

DEHRING BUNTING & GOLDING LIMITED

GROUP RESULTS FOR THE SIX MONTH PERIOD ENDED SEPTEMBER 30, 2003

Chairman's Statement

I am pleased to report that Dehring Bunting & Golding recorded unaudited profits after taxation for the six month period ended September, 2003 of \$173.2 million, an increase of 32% over the corresponding period last year. This represents earnings per share of \$1.36 (\$1.08 - 2002) after adjustments for the effect of IFRS.

Total funds under management (FUM) - including Trust assets managed on behalf of clients - now stands at \$23.9 billion. This minimal overall growth in FUM for the six-month period veils the successful implementation of our previously stated strategy of replacing institutional funding with more stable retail funding. Since the beginning of the calendar year, our retail funding has increased from 53% to 67% of our total funding and we intend to sustain that trend until it attains a level between 75% and 90%. Slowing the growth in our managed funds, while increasing our profitability, essentially improves all of our capital adequacy ratios.

Your directors and management are concerned that your company trades at a lower P/E ratio than its peer group on the Jamaica Stock Exchange. In discussions with market analysts, they have suggested that greater disclosure in our interim statements would assist in their analysis of your company and ultimately lead to a more representative valuation. Accordingly, you will note significantly more detail in this report. In addition, we also identify hereafter some of the key issues driving the business performance of your company in the current and forthcoming reporting periods:

- We have undertaken a business process re-engineering exercise, which we expect to improve both our efficiency ratios and our customer satisfaction over the next six months. These key benchmarks have been impacted by our recent branch expansion, which increased our costs ahead of the corresponding revenues in these markets. This exercise will involve, among other

things, flattening the organisational structure and reducing the number of handoffs in each business process. We also expect to complete our transition to one IT operating system by the end of the fiscal year.

- We will continue to pursue a strategy to diversify our revenue stream from a product and a geographic perspective, while continuing to shift our customer base towards a greater retail representation as previously mentioned. We believe that we are well positioned in this area relative to our peer group.
- The amalgamation of the Issa Trust and Merchant Bank with DB&G Merchant Bank is now complete. DB&G Merchant Bank now has an authorised foreign exchange dealership with the ability to offer "A" accounts. We expect this to improve our ability to compete for non-resident customers and now levels the playing field relative to the other members of our peer group with authorised dealerships. In keeping with the Bank of Jamaica's mandate to separate securities trading from core banking activities, we transferred the merchant bank's securities dealing business to the parent company during the quarter.

The Board of Directors are recommending that at the Annual General Meeting to be held on November 26, 2003, a one for one bonus issue be approved for persons who are registered stockholders at the close of business on December 10, 2003.

GROUP BALANCE SHEET	UNAUDITED As at <u>September 30, 2003</u>	UNAUDITED As at <u>September 30, 2002</u>	UNAUDITED* As at <u>March 31, 2003</u>
	\$000's	\$000's	\$000's
ASSETS			
Cash Resources	399,149	437,798	195,490
Investments	18,530,879	15,434,270	18,461,656
Capital Management Fund	1,153,449	739,115	843,920
Loans	651,828	506,432	665,574
Interest Receivable	667,443	629,690	659,226
Goodwill	49,663	72,885	70,653
Fixed Assets	120,712	91,059	99,016
Other Assets	178,426	115,001	159,962
Total Assets	<u>21,751,549</u> =====	<u>18,026,250</u> =====	<u>21,155,497</u> =====
LIABILITIES			

Securities sold under repurchase agreements	9,846,631	15,207,499	12,062,545	18,292,753
Promissory Notes	8,446,122	857,156	6,883,370	16,064,655
Capital Management Fund obligations	1,153,449	739,115	843,920	
Deposits	604,182	7,169	9,901	
Taxation Payable	3,639	22,781	3,639	
Interest Payable	546,462	339,877	335,961	
Other Liabilities	72,961	35,106	66,399	13.87%
Total Liabilities	<u>20,673,446</u>	<u>17,208,703</u>	<u>20,205,735</u>	
STOCKHOLDERS' EQUITY				
Share Capital	12,691	12,208	12,213	
Share Premium	80,831	80,831	80,831	
Statutory Reserve Fund	2,118	798	2,118	
Investment Reserves	184,640	184,307	229,501	
Realised Capital Reserves	21,627	21,627	21,627	
Retained Earnings	776,196	517,776	603,472	
	<u>1,078,103</u>	<u>817,547</u>	<u>949,762</u>	
Total Liabilities and Stockholder's Equity	<u>21,751,549</u>	<u>18,026,250</u>	<u>21,155,497</u>	

* Derived from the audited financial statements as at March 31, 2003

Group Profit & Loss Account
For the six months ended September 30, 2003.

	6 Months to <u>30-Sep-03</u> \$000's	6 Months to <u>30-Sep-02</u> \$000's	3 Months to <u>30-Sep-03</u> \$000's	3 Months to <u>30-Sep-02</u> \$000's
Interest Revenue	1,894,839	1,490,345	1,040,262	875,693
Interest Expense	(1,793,600)	(1,369,764)	(903,142)	(815,387)
Net Interest Revenue	<u>101,239</u>	<u>120,581</u>	<u>137,120</u>	<u>60,306</u>
Gains on Securities Trading	112,112	111,251	73,785	34,482
Foreign Exchange gains	143,989	61,866	21,173	34,390
Fees and Other Income	<u>85,572</u>	<u>66,114</u>	<u>65,965</u>	<u>57,933</u>

Other Operating Revenue	341,673	239,231	160,923	126,806
Net Revenue	442,912	359,813	298,043	187,112
Operating Expenses	(269,579)	(210,920)	(181,764)	(110,057)
Profit before taxation	173,333	148,893	116,279	77,055
Taxation	(131)	(17,589)	0	0
Net Profit After Taxation	173,202	131,304	116,279	77,055
Earnings Per Share (Note 2)	\$1.36	\$1.08	\$0.92	\$0.63

**Group Statement of Changes in Stockholder's Equity
For the Six months ended September 30, 2003**

	Share Capital	Share Premium	Statutory reserve fund	Investment revaluation reserve	Realised Capital reserves	Retained Profits	Total
Balances at March 31, 2002							
As previously stated	11,250	80,831	798	-	24,615	413,101	530,595
Effect of first-time adoption of IFRS	-	-	-	-	-	-	-
IAS 16 - Property, Plant & Equipment	-	-	-	-	(2,988)	404	(2,584)
IAS 39 - Financial Instruments:	-	-	-	116,370	-	913	117,283
As restated	11,250	80,831	798	116,370	21,627	414,418	645,294
Shares issued	958	-	-	-	-	(958)	0
0	15,361,655	-	-	-	16%	-	-
Dividends	-	-	-	-	-	(26,988)	(26,988)
23,048,187	-	-	-	-	-	-	-
Investment revaluation gains	-	-	-	67,937	-	-	67,937
50.0%	-	-	-	-	-	-	-
Restated net profit for the year	-	-	-	-	-	131,304	131,304

Balances at September 30, 2002	12,208	80,831	798	184,307	21,627	517,776	817,547
=====							
Balances as at March 31, 2003:							
As previously stated	12,213	80,831	2,118	-	24,615	603,948	723,725
Effect of first-time adoption of IFRS							
IAS 12 - Income Taxes				-		(2,151)	(2,151)
IAS 16 - Property, Plant & Equipment					(2,988)	577	(2,411)
IAS 39 - Financial Instruments:							0
Recognition and Measurement				229,501		1,098	230,599
As restated	12,213	80,831	2,118	229,501	21,627	603,472	949,762
							0
Shares issued	478					478	0
Investment revaluation loss	-	-	-	(44,861)	-	-	(44,861)
Net profit for the period	-	-	-	-	-	173,202	173,202
Balances at September 30, 2003	12,691	80,831	2,118	184,640	21,627	776,196	1,078,103
=====							

Group Statement of Cash Flows	\$000's	\$000's
	30-Sep-03	30-Sep-02
For the six months ended September 30, 2003		
Net Profit attributable to members	173,202	131,304
Items not affecting cash resources	(9,461)	(17,042)
Changes in non-cash working capital components	<u>91,250</u>	<u>83,774</u>
Net Cash provided by operating activities	254,991	198,036
Cash flow used in investing activities	1,213,635	(4,197,843)
Cash flow provided by financing activities	<u>(1,187,616)</u>	<u>4,277,792</u>
Net (decrease)/ increase in cash resources	281,010	277,985
Cash resources at beginning of the period	118,139	159,813

Cash resources at end of the period	399,149	437,798
	=====	=====

Peter Bunting - Chairman

Garfield Sinclair - Director

Notes:

1. The company and some of its subsidiaries manage funds, on a non-recourse basis, on behalf of investors. The group has no legal or equitable right or interest in these funds and, accordingly, they have been excluded from the financial statements.

At September 30, 2003, these funds aggregated \$1,013,327 thousand (2002:\$658,613 thousand) for the company and \$3,347,281 thousand (2002:\$2,965,495 thousand) for the group.

2. Accounting Policies

(a) **Basis of Preparation**

These financial statements have been prepared in accordance with and comply with International Financial Reporting Standards, and have been prepared under the historical cost convention, as modified for securities held for trading purposes and available-for-sale investment securities which are shown at valuation.

The Group adopted International Financial Reporting Standards (IFRS) as at April 1, 2003. The financial effect of adopting these standards is reported in the Statement of Changes in Equity.

(b) **Fixed Assets**

Freehold Land and Building which were revalued on May 15, 1996 at a market value of J\$3.55 million have been restated to cost and the appropriate adjustment made to capital reserves.

(c) Investments

Investments are classified as trading, available-for-sale, originated loans, and held-to-maturity and are initially recorded at cost. On the adoption of IFRS, trading and available-for-sale assets are now measured at fair value. The gains and losses on trading assets are recorded in income statement. The difference that arises from the change in fair value of available-for-sale assets are recorded in Investment Reserves. Originated loans and held-to-maturity investments are measured at amortised cost.

(d) Deferred Taxation

Deferred income tax is provided in full, using the liability method, on all temporary differences arising between the tax bases and liabilities and their carrying amount in the financial statements. Currently enacted tax rates are used in the determination of deferred income tax. Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilized.

(e) Segment Reporting

The group has four revenue streams all of which fall within the provision of financial services. These include the following:

- (i) The taking of deposits (merchant bank) and funds from investors and the making of loans and purchase of money market investments.
- (ii) The trading of fixed income securities and equities.
- (iii) The trading of foreign exchange
- (iv) The provision of corporate finance, brokerage, funds management, loan origination, and other services for a fee.

3. The total number of shares used for the computation of the current period's earnings per share is 126,913,823. The comparable 2002 figure has been restated accordingly.
