated a market value of \$32,000,000

Other assets include the subsidiary's contribution to the National Housing Trust amounting to \$49,567 (1999: \$49,567), recoverable in the years 2001-4.

15. Deposits by Customers

| | The Group | | | | 2000 \$'000 | 1999 \$'000 |
|-------------------------------------|------------------------------|-----------------------------|---------------------------|---------------------------|-----------------------|-----------------------|
| | Remaining Term to Maturity | | | | | |
| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years \$'000 | Over 5 Years \$'000 | | |
| Customers' deposits | <u>397,856</u> | <u>62,866</u> | - | - | <u>460,722</u> | <u>612,909</u> |
| | Number of Accounts | | | | | |
| | | | 2000 \$'000 | 1999 \$'000 | 2000 \$'000 | 1999 \$'000 |
| Public authorities | | | - | 1 | - | 6,961 |
| Financial institutions | | | 54 | 54 | 158,168 | 173,308 |
| Commercial and business enterprises | | | 505 | 380 | 144,003 | 227,673 |
| Others | | | <u>1,405</u> | <u>1,400</u> | <u>158,551</u> | <u>204,967</u> |
| | | | <u>1,964</u> | <u>1,835</u> | <u>460,722</u> | <u>612,909</u> |

16. Due to Financial and Other Institutions

| | Repayment Currency | Rate % | 2000 \$'000 | 1999 \$'000 |
|---|-----------------------|-------------|----------------|----------------|
| The Company: | | | | |
| Long Term Loans- | | | | |
| United States Agency for International Development (USAID) - | | | | |
| Repayable in 21 semi-annual installments, with first drawdown starting January 1991 and ending July 2005 | J\$ | 5 | 38,309 | 45,027 |
| Repayable within 10 years in 16 equal semi-annual installments commencing October 1997. | J\$ | 23&24 | 24,553 | 30,580 |
| Repayable in 16 semi-annual installments commencing December 1996 and ending June 2003 | J\$ | 22&24 | 875 | 1,167 |
| Financierings Maatschappij voor Ontwikkelingslanden N.V. (FMO) - | | | | |
| Repayable in 14 semi-annual installments commencing October 1993 and ending April 2000 | J\$ | 7 3/4 | - | 2,839 |
| Deutsche Investitions - und Entwicklungsgesellschaft mbH (DEG) - | | | | |
| Repayable in one amount on 31 December 2009 (Loan #1) | J\$ | 6 | 26,272 | 26,272 |
| Repayable in one amount on 30 December 2012 (Loan #2) | DM | 6 | 152,597 | 164,495 |
| Repayable in 10 semi-annual installments commencing March 1999 | US\$ | LIBOR +2.25 | 117,037 | 139,129 |
| European Investment Bank (EIB) | | | | |
| Repayable in 5 annual-installments commencing March 2011 and ending March 2015. | J\$ | 2 | 23,583 | 23,583 |
| Repayable in 1 installment on 31 December 2007 | Ecu | 2 | 24,854 | 24,854 |

| | | | | |
|---|------|-------|----------------|----------------|
| Repayable in 12 semi-annual installments commencing March 1998 and ending September 2003. | US\$ | 3 | 94,845 | 112,812 |
| Repayable in 12 semi-annual installments commencing March 1998 and ending September 2003. | £ | 3 | 37,432 | 49,621 |
| Repayable in 1 installment on 31 August 2002 | Ecu | 2 | 15,361 | - |
| Repayable in 1 installment on 31 December 2007. | Ecu | 2 | <u>21,676</u> | 23,763 |
| Balance carried forward | | | <u>577,394</u> | <u>644,142</u> |
| Long Term Loans (continued) | | | | |
| Balance brought forward | | | 577,394 | 644,142 |
| Commonwealth Development Corporation (CDC) - | | | | |
| Repayable in 16 semi-annual installments commencing May 1994 and ending November 2001 | £ | 10 | 48,113 | 79,741 |
| Repayable in 12 semi-annual installments commencing January 1996 and ending July 2001 | US\$ | 9 1/4 | 44,825 | 79,991 |
| GOJ/World Bank Loan in association with Jamaica Exporters Association (JEA) - | | | | |
| Repayable within 5 years of the date of each draw-down commencing August 1998 | US\$ | Nil | 46,828 | 51,498 |
| Caribbean Development Bank (CDB) - | | | | |
| Repayable in 32 quarterly installments commencing July 1996 and ending April 2004 | US\$ | 6 1/2 | <u>111,245</u> | <u>125,743</u> |
| Balance carried forward | | | <u>828,405</u> | <u>981,115</u> |
| Development Bank of Jamaica Limited (DBJ) - | | | | |
| (Formerly issued by National Development Bank Limited) | | | | |
| Repayable in 32 quarterly installments commencing September 1993 and ending June 2001. | J\$ | 19 | 531 | 1,238 |
| Repayable in 84 monthly installments commencing October 1999. | US\$ | 9 | 44,826 | 38,125 |

| | | | | |
|---|----------------|--------|--------|--------|
| Repayable in 96 consecutive monthly installments commencing April 2001. | US\$ Libor+3.5 | 44,826 | 10,239 | |
| Repayable in 60 monthly installments commencing April 2000. | J\$ | 9 | 4,168 | 4,722 |
| Repayable in 48 monthly installments commencing November 1999. | J\$ | 13 | 6,244 | 8,100 |
| Repayable in 48 monthly installments commencing July 2000. | J\$ | 10 | 10,313 | 11,000 |
| Repayable in 96 months installments commencing March 2001. | US\$ Libor+3.5 | 32,963 | 15,905 | |
| Repayable in 60 monthly installments commencing July 2000. | J\$ | 10 | 16,283 | 10,987 |
| Repayable in 84 monthly installments commencing November 1998. | J\$ | 26 | 2,905 | 3,524 |
| Repayable in 48 monthly installments commencing January 1999. | J\$ | 12 | 1,751 | 2,617 |
| Repayable in 60 monthly installments commencing July 1998. | US\$ | 9 | 3,796 | 4,722 |
| Repayable in 60 monthly installments commencing February 1909. | | 13 | 5,902 | 7,820 |
| Repayable in 30 monthly installments commencing January 1999. | J\$ | 13 | 1,962 | 4,797 |
| Repayable in 72 monthly installments commencing December 2000. | J\$ | 13 | 21,528 | 25,000 |
| Repayable in 48 monthly installments commencing | | | | |

| | | | | | |
|---|------------------|----|------------------|------------------|------------------|
| August 1999. | J\$ | 10 | 11,334 | 15,667 | |
| Repayable in 96 monthly installments commencing June 2000. | US\$ | 9 | <u>51,549</u> | <u>47,995</u> | |
| Balance carried forward | | | <u>1,089,286</u> | <u>1,193,573</u> | |
| Development Bank of Jamaica Limited (DBJ) - (Formerly issued by National Development Bank Limited) | | | | | |
| Repayable in 48 monthly installments commencing April 2001 | US\$ Libor + 6.5 | | 13,027 | | - |
| Repayable in 48 monthly installments commencing November 2000. | US\$ | | 12 | 5,155 | - |
| Repayable in 72 monthly installments commencing April 2000. | US\$ Libor + 6.5 | | | 9,654 | - |
| Repayable in 48 monthly installments commencing April 2001 | J\$ | | 13 | 30,000 | - |
| (Formerly held by Agricultural Credit Bank of Jamaica Limited) | | | | | |
| Repayable in 16 quarterly installments commencing June 1996 | J\$ | | 10 | 320 | 960 |
| | | | | 1,147,442 | 1,194,533 |
| Short Term Loans: | | | | | |
| Dehring, Bunting & Golding Limited | US\$ | | 10 | 62,755 | 55,994 |
| Barclays Bank (Miami) - | | | | | |
| Loans at varying interest rates | US\$ | | | <u>78,444</u> | <u>79,991</u> |
| The Company | | | | <u>1,288,641</u> | <u>1,330,518</u> |
| The Subsidiary | | | | | |

| | | | | |
|---|-----|-------|------------------|------------------|
| Long Term Loan - Development Bank of Jamaica. (DBJ) (Formerly issued by National Development Bank Limited). Repayable in 60 monthly installments commencing June 1995 | J\$ | 12-24 | 1,678 | 3,387 |
| Short Term Loan - Overnight borrowing | J\$ | | 15,000 | - |
| The Group | | | <u>1,305,319</u> | <u>1,333,905</u> |

| | The Group Remaining Term to Maturity | | | | | |
|--|--|-----------------------------|----------------------------|---------------------------|----------------|------------------|
| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years' \$'000 | Over 5 Years \$'000 | 2000 \$'000 | 1999 \$'000 |
| | Due to Financial and other Institutions | 49,944 | 338,928 | 604,397 | 312,050 | 1,305,319 |

| | The Company Remaining Term to Maturity | | | | | |
|--|--|-----------------------------|---------------------------|---------------------------|----------------|------------------|
| | Within 3 Months \$'000 | 3 to 12 Months \$'000 | 1 to 5 Years \$'000 | Over 5 Years \$'000 | 2000 \$'000 | 1999 \$'000 |
| | Due to Financial and other Institutions | 34,621 | 337,851 | 604,119 | 312,050 | 1,288,641 |

- Under the terms and conditions of the USAID loan agreements, the company may prepay all or part of principal if the interest due is fully paid and up to date. The loans are repayable in Jamaican dollars to the Government of Jamaica at the rate of exchange that was in effect at the time USAID disbursed the loan funds.

The loan agreements further require that the company:

- (a) provide an annual reserve for loan losses of a minimum of 3% of average loans outstanding and;
- (b) restrict ownership by any individual, association or company to a maximum of 15% of voting capital.

Approval was granted during the year for the company to remove the above restriction of voting capital.

11 The FMO loan totalling Dfl 7,500,000 was disbursed in 1989. The loan is repayable in Jamaican dollars to the Government of Jamaica at the rate of exchange that was in effect at the time FMO disbursed the funds. The terms of the loan agreement state that the company will be allowed to prepay all or part of principal provided that five years have elapsed since the first disbursement of the loan to the company.

III Under the terms of the DEG Loan Agreement, the loans totalling DM 14,500,000 are to be applied for the financing of medium and small-scale enterprises.

Loan #1 - DM 7,000,000 disbursed 1990.

This loan is repayable in Jamaican dollars to the Government of Jamaica at the rate of exchange that was in effect at the time DEG disbursed the loan funds. The interest rate of 6% consists of 3 portions, A-portion, B-portion and C-portion. The A-portion shall be 0.75% per annum and remitted in DM by the Ministry of Finance. The B-portion shall be 1.5% per annum and shall be remitted in J\$ to the Ministry of Finance for exchange risk coverage. The C-portion shall be 3.75% per annum and payable in J\$ out of the operating surplus of the company, paid to a special fund termed "The Trafalgar German Fund I".

Loan #2 - DM 7,500,000 disbursed 1993.

This loan is repayable in foreign currency. The interest rate of 6% per annum consists of an A-portion and a B-portion. The A-portion shall be 0.75% per annum and shall be remitted in DM to DEG. The B-portion shall be paid to a special fund termed "The Trafalgar German Fund II". The fund is to be used primarily for the coverage of foreign exchange losses incurred by TDB should these funds be converted to Jamaican dollars, and for other technical assistance.

The third loan of US \$4,351,610 (Note 10) was under a foreign currency hedging arrangement with DEG. It is repayable in 10 semi-annual installments commencing March 1999.

IV The EIB has established in favour of the company, credit in the amount of 1,000,000 European Currency Units (Ecu) for the financing of projects through equity participation in small and medium sized enterprises.

The company shall repay the loan in respect of amounts disbursed under each allocation, the Ecu equivalent of one half of the net amount of dividends received by the company in respect of the corresponding equity participation during the preceding calendar year.

The outstanding balance of the loan after the payments due on 31 March 2010 shall be discharged in full by the payment of the adjusted loan balance by five equal annual installments beginning on 31st March 2011. Repayment may either be in Ecu or one or more currencies of the member states of the European Economic Community and shall be calculated as the Ecu equivalent of the Jamaican dollar liability using exchange rates between the Ecu and the selected currencies prevailing on the thirtieth day before the date of payment.

An additional facility was established in the amount of 5,000,000 ECU. The loan was disbursed to the company in tranches. Interest, repayments and other charges payable in respect of each tranche will be remitted in the same currencies as that in which the tranche was disbursed.

In 1999, an additional facility was established in the amount of 3,000,000 ECU, for the financing of projects through equity participation in small and medium sized enterprises. To date total disbursement stands at 1,110,000 ECU.

On the outstanding balance of the loan, the company shall repay in each year a sum representing the equivalent in Ecus of 50% of the Dividend (if any) received in respect of the corresponding equity participation during the preceding calendar year.

V The company has obtained two loans from the CDC. The first loan £4,000,000 Sterling was disbursed to the company in Pounds Sterling. A portion of these funds is held as collateral security for the short term United States Dollar loans from Barclays Bank, Miami (see VII). The remainder of these funds are on-lent to borrowers and are

repayable in Sterling as are the principal and interest due to CDC.

The second loan for US \$6,000,000 was on-lent to borrowers in United States Dollars and is repayable by the borrowers in United States Dollars as are the principal and interest due to CDC.

VI Development Bank of Jamaica

i) The agreement with the Agricultural Credit Bank (ACB) allows ACB, at its absolute discretion, to approve J\$ financing to the company for on-lending to farmers and other agricultural projects, on such terms and conditions as ACB may stipulate.

Of the total loan, \$3,500,000 is repayable over a seven-year period commencing January 1992. The remainder of the loan has a three-year moratorium in respect of principal repayments which commenced in 1994.

ii) The agreement with the National Development Bank Limited (NDB) allows NDB, at its absolute discretion to approve J\$ financing for on-lending to development projects, on such terms and conditions as NDB may stipulate.

Funds disbursed to the company bear interest at NDB's lending rate prevailing at the date of approval of each disbursement unless otherwise varied by NDB.

iii) The notes payable by the subsidiary are issued to NDB in connection with amounts drawn-down from NDB for on-lending to borrowers for projects approved by the subsidiary. There is a one year moratorium on principal and the notes are repayable over 4 to 5 years.

VII The loans with Barclays Bank are denominated in U.S. Dollars and are secured by Sterling deposits (see V).

VIII The loans with Dehring, Bunting & Golding Limited are denominated in U.S. Dollars and are evidenced by Promissory Notes.

IX The agreement with Government of Jamaica and the World Bank in association with the JEA allows TDB the facility to borrow up to US\$4,400,000, for on-lending to private enterprises seeking funding for export development projects. The loans are

repayable in foreign currency within 5 years of the date of each individual advance, the first installment being due August 1998.

X The agreement with the CDB provides the company with a credit facility of US\$5,000,000 for on-lending to development projects on such terms and conditions as CDB may stipulate. The funds are repayable in foreign currency and had a two-year moratorium in respect of principal repayments, which commenced in 1996.

XI Short term loan by the subsidiary represents overnight borrowing (1999: US\$Nil) and repaid in the subsequent year.

17. Sundry Liabilities

| | The Group | | The Company | |
|-------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| | 2000 | 1999 | 2000 | 1999 |
| | \$'000 | \$'000 | \$'000 | \$'000 |
| DEG technical assistance fund | 73,979 | 61,398 | 73,979 | 61,398 |
| Interest payable | 17,410 | 24,663 | 17,410 | 24,662 |
| Other payables | 45,928 | 41,501 | 19,021 | 33,519 |
| | <u>137,317</u> | <u>127,562</u> | <u>110,410</u> | <u>119,579</u> |

Other payables for the group include manager's cheques amounting to approximately \$19,961,000 (1999: \$25,233,000) due within one year.

18. Obligations under Finance Lease

| | The Group | |
|---|---------------------|---------------------|
| | 2000 | 1999 |
| 2000 | - | 856 |
| 2001 | 804 | 804 |
| 2002 | 804 | 804 |
| 2003 | <u>538</u> | <u>538</u> |
| Total future minimum lease payments | 2,146 | 3,002 |
| Less future interest charges | <u>(665)</u> | <u>(1,191)</u> |
| Present value of minimum lease payments | <u>1,481</u> | <u>1,811</u> |

Due from the date of the balance sheet as follows:

| | | |
|---------------|---------------------|---------------------|
| Within 1 year | 428 | 358 |
| After 1 year | <u>1,053</u> | <u>1,453</u> |
| | <u>1,481</u> | <u>1,811</u> |

19. Share Capital

| | | |
|----------------------------------|----------------|----------------|
| | 2000 | 1999 |
| | \$'000 | \$'000 |
| Authorised - | | |
| Ordinary shares of \$1 each | <u>120,000</u> | <u>120,000</u> |
| Issued and fully paid - | | |
| Ordinary stock units of \$1 each | <u>115,047</u> | <u>115,047</u> |

20. General Reserve

| | | |
|---|---------------|--------------|
| | 2000 | 1999 |
| | \$'000 | \$'000 |
| Grants capitalised - | | |
| At 1 October | 3,950 | 3,101 |
| Additional grants capitalised during the year | | 1,498 |
| Transfer to retained earnings | <u>(900)</u> | <u>(649)</u> |
| | 3,050 | 3,950 |
| Reserve for subsequent loss on disposal of subsidiary (Note 28(a)) | <u>36,169</u> | <u>-</u> |
| The Company | 39,219 | 3,950 |
| Post acquisition profit in the subsidiary not recovered in sales proceeds (Note 28(a)) | <u>903</u> | <u>-</u> |
| The Group | <u>40,122</u> | <u>3,950</u> |

Grants received from USAID and DEG for the purchase of equipment are capitalised against reserves. The reserve is being written off to the profit and loss account by the amount of annual depreciation provided on the equipment.

21. Reserve Fund

| | The Group | |
|---------------------------------|--------------|--------------|
| | 2000 | 1999 |
| | \$'000 | \$'000 |
| At beginning of year | 3,001 | 3,001 |
| Transfer from retained earnings | <u>159</u> | <u>-</u> |
| At end of year | <u>3,160</u> | <u>3,001</u> |

The fund is maintained in accordance with the Banking Act 1992, section 8 which requires that a minimum of 15% of net profits, as defined by the Act, be transferred to the reserve fund until the amount of the fund is equal to 50% of the paid up capital of the subsidiary and thereafter 10% of the net profits until the amount of the fund is equal to the paid up capital of the subsidiary.

22. Financial Instruments

(a) Fair values

Fair value amounts represent estimates of the consideration that would currently be agreed upon between knowledgeable, willing parties who are under no compulsion to act and is best evidenced by a quoted market price, if one exists. Many of the Group's financial instruments lack an available trading market. Therefore, these instruments have been valued using present value or other valuation techniques and may not necessarily be indicative of the amounts realizable in an immediate settlement of the instruments. In addition, the calculation of estimated fair value is based on market conditions at a specific point in time and may not be reflective of future fair values.

Changes in interest rates are the main cause of changes in the fair value of the Group's financial instruments. The majority of the Group's financial instruments are carried at historical cost and are not adjusted to reflect increases or decreases in fair value due to market fluctuations, including those due to interest rate changes.

The following tables set out the fair values of on-balance sheet financial instruments of the Group and the Company using the valuation methods and assumptions described below. The fair values disclosed do not reflect the value of assets and liabilities that are not considered financial instruments, such as fixed assets.

Fair values were estimated as follows:

The fair values of cash resources, sundry assets, cheques and other instruments in transit, customers' liability under guarantees and letters of credit, securities purchased/sold under agreement to resell/repurchase, lease receivables and sundry liabilities are assumed to approximate their carrying values, due to their short-term nature.

The fair value of investments is assumed to be equal to the estimated market value of investments provided in tables below. These values are based on quoted market prices, when available; when not available other valuation techniques are used. The estimated fair value of loans to customers is assumed to be the principal receivable less any provision for losses.

The estimated fair value of long term loan and due to financial and other institutions reflects changes in the general level of interest rates that have occurred since the transactions were originated. The particular valuation methods used are as follows:

- (i) For floating rate loans, fair value is assumed to be equal to book value as the interest rates on these loans automatically reprice to market.
- (ii) For match funded loans the fair value is assumed to be equal to their carrying value as gains and losses offset each other.
- (iii) For all other loans, fair value is ascertained by discounting the expected future cash flows of these loans at current market rates for loans with similar terms and risks. It is management's opinion that the existing rates are comparable to current rates that could be negotiated with the lenders.

The fair value of obligations under finance lease and deposits which are payable on demand or notice are assumed to be equal to their carrying values. Fixed rate deposits payable on a fixed date are determined by discounting the contractual cash flows, using market interest rates currently offered for deposits with similar terms and risks.

The book value of financial assets and financial liabilities held for purposes other than trading may exceed their fair value due primarily to changes in interest rates. In such instances, the Group and the Company do not reduce the book value of these

financial assets and financial liabilities to their fair values as it is the Group's and the Company's intention to hold them to maturity.

| | The Group | | | |
|---|------------------------------|----------------------|------------------------------|----------------------|
| | 2000 | | 1999 | |
| | Carrying Amount \$'000 | Fair Value \$'000 | Carrying Amount \$'000 | Fair Value \$'000 |
| Financial Assets | | | | |
| Cash resources | 455,457 | 455,457 | 521,151 | 521,151 |
| Investments | 419,277 | 480,762 | 182,110 | 191,013 |
| Long term loan | 152,707 | 152,707 | 164,495 | 164,495 |
| Loans to customers | 1,516,768 | 1,516,768 | 1,552,438 | 1,552,438 |
| Leased receivables | 1,860 | 1,860 | 6,013 | 6,013 |
| Customers' liability under guarantees and letters of credits | 26,468 | 26,468 | 32,213 | 32,213 |
| Cheques and other instruments intransit | 42,549 | 42,549 | 19,786 | 19,786 |
| Securities purchased under agreement to resell | 216,741 | 216,741 | - | - |
| Sundry assets | <u>134,118</u> | <u>134,118</u> | <u>127,564</u> | <u>127,564</u> |

| | The Group | | | |
|-----------------------|------------------------------|----------------------|------------------------------|----------------------|
| | 2000 | | 1999 | |
| | Carrying Amount \$'000 | Fair Value \$'000 | Carrying Amount \$'000 | Fair Value \$'000 |
| Financial Liabilities | | | | |
| Deposits by customers | 460,722 | 505,723 | 612,909 | 612,909 |

| | | | | |
|---|--------------|--------------|---------------|---------------|
| Due to financial and other institutions | 1,305,319 | 1,305,319 | 1,333,905 | 1,333,905 |
| Guarantees and letters of credit | 26,463 | 26,468 | 32,213 | 32,213 |
| Securities sold under agreement to repurchase | 519,541 | 519,541 | - | - |
| Sundry liabilities | 137,317 | 137,317 | 127,562 | 127,562 |
| Obligations under finance lease | <u>1,481</u> | <u>1,481</u> | <u>11,811</u> | <u>11,811</u> |

The Company

| | 2000 | | 1999 | |
|---|----------------|----------------|----------------|----------------|
| | Carrying | Fair Value | Carrying | Fair Value |
| | Amount | Amount | Amount | Amount |
| | \$'000 | \$'000 | \$'000 | \$'000 |
| Financial Assets | | | | |
| Cash resources | 309,456 | 309,456 | 358,378 | 358,378 |
| Investments | 151,128 | 151,128 | 128,391 | 128,391 |
| Long term loan | 152,707 | 152,707 | 164,495 | 164,495 |
| Loans to customers | 1,196,635 | 1,196,635 | 1,187,026 | 1,187,026 |
| Leased receivables | 1,860 | 1,860 | 6,013 | 6,013 |
| Sundry assets | <u>82,377</u> | <u>82,377</u> | <u>83,777</u> | <u>83,777</u> |
| Financial Liabilities | | | | |
| Due to financial and other institutions | 1,288,641 | 1,288,641 | 1,330,518 | 1,330,518 |
| Sundry liabilities | <u>110,410</u> | <u>110,410</u> | <u>119,580</u> | <u>119,580</u> |

(b) Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. Position risk is the exposure to the effect of price changes on the market value of its portfolio of financial instruments, both on and off balance sheet.

The Group and the Company are exposed to various risks associated with the effects of fluctuations in the prevailing levels of market interest rates on their financial positions and cash flows. These risks are managed by establishing limits for the average modified duration of its portfolio, that is, the percentage change in the

price of each type of financial instrument held for a given change in interest rate.

The tables below summarise the carrying amounts of balance sheet assets, liabilities and equity and off balance sheet financial instruments in order to arrive at the Group's and Company's interest rate gap based on earlier of contractual repricing or maturity dates.

No comparatives are shown for 1999, as the information is not readily available

| | The Group | | | | | | |
|--|------------------|----------------|------------------|-----------------|-----------------|------------------------|------------------|
| | Immediately | Within 3 | 3 to 12 | 1 to 5 | Over | Non rate | Total |
| | rate sensitive | Months | Months | Years | 5 Years | sensitive | |
| | 2000 | 2000 | 2000 | 2000 | 2000 | 2000 | |
| \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | | |
| Cash resources | 14,484 | 100,704 | 125,895 | 42,860 | - | 171,514 | 455,457 |
| Investments | - | 40,474 | 25,000 | 247,344 | - | 106,459 ² | 419,277 |
| Long term loan | - | - | - | - | 152,707 | - | 152,707 |
| Loans to customers | 116,065 | 1,624 | 1,215,500 | 101,726 | - | 81,853 ³ | 1,516,768 |
| Other assets | 180,141 | 16,600 | 20,000 | - | - | 262,495 ⁽⁴⁾ | 479,236 |
| Lease receivables | - | 1,860 | - | - | - | - | 1,860 |
| Total assets | <u>310,690</u> | <u>161,262</u> | <u>1,386,395</u> | <u>391,930</u> | <u>152,707</u> | <u>622,321</u> | <u>3,025,305</u> |
| Deposits | 382,900 | 14,956 | 62,866 | - | - | - | 460,722 |
| Other liabilities | 426,691 | 116,583 | 534,851 | 491,748 | 256,498 | 163,785 ⁽⁴⁾ | 1,990,126 |
| Minority interest | - | - | - | - | - | 39,906 | 39,906 |
| Shareholders' equity | - | - | - | - | - | 534,551 ⁽⁴⁾ | 534,551 |
| Total liabilities and shareholders' equity | <u>809,591</u> | <u>131,509</u> | <u>597,717</u> | <u>491,748</u> | <u>256,498</u> | <u>738,242</u> | <u>3,025,305</u> |
| On-balance sheet gap | (498,901) | 29,753 | 788,678 | (99,818) | (103,791) | (115,921) | - |
| Off-balance sheet gap | <u>1,071</u> | <u>68,831</u> | <u>-</u> | <u>682</u> | <u>61,684</u> | <u>(132,268)</u> | <u>-</u> |
| Total interest rate sensitivity gap | <u>(497,830)</u> | <u>98,584</u> | <u>788,678</u> | <u>(99,136)</u> | <u>(42,107)</u> | <u>(248,189)</u> | <u>-</u> |
| Cumulative gap | <u>(399,246)</u> | <u>389,432</u> | <u>290,296</u> | <u>248,189</u> | <u>-</u> | <u>-</u> | <u>-</u> |

The Company

| | Immediately rate sensitive 2000 \$'000 | Within 3 Months 2000 \$'000 | 3 to 12 Months 2000 \$'000 | 1 to 5 Years 2000 \$'000 | Over 5 Years 2000 \$'000 | Non rate sensitive 2000 \$'000 | Total 2000 \$'000 |
|---|---|--------------------------------------|-------------------------------------|-----------------------------------|-----------------------------------|---|-------------------------|
| Cash resources | 14,811 | 129,889 | 121,896 | 42,860 | - | - | 309,456 |
| Investments | - | - | - | - | - | 151,128 ⁽²⁾ | 151,128 |
| Long term loan | - | - | - | - | 152,707 | - | 152,707 |
| Loans to customers | - | - | 1,196,635 | - | - | -3 | 1,196,635 |
| Other assets | - | - | - | - | - | 120,912 ⁽⁴⁾ | 120,912 |
| Lease receivables | - | 1,860 | - | - | - | - | 1,860 |
| Total assets | <u>14,811</u> | <u>131,749</u> | <u>1,318,531</u> | <u>42,860</u> | <u>152,707</u> | <u>272,040</u> | <u>1,932,698</u> |
| Due to financial and other institutions | - | 34,621 | 507,105 | 490,417 | 256,498 | - | 1,288,641 |
| Sundry liabilities | - | - | - | - | - | 110,410 ⁽⁴⁾ | 110,410 |
| Shareholders' equity | - | - | - | - | - | 533,647 ⁽⁴⁾ | 533,647 |
| Total liabilities and shareholders' equity | <u>-</u> | <u>34,621</u> | <u>507,426</u> | <u>490,417</u> | <u>256,498</u> | <u>644,057</u> | <u>1,932,698</u> |
| On-balance sheet gap | 14,811 | 97,128 | 811,426 | (447,557) | (103,791) | (372,017) | - |
| Off-balance sheet gap | 1,071 | 68,831 | | 682 | 61,684 | (132,268) | - |
| Total interest rate sensitivity gap | <u>15,882</u> | <u>165,959</u> | <u>811,426</u> | <u>(446,875)</u> | <u>(42,107)</u> | <u>(504,285)</u> | <u>-</u> |
| Cumulative gap | <u>181,841</u> | <u>993,267</u> | <u>546,392</u> | <u>504,285</u> | <u>-</u> | <u>-</u> | <u>-</u> |

(1) This represents those financial instruments whose interest rates change concurrently with a change in the underlying interest rate basis, for example, base rate loans.

(2) This includes non-financial instruments such as ordinary shares.

(3) This includes impaired loans to customers.

(4) These are (or include) non-financial instruments.

Average effective yields by the earlier of the contractual repricing or maturity dates:

| | The Group 2000 | | | | | Average % |
|--|---------------------------------------|-------------------------|------------------------|----------------------|----------------------|--------------|
| | Immediately rate sensitive % | Within 3 Months % | 3 to 12 Months % | 1 to 5 Years % | Over 5 Years % | |
| Cash resources | 6.50 | 12.62 | 7.16 | 21.25 | - | 11.19 |
| Investments | - | 18.20 | 17.27 | 11.66 | - | 15.71 |
| Long term loan | - | - | - | - | 6.00 | 6.00 |
| Loans to customers | 27.47 | 23.50 | 14.27 | 28.29 | - | 16.34 |
| Lease receivables | - | 28.00 | - | - | - | 28.00 |
| Securities purchased under agreement to resell (a) | 14.16 | 17.55 | 17.55 | - | - | 16.42 |
| Deposits | 6.38 | 6.58 | 6.67 | - | - | 6.54 |
| Due to financial and other institutions (b) | 16.00 | 6.98 | 7.93 | 7.03 | 5.76 | 7.06 |
| Securities sold under repurchase agreements (b) | 13.45 | 13.91 | 13.78 | - | - | 13.71 |
| Obligations under finance lease | - | - | - | 17.00 | 17.00 | 17.00 |

(a) This is the only interest bearing instrument included in other assets.

(b) These are the only interest bearing instruments included in other liabilities.

The Company
2000

| | Immediately rate sensitive % | Within 3 Months % | 3 to 12 Months % | 1 to 5 Years % | Over 5 Years % | Average % |
|--|---------------------------------------|-------------------------|------------------------|----------------------|----------------------|--------------|
| Cash resources | 3.50 | 12.62 | 7.66 | 21.25 | - | 11.42 |
| Long term loan | - | - | - | - | 6.00 | 6.00 |
| Loans to customers | - | - | 14.11 | - | - | 14.11 |
| Lease receivables | - | 28.00 | - | - | - | 28.00 |
| Due to financial and other institutions | - | 6.98 | 7.92 | 7.03 | 5.76 | 6.95 |

(c) Credit risk

The following table summarises the credit exposure of the Group and the Company to individuals and businesses by sector:

| | The Group | | | |
|------------------------------------|----------------|-----------------------|-------------------------------------|------------------|
| | Long Term Loan | Loans to Customers | Guarantees and Letters of credit | 2000 |
| | 2000 % | 2000 % | 2000 % | 2000 % |
| | \$'000 | \$'000 | \$'000 | \$'000 |
| Professional and other services | 152,707 | 131,854 | 5,100 | 289,661 |
| Individuals | - | 104,847 | 7,714 | 112,561 |
| Agriculture | - | 187,028 | - | 187,028 |
| Manufacturing | - | 469,117 | 80 | 469,197 |
| Tourism | - | 533,040 | 4,374 | 537,414 |
| Transportation | - | 23,796 | 9,200 | 32,996 |
| Distribution | - | 67,086 | - | 67,086 |
| | <u>152,707</u> | <u>1,516,768</u> | <u>26,468</u> | <u>1,695,943</u> |

The Company

| | Long Term Loan | Loans to Customers | 2000 |
|--|----------------|-----------------------|------|
|--|----------------|-----------------------|------|

| | | | |
|---------------------------------|----------------|------------------|------------------|
| | \$'000 | \$'000 | \$'000 |
| Professional and other services | 152,707 | 21,800 | 174,507 |
| Individuals | - | - | - |
| Agriculture | - | 184,894 | 184,894 |
| Manufacturing | - | 461,742 | 461,742 |
| Tourism | - | 528,199 | 528,199 |
| Transportation | - | - | - |
| Distribution | - | - | - |
| | <u>152,707</u> | <u>1,196,635</u> | <u>1,349,342</u> |

No comparatives are shown for 1999, as the information was not readily available.

(d) Currency risk

The Group incurs foreign currency risk on transactions that are denominated in a currency other than the Jamaican dollar. The Group ensures that the net exposure is kept to a minimum by monitoring currency positions and matching foreign assets with liabilities, where possible.

The net foreign currency exposures as at 30 September 2000 are as follows, asset/(liability):

| | The Group | | The Company | |
|---------------------|----------------|----------------|----------------|----------------|
| | 2000 \$'000 | 1999 \$'000 | 2000 \$'000 | 1999 \$'000 |
| United States (\$) | 10,871 | 11,104 | 10,121 | 10,561 |
| Canadian (\$) | 12 | 18 | | |
| Pound Sterling (£) | 1,622 | (588) | 1,622 | (588) |
| Deutsche Mark (DEM) | <u>326</u> | <u>124</u> | <u>326</u> | <u>124</u> |

23. Commitments

(a) At 30 September 2000, there were undisbursed loan commitments for the company as follows:

J\$59,400,000
US\$739,000

(1999 - J\$9,430,728)
(1999 -US\$ 2,466,811)

(b) At 30 September 2000, in the subsidiary there were arrears of \$21,333,000 for dividends (1999:\$16,000,000) for four years (1999: three years) preference dividends payable to the company and Grace Kennedy & Company Limited.

Preference dividends are an allowable charge against profits for taxation purposes in accordance with the Income Tax Act.

24. Related Party Transactions and Balances

In the ordinary course of business, the company provides to its connected persons normal banking services on terms similar to those offered to persons not connected to the company.

Two parties are considered to be related when:

- (a) one party is able to exercise control or significant influence over the other party; or
- (b) both parties are subject to common control or significant influence from the same source.

Transactions and balances with connected parties are as follows.

| | The Group | | The Company | |
|--|-----------|---------|-------------|---------|
| | 2000 | 1999 | 2000 | 1999 |
| | \$'000 | \$'000 | \$'000 | \$'000 |
| Long term loans payable | 295,906 | 332,735 | 295,906 | 332,735 |
| Loans receivable | 97,447 | 95,467 | 97,447 | 95,467 |
| Long term receivable, | 152,707 | 164,495 | 152,707 | 164,495 |
| Sundry assets | 33,700 | 23,373 | - | - |
| Sundry liabilities | - | - | - | 24,327 |
| Deposits | 64,285 | 70,158 | - | - |
| Securities purchased under agreement to resell | 35,000 | - | - | - |

| | | | | |
|---|---------------|---------------|---------------|---------------|
| Securities sold under agreement to repurchase | 252,175 | - | - | - |
| DEG technical assistance fund | 73,978 | 61,399 | 73,978 | 61,399 |
| Interest and other income earned | 26,591 | 17,781 | 28,122 | 22,974 |
| Interest and other expenses charged | <u>39,317</u> | <u>34,074</u> | <u>27,633</u> | <u>29,462</u> |

25. Contingent Liabilities

- (a) The company is involved in certain legal proceedings incidental to the normal conduct of business. Management believes that none of these proceedings, individually or in aggregate, will have a material effect on the company.
- (b) The subsidiary has been sued by two of its customers who have alleged that they are not indebted to the subsidiary and have sought declarations to that effect. The suit claims unquantified damages for fraud and breach of contract.

The subsidiary has filed a defence to the claim, denied the allegations and counter-claimed for the debt owing. A trial date has not been set.

The subsidiary's lawyers are unable to provide a meaningful opinion as to the prospects of success for the subsidiary, as it will depend on oral evidence given at the trial, and the judge's opinion as to the truth of that evidence.

26. Pension Scheme

The group participates in a pension scheme which is administered by First Life Insurance Company Limited. The scheme is open to all full-time employees and is funded by a basic employee contribution of 5% and a voluntary contribution up to a maximum of an additional 5%. Employer contributions are 5%. Retirement and death benefits are based on accumulated employer and employee contributions.

At 30 September 1992, the subsidiary participated in a defined contribution scheme sponsored and administered by Jamaica National Building Society. Contributions in this scheme were subsequently transferred to the Company's scheme.

An actuarial review showed that the scheme was adequately funded, if the employer's contributions are treated as vested liabilities, as at 31 August 1998.

27. Brokered Funds

Under an agreement with the Government of Jamaica, the company has undertaken to lend certain funds received to Participating Credit Institutions, for on-lending to Micro and Small Enterprises. At 30 September 2000, the funds received amounted to \$120,000,000 (1999: \$Nil). These funds are not reflected in these financial statements.

At 30 September 2000, the subsidiary had brokered funds totalling \$15,144,000 (1999: \$101,655,000). The funds are not shown in the subsidiary's financial statements.

28. Subsequent Event

- (a) On 13 December 2000, the company entered into a conditional agreement for the sale of its 51% shareholding in its subsidiary, Trafalgar Commercial Bank (TCB), to Grace Kennedy and Company Limited (GK) for a consideration of \$8,500,000. The remaining 49% of TCB's shares are currently held by GK. The completion of the sale is conditional on the written approval of the Minister of Finance, and such completion is to be effective seven days after the approval is granted.

At 30 September 2000, the company's investment in the subsidiary was \$44,668,000 (Note 9) and in view of the sale agreement, the company's directors have decided to recognise the expected loss which will arise on the pending disposal of the investment. The loss on consolidation is expected to be approximately \$37,072,000 and has been included in the group's profit and loss account as provision for losses on investments and in general reserve on the balance sheet. (Note 20).

The operations of TCB are currently being managed by GK, with effect from 6 November 2000.

- (b) On the 22 November 2000, the company entered into agreement with First Life Insurance Company Limited for the exchange of shares. Under this agreement, the company will increase its authorised share capital then issue 140,613,376 new ordinary shares of \$1 each to First Life in exchange for all the Pan-Caribbean Merchant Bank Limited's shares. All new shares issued by the company will rank pari passu to the existing ordinary shares.
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