## GRACE KENNEDY \& COMPANY LTD.

NOTES TO THE FINANCIAL STATEMENTS
YEAR ENDED DECEMBER 31, 2004

1. Identification

Grace, Kennedy \& Company Limited (the company) is a company limited by shares, incorporated and domiciled in Jamaica. The registered office of the company is 73 Harbour Street, Kingston, Jamaica.

The company is a publicly listed company having its primary listing on the Jamaica Stock Exchange, with further listings on the Barbados and Trinidad and Tobago Stock Exchanges.

The principal activities of the company, its subsidiaries and its associated companies (the Group) are as follows:

Food Trading -
Merchandising of general goods and food products, both locally and internationally; processing and distribution of dairy and meat products.

Retail and Trading
Merchandising of agricultural. and pharmaceutical supplies, stationery, hardware and lumber; institutional and airline catering; operation of a chain of supermarkets

Financial Services -
General insurance and insurance brokerage; commercial banking; investment management; lease and trade financing; stock brokerage; pension management; property rental; mutual fund
management.

Maritime -
Shipping agencies and other maritime services
Information -
Operation of money transfer services; bill payment services and international telecommunications services.

These financial statements are presented in Jamaican dollars.

## 2. Significant Accounting Policies

(a) Basis of preparation

These financial statements have been prepared in accordance with and comply with International Financial Reporting Standards (IFRS), and have been prepared under the historical cost convention as modified by the revaluation of certain fixed and financial assets.

The preparation of financial statements in conformity with IFRS 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 reporting period. Although these estimates 'are based on management's best knowledge of current events and action, actual results could differ from those estimates.
(b) Basis of consolidation

Subsidiaries, which are those entities in which the Group has an interest of more than one half of the voting rights or otherwise has power to govern the financial and operating policies, are consolidated.

Subsidiaries are consolidated from the date on which control is transferred to the Group and are no longer consolidated from the date that control ceases. The purchase method of accounting is used to account for the acquisition of subsidiaries. The cost of an acquisition is measured as the fair value of the assets given up, shares issued or liabilities undertaken at the date of acquisition plus cost directly attributable to the acquisition. The excess of the cost over the fair value of net assets acquired is recorded as goodwill.

Intercompany transactions, balances and unrealised gains on transactions between group
companies are eliminated; unrealised losses are also eliminated unless cost cannot be recovered. Where necessary, accounting policies of subsidiaries have been changed to ensure consistency with the policies adopted by the Group.

All subsidiaries are wholly-owned unless otherwise indicated.
The subsidiaries consolidated are as follows:

## Incorporated and Resident in Jamaica:

Allied Insurance Brokers Limited
First Global Bank Limited
First Global Financial Services Limited (formerly George \& Branday Securities Limited)
First Global Insurance Consultants Limited (formerly H. Macaulay Orreft Insurance Limited)
Global Capital Services Limited
Grace Food Processors Limited
Grace Food Processors (Canning) Limited
Grace, Kennedy \& Company (Shipping) Limited
Grace, Kennedy Currency Trading Services Limited
Grace Foods International Limited
Grace, Kennedy Logistics Limited
Grace, Kennedy Payment Services Limited
Grace, Kennedy Remittance Services Limited
Grace, Kennedy Telemarketing Limited
Horizon Shipping Limited (formerly Hamburg-Sud Jamaica Limited)
Hardware and Lumber Limited (69.7\%) and its subsidiaries -
Agro-Grace Limited
H\&L True Value Limited
H\&L Agri and Marine Company Limited
Hole in the Wall Limited
Office Services Limited
Rapid \& Sheffield Company Limited
Wherry Wharf Sales Company Limited
Hi-Lo Food Stores (Jamaica) Limited
H. Macaulay Orrett Limited

International Communications Limited
International Shipping Limited
Jamaica International Insurance Company Limited
Medi-Grace Limited
National Processors Limited

Port Services Limited (97.2\%)
versair In-Flite Services Limited (51 \%) and its subsidiary -
Industrial Catering Services Limited (51\%)
World Brands Services Limited

## Incorporated and Resident outside of Jamaica

First Global Insurance Agency Limited, Turks and Caicos Islands
Grace Foods Limited, Bermuda
Grace Foods (USA) Inc., U.S.A.
Grace, Kennedy (Belize) Limited, Belize (66.6\%)
Grace, Kennedy (Ontario) Inc., Canada and its subsidiary
Grace, Kennedy (Caribbean) Limited, Turks and Caicos Islands
Grace, Kennedy (Guyana) Inc., Guyana
Grace, Kennedy Remittance Services (Guyana) Limited, Guyana
Grace, Kennedy Remittance Services (Turks and Caicos) Limited, Turks and Caicos Islands
Grace, Kennedy Remittance Services (USA) Inc., U.S.A.
Grace, Kennedy Financial Services (USA) Inc., U.S.A.
Grace, Kennedy (St. Lucia) Limited, St. Lucia
Grace, Kennedy (Trinidad \& Tobago) Limited, Trinidad and Tobago and its subsidiary
Grace, Kennedy Remittance Services
(Trinidad \& Tobago) Limited, Trinidad and Tobago
Grace, Kennedy (U.K.) Limited, United Kingdom
Grace, Kennedy (U.S.A.) Inc., U.S.A
Grace, Kennedy Securities (USA) Inc., U.S.A.
Grace, Kennedy Trade Finance Limited, Belize
Graken Holdings Limited, Turks and Caicos Islands and its subsidiaries
First Global (Cayman) Limited, Cayman Islands
GK Fund Management (Cayman) Limited (formerly Grace, Kennedy Capital Services Limited), Cayman Islands
Knutsford Re, Turks and Caicos Islands
(c) Associates

Investments in associates are accounted for by the equity method of accounting. Under this method the Group's share of the post-acquisition profits or losses of associates is recognised in the profit and loss account and its share of post-acquisition movements in reserves is recognised in reserves. The cumulative post-acquisition movements are adjusted against the cost of the investment. Associates are entities over which the Group generally has between $20 \%$ and $50 \%$ of the voting rights, or over which the Group has
significant influence, but which it does not control. When the Group's share of losses in an associate equals or exceeds its interest in the associate, the Group does not recognise further losses, unless the Group has incurred obligations or made payments on behalf of the associate. In the company balance sheet, investment in associates is shown at cost.

The Group's associated companies are as follows:

> Group's percentage
interest

|  | 2004 | 2003 |
| :--- | :--- | ---: |
| Acra Financial Services Inc. | 30.0 | 30.0 |
| Carib Star Shipping Limited | 30.0 | 30.0 |
| Challenge Enterprises Limited | 50.0 | 50.0 |
| CSGK Finance Holdings Limited | 40.0 | 40.0 |
| Dairy Industries (Jamaica) Limited | 50.0 | 50.0 |
| EC Global Insurance Company Limited | 30.0 | - |
| Fidelity Motors Limited | 30.0 | - |
| Fish Importers Limited | 32.7 | 32.7 |
| Kingston Wharves Limited and its subsidiaries | - | 44.0 |
| Telecommunications Alliance Limited | 49.0 | - |

Effective 21 January 2004, the Group disposed of its $44 \%$ shareholding in the Kingston Wharves Group. During the year, the Group acquired $30 \%$ of the shareholding in EC Global Insurance Company Limited, a general insurance company incorporated in St. Lucia, 49\% of the shareholding in Telecommunications Alliance Limited and increased its shareholding in Fidelity Motors Limited from 15\% to $30 \%$ by the conversion of its preference shares, thus making it an associated company.
(d) Joint ventures

The Group's interest in jointly controlled entities are accounted for by proportionate consolidation. The Group combines its share of the joint ventures' individual income and expenses, assets and Liabilities and cash flows on a line-by-line basis with similar items in the Group's financial statements. The Group recognises the portion of gains or losses on the sale of assets by the Group to the joint venture that is attributable to the other venturers. The Group does not recognise its share of profits or losses from the joint venture that result from the purchase of assets by the Group from the joint venture until it resells the assets to an independent party. However, if a loss on the transaction provides evidence of a reduction
in the net realisable value of current assets or an impairment loss, the loss is recognised immediately.
(e) Foreign currency translation
(i) Foreign currency transactions are translated into the measurement currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies are recognised in the profit and loss account.
(ii) Assets and liabilities of foreign subsidiaries are translated into Jamaican dollars at year end rates and items affecting the profit and loss account are translated at average rates. The resultant gains, as well as those arising from translating the net equity interest in foreign associated companies, are reflected in stockholders' equity as translation gains.
(f) Fixed assets

All fixed assets are initially recorded at cost. Freehold land and buildings are subsequently shown at market valuation based on biennial valuations by external independent valuers, less subsequent depreciation of buildings. All other fixed assets are carried at cost less accumulated depreciation.

Increases in carrying amounts arising on revaluation are credited to the capital reserve in stockholders' equity. Decreases that offset previous increases of the same asset are charged against the capital reserve; all other decreases are charged to the profit and loss account.

Depreciation is calculated 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 expected useful lives are as follows:

Freehold buildings and leasehold buildings and improvements $10-60$ years Plant, machinery, equipment, furniture and fixtures $3-10$ years
Vehicles
Land is not depreciated.
Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount.

Gains and losses on disposal of fixed assets are determined by reference to their carrying amount and are taken into account in determining profit. When revalued assets are sold, the amounts included in capital and fair value reserves are transferred to retained earnings.

Repairs and maintenance are charged to the profit and loss account during the financial period in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is probable that future economic benefits in excess of the originally assessed standard of performance of the existing asset will flow to the Group. Major renovations are depreciated over the remaining useful life of the related asset.
(g) Goodwill

Goodwill is recorded at cost and represents the excess of the value of consideration paid over the net assets acquired. Amortisation is calculated on the straight line basis to write off the carrying value over an estimated life of 5 years.
(h) Investments

The Group classifies its investments in debt and equity securities into the following categories: originated debts and available-for-sale. The classification is dependent on the purpose for which the investments were acquired. Management determines the classification of its investments at the time of the purchase and re-evaluates such designation on a regular basis. Purchases and sales of investments are recognised on the trade date, which is the date that the Group commits to purchase or sell the asset. Cost of purchase includes transaction costs.

Loans and advances which are provided directly to a borrower, and Government or other securities which are purchased directly from the issuer, are classified as originated debts. These include bonds and treasury bills, demand loans, and demand and term deposits. They are initially recorded at cost, which is the cash given to originate the debt including any transaction costs, and are subsequently measured at amortised cost using the effective yield method.

Investments intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, are classified as available-for-sale, and are included in non-current assets unless management has the express intention of holding the investment for less than 12 months from the balance sheet date or unless they will need to be sold to raise operating capital, in which case they are included in current assets. Available-for-sale investments are subsequently carried at fair value.

Unrealised gains and losses arising from changes in the fair value of securities classified as available-for-sale are recognised in equity. When securities classified as available-for-sale are sold or impaired, the accumulated fair value adjustments are included in the profit and loss account as gains and losses from investment securities.

The determination of the fair value of financial instruments is detailed in Note 34.
(i) Investments in subsidiaries

Investments in subsidiaries are stated at cost.
(j) Impairment of long lived assets

Fixed assets and other non-current assets, including goodwill, are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of an asset's net selling price and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows.
(k) Loans receivable

Loans are recognised when cash is advanced to borrowers. They are initially recorded at cost, which is the cash given to originate the loan including any transaction costs and subsequently measured at amortised cost using the effective yield method.

A provision for credit losses is established if there is objective evidence that a loan is impaired. A loan is considered impaired when management determines that it is probable that all amounts due according to the original contractual terms will not be collected. When a loan has been identified as impaired, the carrying amount of the loan is reduced by recording specific provisions for credit losses to its estimated recoverable amount, which is the present value of expected future cash flows including amounts recoverable from guarantees and collateral, discounted at the original effective interest rate of the loan.

The provision for credit losses also covers situations where there is objective evidence that probable losses are present in components of the loan portfolio at the balance sheet date. These have been estimated based upon historical patterns of losses in each component, the credit ratings allocated to the borrowers and reflecting the current economic climate in which the borrowers operate.

For non-performing and impaired loans the accrual of interest income based on the original terms of the loan is discontinued. The Bank of Jamaica regulations require that interest on non-performing loans be taken into account on the cash basis. IFRS requires the increase in the present value of impaired loans due to the passage of time to be reported as interest income. The difference between the Jamaican regulatory basis and IFRS was assessed to be immaterial.

Write-offs are made when all or part of a loan is deemed uncollectible or in the case of debt forgiveness. Write-offs are charged against previously established provisions for credit losses and reduce the principal amount of a loan. Recoveries in part or in full of amounts previously written-off are credited to credit loss expense in the profit and loss account.

Statutory and other regulatory loan loss reserve requirements that exceed these amounts are dealt with in a non-distributable loan loss reserve as an appropriation of retained earnings.
(1) Income taxes

Taxation expense in the profit and loss account comprises current and deferred tax charges.
Current tax charges are based on taxable profit for the year, which differs from the profit before tax reported because it excludes items that are taxable or deductible in other years, and items that are never taxable or deductible. The Group's liability for current tax is calculated at tax rates that have been enacted at balance sheet date.

Deferred tax is the tax expected to be paid or recovered on differences between the carrying amounts of assets and liabilities and the corresponding tax bases. Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts 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 utilised.

Deferred income tax is provided on temporary differences arising on investments in subsidiaries, except where the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the
foreseeable future.
Deferred tax is charged or credited in the profit and loss account, except where it relates to items charged or credited to equity, in which case, deferred tax is also dealt with in equity.
(m) Employee benefits
(i) Pension plan assets

The Group operates a defined benefit plan. The scheme is generally funded through payments to a trustee-administered fund as determined by periodic actuarial calculations. A defined benefit plan is a pension plan that defines an amount of pension benefit to be provided, usually as a function of one or more factors such as age, years of service or compensation.

The asset or liability in respect of defined benefit pension plans is the difference between the present value of the defined benefit obligation at the balance sheet date and the fair value of plan assets, together with adjustments for actuarial gains/losses and past service costs. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by the estimated future cash outflows using interest rates of Government securities which have terms to maturity approximating the terms of the related liability.

Actuarial gains and losses arising from experience adjustments, changes in actuarial assumptions and amendments to pension plans are charged or credited to income over the average remaining service lives of the related employees.
(ii) Other post-retirement obligations Some Group companies provide post-retirement health care benefits, group life, gratuity and supplementary plans to their retirees. The entitlement to these benefits is usually based on the employee remaining in service up to retirement age and the completion of a minimum service period. The expected costs of these benefits are accrued over the period of employment, using an accounting methodology similar to that for defined benefit pension plans. These obligations are valued annually by independent qualified actuaries.
(iii) Equity compensation benefits

Share options are granted to management and key employees. Options are granted at the
market price of the shares on the date of the grant and are exercisable at that price. Options are exercisable beginning one year from the date of grant and have a
contractual option term of six years. When the options are exercised, the proceeds
received net of any transaction costs are credited to share capital (nominal value) and share premium. The Group does not make a charge to staff costs in connection with share options.
(iv) Termination benefits

Termination benefits are payable whenever an employee's employment is terminated before the normal retirement date or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognises termination benefits when it
is demonstrably committed to either terminate the employment of current employees
according to a detailed formal plan without possibility of withdrawal or to provide
termination benefits as a result of an offer made to encourage voluntary redundancy. Benefits falling due more than 12 months after balance sheet date are discounted to present value.
(n) Inventories

Inventories are stated at the lower of average cost and net realisable value. In the case of the company, cost represents invoiced cost plus direct inventory-related expenses. For the subsidiaries, costs are determined by methods and bases appropriate to their
operations. The cost of finished goods and work in progress comprises raw materials, direct labour, other direct costs and related production overheads. Net realisable value is the estimate of the selling price in the ordinary course of business, less the costs of completion and selling expenses.
(o) Trade and insurance receivables

Trade and insurance receivables are carried at original invoice amount less provision made for impairment of these receivables. A provision for impairment of these receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of receivables. The amount of the provision is the difference between the carrying amount and the recoverable amount, being the present value of expected cash flows, discounted at the market rate of interest for similar borrowers.
(p) Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purposes of the cash flow statement, cash and cash equivalents comprise cash on hand, deposits
held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. Bank overdrafts are included within bank and short term loans in current liabilities on the balance sheet.
(q) Payables

Payables are recorded at cost.
(r) Insurance business provisions
(i) Claims outstanding

Provision is made to cover the estimated cost of settling claims arising out of events which have occurred by the balance sheet date, including claims incurred but not reported, less amounts already paid in respect of these claims. Provision for reported claims is based on individual case estimates.
(ii) Insurance reserves

Provision is made for that proportion of premiums written in respect of risks to be borne subsequent to the year end, under contracts of insurance entered into on or before the balance sheet date. Provision is also made to cover the estimated amounts in excess of unearned premiums required to meet future claims and expenses on business in force.
(s) Provisions

Provisions are recognised when the Group has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made. Where the Group expects a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain.
(t) Deposits

Deposits are recognised initially at the nominal amount when funds are received. Deposits are subsequently stated at amortised cost using the effective yield method. Interest payable on deposits is included in payables.
(u) Securities purchased/sold under resale/ repurchase agreements

The purchase and sale of securities under resale and repurchase agreements are treated as collateralised lending and borrowing transactions. The related interest
income and expense are recorded on the accrual basis.
(v) Borrowings

Bank loans and overdrafts are recorded at proceeds received. Finance charges, including direct issue costs are accounted for on an accrual basis in the profit and loss account using the effective yield method and are added to the carrying amount of the loan to the extent that they are not settled in the period in which they arise.
(w) Leases
(i) As lessee

Leases of fixed assets where the Group assumes substantially all the benefits and risks of ownership are classified as finance leases. Finance leases are capitalised at the estimated present value of the underlying lease payments. Each lease payment is allocated between the liability and finance charges so as to achieve a constant rate on the finance balance outstanding. The
corresponding rental obligations, net of finance charges, are included in
finance lease obligations. The interest element of the finance charge is charged to the profit and loss account over the lease period. The fixed asset acquired under finance leasing contracts is depreciated over the useful life of the asset.

Leases of assets under which all the risks and benefits of ownership
are effectively retained by the lessor are classified as operating leases.
Payments made under operating leases are charged to the profit and loss
account on a straight-line basis over the period of the lease.
When an operating lease is terminated before the lease period has expired,
any payment required to be made to the lessor by way of penalty is
recognised as an expense in the period in which termination takes place.
(ii) As lessor

When assets are sold under a finance lease, the present value of the lease payments is recognised as a receivable. The difference between the gross receivable and the present value of the receivable is recognised as deferred profit. Lease income is recognised over the term of the lease so as to reflect a constant periodic rate of return.
(x) Revenue recognition

Revenues represent the invoice value of goods and services sold to external customers of the Group, net of General Consumption Tax and other value added taxes, and after deducting discounts and allowances.

In the case of the general insurance subsidiary, Jamaica International Insurance Company Limited, revenues represent gross premiums billed. For those subsidiaries whose activity is the provision of financial and shipping services, revenues represent commissions earned and charges for services rendered.

Sales are recognised upon delivery of products and customer acceptance or performance of services. Premium income is recognised over the life of policies written. That portion of premiums written in the current year, which relates to coverage in subsequent years, is deferred.

Interest income and expense are recorded on the accrual basis. Where collection of interest income is considered doubtful or payment is outstanding for more than 90 days, the banking regulations stipulate that interest should be taken into account on the cash basis. IFRS requires that when loans become doubtful of collection, they are written down to their recoverable amounts and interest income is thereafter recognised based on the rate of interest that was used to discount the future cash flows for the purpose of measuring the recoverable amount. However such amounts under IFRS are considered to be immaterial.

Fees and commissions are recognised on an accrual basis, on completion of the underlying service or transaction.

Gains and losses arising from dealing in foreign currencies are recognised when realised and are shown net in the profit and loss account.
(y) Dividends

Dividends are recorded as a deduction from stockholders' equity in the period in which they are approved
(z) Segment reporting

Business segments provide products or services that are subject to risks and returns that are different from those of other business segments, and comprise the Group's five operating divisions. Geographical segments provide products or
services within a particular economic environment that are subject to risks and returns that are different from those of components operating in other economic environments.
(aa) Financial instruments
Financial instruments carried on the balance sheet include cash and short term investments, long term receivables, investments, trade and interest receivables, trade and interest payables, bank and short term loans, securities sold under agreement to repurchase, deposits and long term liabilities. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item. The determination of the fair values of the Group's financial instruments as discussed in Note 34.
(ab) Comparative information
Where necessary, comparative figures have been reclassified to conform with changes in presentation in the current year.
3. Fixed Assets

|  | Freehold Land and Buildings \$'000 | Leasehold Buildings an Improvement \$'000 | Equipment d Fixtures \& s Vehicles \$'000 | Capital <br> Work in <br> Progres <br> \$'000 | $\begin{array}{ll}  & \\ \text { in } & \\ & \text { Total } \\ \$ ' 000 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost or Valuation Group |  |  |  |  |  |
|  |  |  |  |  |  |
| At 1 January 2004 | 621,424 | 497,319 | 2,697,800 | 127,349 | 3,943,892 |
| Additions | 94,169 | 31,411 | 318,197 | 61,334 | 505,111 |
| Revaluation surplus | 36,158 | - | - | - | 36,158 |
| Transfer from CWIP | 6,566 |  | 96,885 | $(103,451)$ | - |
| Disposals | $(20,128)$ | $(18,273)$ | $(307,360)$ | - | $(345,761)$ |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| At 1 January 2004 | 11,776 | 234,810 | 1,531,113 |  | 1,777,699 |
| Charge for the year | 15,034 | 58,839 | 367,112 | - | 440,985 |
| Revaluation adjustment | $(15,443)$ | - | - | - | $(15,443)$ |
| On disposals | $(1,480)$ | $(16,794)$ | $(221,214)$ | - | $(239,488)$ |


| At 31 December 2004 | 9,887 | 276,855 | 1,677,011 |  | 1,963,753 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Book Value |  |  |  |  |  |
| 31 December 2004 | 728,302 | 233,602 | 1,128,511 | 85,232 | 2,175,647 |
| 31 December 2003 | 609,648 | 262,509 | 1,166,687 | 127,349 | 2,166,193 |
|  | Freehold <br> Land and Buildings \$'000 | Leasehold Buildings and Improvements \$'000 | Plant Equipment Fixtures \& Vehicles \$'000 | Capital <br> Work in <br> Progress $\$ 1000$ | $\begin{aligned} & \text { Total } \\ & \$ 1000 \end{aligned}$ |
|  | Company |  |  |  |  |
| Cost or Valuation |  |  |  |  |  |
| At 1 January 2004 | 15,000 | 78,369 | 349,142 | 14,141 | 456,652 |
| Additions | - | 9,219 | 16,099 | - | 25,318 |
| Disposals | - | - | $(3,096)$ | - | $(3,096)$ |
| At 31 December 2004 | 15,000 | 87,588 | 362,145 | 14,141 | 478,874 |
| Accumulated Depreciation |  |  |  |  |  |
| At 1 January 2004 | 550 | 40,641 | 270,428 | - | 311,619 |
| Charge for the year | 275 | 7,150 | 35,468 | - | 42,893 |
| Revaluation adjustment | (825) | - | - | - | (825) |
| On disposals | - | - | $(2,287)$ | - | $(2,287)$ |
| At 31 December 2004 | - | 47,791 | 303,609 | - | 351,400 |
| Net Book Value |  |  |  |  |  |
| 31 December 2004 | 15,000 | 39,797 | 58,536 | 14,141 | 127,474 |
| 31 December 2003 | 14,450 | 37,728 | 78,714 | 14,141 | 145,033 |

(a) The tables above include carrying values of $\$ 99,627,000(2003-\$ 44,666,000)$ and $\$ 17,341,000$ (2003 - $\$ 12,272,000$ ) in respect of the Group and the company, respectively, representing assets being acquired under finance leases.
(b) If land and buildings were stated on the historical cost basis, the amounts would be as follows:

|  | 2004 | 2003 | 2004 | 2003 |
| :--- | ---: | ---: | ---: | ---: |
|  | $\$ 1000$ | $\${ }^{\prime} 000$ | $\$ ' 000$ | $\$ ' 000$ |
| Cost | 382,766 | 294,036 | 8,879 | 8,879 |
| Accumulated depreciation | 47,728 | 39,631 | 2,606 | 2,379 |
| Net Book Value | 335,038 | 254,405 | 6,273 | 6,500 |

(c) The Group's land and buildings were last revalued during 2004 by independent valuers. The valuations were done on the basis of open market value. The revaluation surpluses, net of applicable deferred income taxes, were credited to the capital and fair value reserves in stockholders' equity (Note 17)
4. Goodwill

|  |  | Group |
| :--- | ---: | ---: |
|  | 2004 | 2003 |
| At cost - beginning of the year | $\$ 1000$ | $\$ ' 000$ |
| Arising from the acquisition of subsidiary | 282,005 | 53,441 |
| Arising from other business acquisitions | - | 203,147 |
| Reduction in goodwill arising from acquisition of a subsidiary | 131,557 | 25,417 |
| At cost - end of year | $40,256)$ |  |
| Less: Accumulated amortisation |  | $(87,506$ |


| 5. Investments in Associates | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$1000 | \$1000 | \$ 000 | \$ 1000 |
| At beginning of year | 1,614,553 | 1,555,966 | 133,558 | 109,892 |
| Share of results before tax | 83,065 | 110,291 | - | - |
| Share of tax (Note 27) | $(27,405)$ | $(43,106)$ | - | - |
| Share of results after tax | 55,660 | 67,185 | - | - |
| Additions | 69,573 | 33,590 | 34,777 | 23,666 |
| Impairment adjustment | $(702,675)$ | - | - | - |
| Disposals | $(608,745)$ |  | $(72,762)$ |  |
| Movement in other reserves | $(13,850)$ | $(42,188)$ | - | - |
| At end of year | 414,516 | 1,614,553 | 95,573 | 133,558 |

## 6. Investments

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$'000 | \$1000 | \$ 000 | \$'000 |

Originated debt -
Government of Jamaica securities $2,674,360 \quad 2,358,394 \quad$ -

|  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Available-for-sale - |  |  |  | 130 |
| Quoted equities | 35,986 | 33,385 | 129 | 432,648 |
| Government of Jamaica securities | 216,224 | 432,648 | 216,224 | 94 |
| Other | 20,506 | 36,770 | 917 | 917 |
|  | 272,716 | 502,803 | 217,270 | 433,695 |
| Subsidiaries | - | - | $1,355,818$ | $1,083,688$ |
| Total | $2,947,076$ | $2,861,197$ | $1,573,088$ | $1,517,383$ |

## 7. Long Term Receivables

Group Company

| Finance leases, less deferred profit | 182,616 | 179,434 | - | - |
| :--- | ---: | ---: | ---: | ---: |
| Originated loans and receivables - |  |  | - | 147,410 |
| Loans to subsidiaries | - | 144,210 |  |  |
| Loans to associated companies | 19,428 | 18,540 | 15,500 | 15,500 |
| Loans to others | $2,308,970$ | $1,174,603$ | - | 77,779 |
| Other non-current receivables | 24,695 | 4,590 | 399 | 399 |
|  | $2,535,709$ | $1,377,167$ | 163,309 | 237,888 |
| Less: Due within 12 months | $(789,424)$ | $(840,090)$ | $(1,774)$ | $(81,211)$ |
|  | $1,746,285$ | 537,077 | 161,535 | 156,677 |

All non-current receivables are due within 5 years from the balance sheet date.

## Effective interest rates on receivables (current and non-current)

Lease receivables
Loans to associate
Loans to associates
Loans to subsidia

| 2004 | 2003 | 2004 | 2003 |
| ---: | ---: | ---: | ---: |
| $17 \%$ | $16 \%$ | - | - |
| $11 \%$ | $26 \%$ | - | - |
| - | - | $10 \%$ | $10 \%$ |
| $10-26 \%$ | $11-28 \%$ | - | - |

Finance lease receivables
Group
Company

| 2004 | 2003 | 2004 | 2003 |
| ---: | ---: | ---: | ---: |
| $\$^{\prime} 000$ | $\$ ' 000$ | $\$ 1000$ | $\$ ' 000$ |

Gross receivables from finance leases
Not later than 1 year
Later than 1 year and not later than 5 years Later than 5 years

Unearned future finance income on finance leases
Net investment in finance leases

| 103,457 | 107,138 | - | - |
| ---: | ---: | ---: | ---: |
| 119,641 | 103,151 | - | - |
| - | 7,360 | - | - |
| 223,098 | 217,649 | - | - |
| $(40,482)$ | $(38,215)$ | - | - |
| 182,616 | 179,434 | - | - |

The net investment in finance leases
is analysed as follows:
Not later than 1 year
Later than 1 year and not later than 5 years Later than 5 years
Total

| 81,531 | 86,101 | - | - |
| ---: | ---: | ---: | ---: |
| 101,085 | 86,267 | - | - |
| - | 7,066 | - | - |
| 182,616 | 179,434 | - | - |

## 8. Deferred Income Taxes

Deferred income taxes are calculated in full on temporary differences under the liability method using a principal tax rate of $331 / 3 \%$.

The movement on the deferred income tax account is as follows:
Group
2003
$\$ 1000$

|  | Company |
| ---: | ---: |
| 2004 | 2003 |
| $\$ 1000$ | $\$ 1000$ |


| At beginning of year | $(1,309,302)$ | $(1,106,095)$ | $(937,574)$ | $(790,811)$ |
| :--- | ---: | ---: | ---: | ---: |
| Acquisition of subsidiary | - | $(15,249)$ |  |  |
| Profit and loss account charge (Note 27) | $(92,399)$ | $(241,692)$ | $(105,986)$ | $(161,296)$ |
| Tax (charged)/credited to equity | $(100,472)$ | 53,734 | $(23,563)$ | 14,533 |
| At end of year | $(1,502,173)$ | $(1,309,302)$ | $(1,067,123)$ | $(937,574)$ |

The deferred tax charged/(credited) to equity during the year is as follows:

|  | up |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$1000 | \$ 1000 | \$'000 | \$'000 |
| Fair value reserves in stockholders' equity - |  |  |  |  |
| Land and buildings | 8,909 | (662) | 275 | - |
| Available-for-sale investments | 91,563 | $(53,072)$ | 23,288 | $(14,533)$ |
|  | 100,472 | $(53,734)$ | 23,563 | $(14,533)$ |

$============================================================================================$
Deferred income tax assets are recognised for tax loss carry forwards to the extent that realisation of the related tax benefit through future taxable profits is probable. Subject to agreement with the Taxpayer Audit and Assessment Department, the Group has recognised tax losses of $\$ 197,880,000(2003-\$ 204,689,000)$ to carry forward indefinitely against future taxable income. The Group also has unrecognised tax losses of $\$ 140,199,000$ (2003-\$39,715,000) in respect of a subsidiary.

Deferred income tax liabilities of $\$ 396,915,000(2003-\$ 377,566,000)$ have not been
established for the withholding and other taxes that would be payable on the unremitted
earnings of certain subsidiaries, as such amounts are permanently reinvested; such unremitted earnings totalled \$1,190,745,000 (2003 - \$1,132,697,000

The movement in deferred tax assets and liabilities (prior to offsetting of balances within the same tax jurisdiction) during the period is as follows:


|  |  |  | company |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Deferred tax liabilities | ```Accelerated tax Fair Value``` |  | Pension |  | Total |
|  | depreciation | gains | Plan Asset | Other |  |
|  | \$'000 | \$ 000 | \$ 000 | \$ 000 | \$1000 |
| At 1 January 2004 | 11,699 | - | 990,783 | 67,348 | 1,069,830 |
| (Credited)/ charged to net profit | $(3,495)$ | - | 150,034 | $(30,495)$ | 116,044 |
| Charged to equity | 275 | 18,067 | - | - | 18,342 |
| At 31 December 2004 | 8,479 | 18,067 | 1,140,817 | 36,853 | 1,204,216 |


| Deferred tax assets | Accelerated tax | Employee Benefit | Fair Value |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | depreciation | Obligations | Gains | Other | Total |
|  | \$ 000 | \$ 000 | \$'000 | \$'000 | \$'000 |
| At 1 January 2004 | 2,637 | 114,355 | 5,221 | 10,043 | 132,256 |
| Credited to net profit | 7,431 | 1,260 | - | 1,367 | 10,058 |
| Charged to equity | - | - | $(5,221)$ | - | $(5,221)$ |

At 31 December 2004
10,068
115, 615

- 11,410
137,093

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and when the deferred income taxes relate to the same fiscal authority. The following amounts, determined after appropriate offsetting, are shown in the consolidated balance sheet:

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$'000 | \$'000 | \$'000 | \$'000 |
| Deferred tax assets | 601,249 | 580,700 | 137,093 | 132,256 |
| Deferred tax liabilities | $(2,103,422)$ | $(1,890,002)$ | $(1,204,216)$ | $(1,069,830)$ |
|  | $(1,502,173)$ | $(1,309,302)$ | $(1,067,123)$ | (937,574) |

[^0]
## 9. Pensions and Other Post-Retirement Obligations

The Group's pension scheme, which commenced on 1 January 1975, is funded by employee
contributions at $5 \%$ of salary with the option to contribute an additional $5 \%$ and employer contributions at $0.5 \%$, as recommended by independent actuaries. Pension at normal retirement ge is based on 2\% of final 3-year average salary per year of pensionable service, plus any declared bonus pensions.

## Pension benefits

The amounts recognised in the balance sheet are determined as follows:

|  | \$1000 | \$ 000 | \$ 000 | \$ 1000 |
| :---: | :---: | :---: | :---: | :---: |
| Present value of funded obligations | 1,949,894 | 1,638,725 | 764,439 | 603,928 |
| Fair value of plan assets | $(10,198,659)$ | $(7,649,744)$ | $(7,720,936)$ | $(5,260,752)$ |
|  | $(8,248,765)$ | $(6,011,019)$ | $(6,956,497)$ | $(4,656,824)$ |
| Unrecognised actuarial gains | 3,140,000 | 1,575,683 | 3,166,314 | 1,456,818 |
| Limitation on asset due to uncertain obtaining economic benefit | 699,448 | 538,295 | 367,732 | 227,657 |
| Asset in the balance sheet | $(4,409,317)$ | $(3,897,041)$ | $(3,422,451)$ | $(2,972,349)$ |

The pension plan assets include the company's ordinary stock units with a fair value of $\$ 1,624,000,000(2003-\$ 668,626,000)$, buildings occupied by Group companies with fair values of $\$ 631,044,000(2003-\$ 285,000,000)$ and finance lease receivables from Group companies of $\$ 20,718,000(2003-\$ 27,088,000)$

The amounts recognised in the profit and loss account are as follows:

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$ 000 | \$'000 | \$ 000 | \$ 000 |
| Current service cost | 20,144 | 10,370 | 13,256 | 4,460 |
| Interest cost | 231,438 | 160,983 | 88,922 | 53,600 |
| Expected return on plan assets | $(899,033)$ | $(620,980)$ | $(631,593)$ | (426,066) |
| Net actuarial gains recognised in year | $(47,402)$ | $(86,014)$ | $(58,299)$ | $(53,700)$ |
|  | $(694,853)$ | $(535,641)$ | (587,714) | (421,706) |
| Reduction in income due to limit | 194,006 | 92,241 | 140,075 | - |
| Total, included in staff costs (Note 25) | (500, 847) | (443,400) | $(447,639)$ | $(421,706)$ |

The actual return on plan assets was $\$ 2,469,201,000(2003-\$ 1,274,996,000)$ for the Group.
Movement in the asset recognised in the balance sheet:

|  | Group |  |  |
| ---: | ---: | ---: | ---: |
| 2004 | 2003 | 2004 | Company |
| $\$ 1000$ | $\$ 1000$ | $\$ 1000$ | $\$ 1000$ |

At beginning of year (3,897,041) (3,425,236)(2,972,349)(2,548,517)

Total expense - as shown above
Acquisition of subsidiary
$(535,641)$
(587,714)
$(2,548,517)$ $(5,941)$

$(5,98)$ | - | $(5,998)$ | - | - |
| ---: | ---: | ---: | ---: |
| $(21,129)$ | $(22,407)$ | $(2,463)$ | $(2,126)$ |
| $(4,613,023)$ | $(3,989,282)$ | $(3,562,526)$ | $(2,972,349)$ | 421,706)

Contributions paid Liquidation of Hardware \& Lumber Scheme 9,700 $\begin{array}{rr}(3,989,282) & (3,562,526) \\ - & - \\ 92,241 & 140,075\end{array}$ Reduction in income due to limit At end of year $(4,409,317)(3,897,041)(3,422,451)(2,972,349)$

The principal actuarial assumptions used were as follows

| Discount rate | $12.50 \%$ | $15 \%$ |
| :--- | ---: | ---: |
| Lonq term inflation rate | $8.25 \%$ | $8.25 \%$ |
| Expected return on plan assets | $12 \%$ | $10 \%$ |
| Future salary increases | $9.5 \%$ | $9.5 \%$ |
| Future pension increases | $3.5 \%$ | $3.5 \%$ |

## Other post-retirement obligations

The Group operates a number of post-employment benefit schemes, principally in Jamaica.
The benefits covered under the schemes include group life, insured and self-insured
health care, gratuity and other supplementary plans. Funds are not built up to cover the obligations under these retirement benefit schemes. The method of accounting and the frequency of valuations are similar to those used for defined benefit pension schemes.

In addition to the assumptions used for the pension schemes, the main actuarial
assumption is a long term increase in health costs of $10 \%$ per year (2003 - 12.5\% per year).
The amounts recognised in the balance sheet were determined as follows:

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$1000 | \$'000 | \$ 000 | \$'000 |
| Present value of unfunded obligations | 1,074,656 | 766,040 | 468,244 | 354,881 |
| Unrecognised actuarial (losses)/gains | $(227,200)$ | 73,051 | $(121,010)$ | $(11,815)$ |

Liability in the balance sheet 847,456 839,091 347,234 343,066
$=================================================================================================2$,
The amounts recognised in the profit and loss account were as follows:

|  | Group |  | Company |  |
| :--- | ---: | ---: | ---: | ---: |
|  |  | 2004 | 2003 | 2004 |

Movement in the liability recognised in the balance sheet:

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$'000 | \$'000 | \$'000 | \$'000 |
| At beginning of year | 839,091 | 766,075 | 343,066 | 335,544 |
| Total expense - as shown above | 114,801 | 126,407 | 68,554 | 49,342 |
| Acquisition of subsidiary | - | 9,817 | - | - |
| Benefits paid | $(94,639)$ | $(63,208)$ | $(64,386)$ | $(41,820)$ |
| Liquidation of Hardware \& Lumber Scheme | $(11,797)$ | - | - | - |
| At end of year | 847,456 | 839,091 | 347,234 | 343,066 |

10. Inventories
2004200320042003
\$1000 \$ $\$ 1000 \quad \$ 1000$

Raw materials and spares
Work in process
Finished goods
Merchandise

205,216 196,00
4,272 610
271,966 61,463
2,054,125 1,925,152

| Goods in transit | 793,752 | 412,792 | 214,059 | 140,603 |
| :--- | ---: | ---: | ---: | ---: |
|  | $3,329,331$ | $2,596,025$ | 511,704 | 474,367 |

## 11. Receivables

|  | 000 | \$1000 | O0 | 000 |
| :---: | :---: | :---: | :---: | :---: |
| Trade receivables, |  |  |  |  |
| less provision for doubtful debts | 2,157,764 | 1,815,120 | 520,405 | 527,093 |
| Insurance receivables, |  |  |  |  |
| less provision for doubtful debts | 1,411,365 | 907,026 | - | - |
| Interest receivable by banking subsidiaries | 890,067 | 1,163,245 | - | - |
| Receivable from associates | 17,691 | 35,605 | 5,660 | 6,292 |
| Prepayments | 171,396 | 128,154 | 24,373 | 20,201 |
| Other receivables | 988,065 | 743,734 | 174,779 | 93,375 |
|  | 5,636,348 | 4,792,884 | 725,217 | 646,961 |


|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$ 000 | \$'000 | \$'000 | \$1000 |
| Cash at bank and in hand | 2,774,295 | 2,321,744 | 117,969 | 131,404 |
| Short term deposits | 1,647,848 | 493,349 | 1,103,904 | 474,396 |
|  | 4,422,143 | 2,815,093 | 1,221,873 | 605,800 |
| Short term investments | 25,367,513 | 21,990,754 | 2,184,180 | 1,790,574 |
|  | 29,789,656 | 24,805,847 | 3,406,053 | 2,396,374 |

The weighted average effective interest rate on short term deposits was 15.01\% (2003 - $20.4 \%$ ) and these deposits have an average maturity of under 90 days. Short term investments which mature between 90 days and 360 days or which the Group intends to realise within 12 months have an effective interest rate of $13.8 \%(2003-15.2 \%)$.

For the purposes of the cash flow statement, cash and cash equivalents comprise the following:

|  | \$ 000 | \$'000 |
| :---: | :---: | :---: |
| Cash at bank and in hand | 2,774,295 | 2,321,744 |
| Short term deposits | 1,647,848 | 493,349 |
|  | 4,422,143 | 2,815,093 |
| Bank overdrafts (Note 15) | $(718,279)$ | $(654,948)$ |
|  | 3,703,864 | 2,160,145 |

13. Payables

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$ 000 | \$ 1000 | \$ 000 | \$1000 |
| Trade payables | 2,918,067 | 2,125,899 | 175,324 | 124,638 |
| Payable to associates | 97,931 | 106,573 | 82,516 | 74,238 |
| Accruals | 873,540 | 761,490 | 319,563 | 271,665 |
| Claims outstanding | 1,041,923 | 513,225 | - |  |
| Insurance reserves | 810,682 | 575,252 |  |  |
| Interest payable by banking subsidiaries | 600,912 | 815,541 | - | - |
| Other payables | 961,434 | 1,018,623 | 341,660 | 346,461 |
|  | 7,304,489 | 5,916,603 | 919,063 | 817,002 |

## 14. Provisions

The provisions are broken down as follows:
2004 Group 2003

|  |  |  | - | 82,459 | 20,290 |
| :--- | ---: | :---: | ---: | :---: | :---: |
| At beginning of year | 6,221 | 76,238 | 2,655 | 45,155 | 76,238 |
| Additional provisions | - | 42,500 | $(1,080)$ | $(3,579)$ | $(14,069)$ |
| Unused amounts reversed | - | $(2,499)$ | $(1,0)$ |  |  |


| Utilised during year | - | $(108,540)$ | - | $(108,540)$ | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| At end of year | 6,221 | 7,699 | 1,575 | 15,495 | 82,459 |


|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
| Analysis of total provisions: | \$ 000 | \$'000 | \$ 000 | \$'000 |
| Non-current (warranty provision) | 6,516 | 6,221 | 6,221 | 6,221 |
| Current | 8,979 | 76,238 | - | - |
|  | 15,495 | 82,459 | 6,221 | 6,221 |

## Warranties

This relates to warranties given on roofing, which was undertaken by one of the subsidiary companies. The Group is no longer in this line of business and the warranties expire fully in 2036.

## Restructuring

The restructuring costs relate to the remaining reorganisation costs of the Financial Services Division.

## Legal Claims

This is in respect of certain legal claims brought by an insurance broker. In the opinion of the directors, after taking appropriate legal advice, the outcome of these legal claims will not give rise to any significant loss beyond the amounts provided at 31 December 2004.

## 15. Bank and Short Term Loans

Group Company

|  | 2004 | 2003 | 2004 | 2003 |
| :--- | ---: | ---: | ---: | ---: |
| Secured on assets | $\$ 1000$ | $\$ 1000$ | $\$ 1000$ | $\${ }^{\prime} 000$ |
| Unsecured | 326,427 | 87,406 | - | - |
|  | $1,725,580$ | $1,685,841$ | $1,432,596$ | $1,389,266$ |

(a) Unsecured loans of subsidiaries are supported by promissory notes or letters of comfort from the parent company. Interest rates on these loans range between 2\%-22.75\% (2003-2\%-22.5\%)
(b) Bank and short term loans are broken down as follows:

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$'000 | \$'000 | \$'000 | \$'000 |
| Bank overdrafts | 718,279 | 654,948 | 384,940 | 226,257 |
| Short term loans | 1,333,728 | 1,118,299 | 1,047,656 | 1,163,009 |
|  | 2,052,007 | 1,773,247 | 1,432,596 | 1,389,266 |

## 16. Share Capital

| 2004 | 2003 |
| ---: | ---: |
| $\$ 1000$ | $\$ 1000$ |

Authorised -
Ordinary stock units of \$1 each 400,000 400,000
$============================================================================10, ~$
Issued and fully paid
Ordinary stock units of $\$ 1$ each $325,817 \quad 323,466$
(a) During the year, the company issued $2,351,000(2003-391,000)$ shares to its employees for cash at a premium of $\$ 71,541,000$ (2003 - $\$ 6,915,000$ ). The shares were issued under the Directors and Senior Managers Stock Option Plans
(b) At the Annual General Meeting held on 25 June 2002, the stockholders passed a resolution for 7,000,000 of the authorised but unissued shares of $\$ 1.00$ each to be set aside for allocation and sale to the directors of the company. The allocation and sale of these shares are governed by the provisions of the 2002 Stock Option Plan for the Directors of Grace, Kennedy \& Company Limited.

On 1 July 2002, under the rules of the Stock Option Plan, the following
allocation was made:

## No. of

Shares

## Executive directors

Non-executive-directors

5,973,160
600,000

The options were granted at a subscription price of $\$ 32.81$, being the mid-market price of the company's shares on the Jamaica Stock Exchange at the grant date, and are exercisable over a period of ten years, at the end of which time unexercised options will expire. One-fifth of the total of the grant to each director will vest on each anniversary of the grant. The plan provides for equitable adjustment of the allocated number of shares by reason of stock splits, combinations or exchanges of shares, stock dividends, bonus issue, and reclassifications or similar corporate changes.

As a result of the issue of bonus shares on 18 December 2002, the amount of shares allocated was increased and the option price per share reduced. The new option price has been set at $\$ 27.34$, with adjusted allocations as follows:

> No. of Shares

Executive directors

$$
\begin{array}{r}
7,167,792 \\
720,000
\end{array}
$$

During the year several Directors exercised a portion of their options resulting in a reduction in the number of shares allocated to executive directors at the year-end to 5,622,693 (2003-7,107,792) and 576,000 (2003-720,000) being allocated to non-executive directors.
(c) At the Annual General Meeting held on 29 May 2003, the stockholders passed a resolution for $10,000,000$ of the authorised but unissued shares of $\$ 1.00$ each to be set aside for allocation and sale to the managers of the company. The allocation and sale of these shares will be governed by the provisions of the 2003 Stock Option Plan for the Managers of Grace, Kennedy \& Company Limited.

On 28 August 2003, under the rules of the Stock Option Plan, the following
allocation was made:
No. of

Senior managers
5,999,931
The options were granted at a subscription price of $\$ 41.92$, being the weighted average price of the company's shares on the Jamaica Stock Exchange for the previous ten days prior to the grant date and are exercisable over a period of six years, at the end of which time unexercised options will expire. One-third of the total of the grant to each senior manager will vest on each anniversary of the grant. The plan provides for equitable adjustment of the allocated number of shares by reason of stock splits, combinations or exchanges of shares, stock dividends, bonus issue, and reclassifications or similar corporate changes.

During the year several senior managers exercised a portion of their options resulting in a reduction in the number of shares allocated to senior managers at the year-end to 5,338,168.
(d) During the year, a second grant from the Senior Managers 2003 Stock Option Plan was allocated. The allocation and sale of these shares will be governed by the provisions of the 2003 Stock Option Plan for the Managers of Grace, Kennedy \& Company Limited.

On 25 November 2004, under the rules of the Stock Option Plan, the following allocation was made:

No. of
Shares
Senior managers
1,967,291
The options were granted at a subscription price of $\$ 115.97$, being the weighted average price of the company's shares on the Jamaica Stock Exchange for the previous ten days prior to the grant date, and are exercisable over a period of six years, at the end of which time unexercised options will expire.

## 17. Capital and Fair Value Reserves



|  | 2004 |  |  | 2003 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ 000 | \$'000 | \$ 000 | \$ 000 | \$'000 | \$ 000 |
| Share premium | 203,189 | - | 203,189 | 131,651 | - | 131,651 |
| Capital distribution received | 16,272 | - | 16,272 | 16,272 | - | 16,272 |
| Bonus shares issued | $(41,803)$ | - | $(41,803)$ | $(41,803)$ | - | $(41,803)$ |
| Unrealised surplus on the revaluation of fixed assets, net |  |  |  |  |  |  |
| of deferred taxes | - | 7,954 | 7,954 |  | 7,404 | 7,404 |
| Fair value gains/(losses), net |  |  |  |  |  |  |
| of deferred taxes | - | 36,136 | 36,136 |  | $(10,376)$ | $(10,376)$ |
|  | 177,658 | 44,090 | 221,748 | 106,120 | $(2,972)$ | 103,148 |

## 18. Reserve Funds

Reserve funds represent those statutory reserves required to be maintained by the banking subsidiary, First Global Bank Limited, in compliance with the Banking Act of Jamaica.

## 19. Minority Interests

At beginning of year
Arising on business combination
Share of net profit of subsidiaries
Dividends paid
Disposal of interest in subsidiary At end of year

| 2004 | 2003 |
| ---: | ---: |
| $\$ 1000$ | $\$ 1000$ |
| 460,032 | 227,776 |
| - | 182,770 |
| 101,712 | 60,327 |
| $(39,614)$ | $(28,839)$ |
| $(13,256)$ | - |
| $(1,347)$ | 17,998 |
| 507,527 | 460,032 |

## 20. Long Term Liabilities

|  | Group |  |  |
| ---: | ---: | ---: | ---: |
| 2004 | 2003 | 2004 | 2003 |
| $\$ 1000$ | $\$ 1000$ | $\$ 1000$ | $\$ 1000$ |

[^1] Finance leases

1,262,143
26,191

1,028,145
4,565

1,030,489
6,528

| Customer deposits | 176,219 | 209,467 | - | - |
| :---: | :---: | :---: | :---: | :---: |
| Other loans | 92,453 | 31,888 | 677,753 | 413,972 |
| Total borrowings | 1,651,427 | 1,529,689 | 1,710,463 | 1,450,989 |
| Less: Current portion | (177,060) | $(100,198)$ | $(127,268)$ | $(67,199)$ |
|  | 1,474,367 | 1,429,491 | 1,583,195 | 1,383,790 |

Finance lease liabilities are effectively secured as the rights to the leased asset revert to the lessor in the event of default. All other borrowings are unsecured.
(a) The exposure of the Group and the company to interest rate changes and the periods in which the borrowings reprice are as follows:

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Less |  |  |  |
|  | than 12 | 1-5 | Not rate |  |
|  | months | years | Sensitive | Total |
|  | \$'000 | \$ 000 | \$ 000 | \$'000 |
| At 31 December 2004 |  |  |  |  |
| Total borrowings | 1,531,546 | 105,647 | 14,234 | 1,651,427 |
| At 31 December 2003 |  |  |  |  |
| Total borrowings | 1,216,711 | 281,090 | 31,888 | 1,529,689 |

## Company

|  | Less |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | than 12 | 1-5 | Not rate |  |
|  | months | years | Sensitive | Total |
|  | \$ 000 | \$1000 | \$'000 | \$1000 |
| At 31 December 2004 |  |  |  |  |
| Total borrowings | 1,696,229 | - | 14,234 | 1,710,463 |
| At 31 December 2003 |  |  |  |  |
| Total borrowings | 1,419,101 | - | 31,888 | 1,450,989 |

(b) The effective interest rates at the balance sheet date were as follows:

| Group |  | Company |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2004 | 2003 | 2004 | 2003 |
| Bank borrowings | $5.75 \%$ | $5.50 \%$ | $5.87 \%$ | $5.10 \%$ |
| Finance leases | $21.40 \%$ | $20.40 \%$ | $23.10 \%$ | $21.20 \%$ |
| Customer deposits | $15.00 \%$ | $15.30 \%$ | - | - |
| Other loans | $5.50 \%$ | - | $8.70 \%$ | $7.00 \%$ |

(c) Maturity of non-current borrowings (excluding finance lease liabilities):

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$'000 | \$'000 | \$1000 | \$ 000 |
| Between 1 and 2 years | 536,440 | 859,508 | 525,319 | 850,163 |
| Between 2 and 5 years | 580,933 | 438,265 | 493,036 | 90,928 |
| Over 5 years | 343,548 | 119,785 | 562,860 | 440,442 |
|  | 1,460,921 | 1,417,558 | 1,581,215 | 1,381,533 |

(d) Finance lease liabilities - minimum lease payments:

Group
Company

|  | 2004 | 2003 | 2004 | 2003 |
| :---: | :---: | :---: | :---: | :---: |
|  | \$'000 | \$'000 | \$'000 | \$'000 |
| Not later than 1 year | 13,788 | 19,069 | 2,585 | 5,256 |
| Later than 1 year and not later than 5 years | 17,143 | 12,675 | 3,270 | 2,440 |
|  | 30,931 | 31,744 | 5,855 | 7,696 |
| Future finance charges on financeleases | $(4,930)$ | $(5,553)$ | $(1,290)$ | $(1,168)$ |
| esent valu |  |  |  |  |


| finance lease liabilities | 26,001 | 26,191 | 4,565 | 6,528 |
| :---: | :---: | :---: | :---: | :---: |
| Less: Current portion | $(12,555)$ | $(14,258)$ | $(2,585)$ | $(4,271)$ |
|  | 13,446 | 11,933 | 1,980 | 2,257 |

The present value of finance lease liabilities is as follows:

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$1000 | \$'000 | \$1000 | \$'000 |
| Between 1 and 2 years | 20,795 | 22,573 | 4,565 | 6,528 |
| Between 2 and 5 years | 5,206 | 3,618 | - | - |
|  | 26,001 | 26,191 | 4,565 | 6,528 |

(e) Borrowing facilities

The Group and the company have the following undrawn committed borrowing facilities:

|  | Group |  | Company |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 |
|  | \$'000 | \$'000 | \$ 000 | \$'000 |
| Floating rate - |  |  |  |  |
| Expiring within one year | 2,421,748 | 1,492,020 | 1,484,123 | 642,600 |
| Expiring beyond one year | 350,367 | 453,900 | 266,795 | 453,900 |
| Fixed rate - |  |  |  |  |
| Expiring within one year | 107,350 | 256,065 | - | 220,000 |
| Expiring beyond one year | 100,000 | - | - | - |

The facilities expiring within one year are annual facilities subject to review at various dates during the subsequent year. The other facilities have been arranged to help finance the Group's activities.

## 21. Segment Information

Primary reporting format - business segments

|  | $\begin{array}{r} \text { Food } \\ \text { Trading } \\ \$ 1000 \end{array}$ | Retail \& Trading \$'000 | Financial Services \$1000 | $\begin{gathered} \text { Maritime } \\ \$ 1000 \end{gathered}$ | Information $\$ 1000$ | $\begin{aligned} & \text { Elimination } \\ & \$ 1000 \end{aligned}$ | Group $\$ 1000$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| REVENUE |  |  |  |  |  |  |  |
| External sales | 11,414,118 | 10,467,354 | 6,021,565 | 256,889 | 2,543,866 | - | 30,703,792 |
| Inter-segment sales | 440,875 | 2,814 | 130,088 | 29,297 | - | $(603,074)$ | - |
| Total |  |  |  |  |  |  |  |
| Revenue | 11,854,993 | 10,470,168 | 6,151,653 | 286,186 | 2,543,866 | (603,074) | 30,703,792 |
| Segment |  |  |  |  |  |  |  |
| Unallocated |  |  |  |  |  |  |  |
| Profit from <br> operations $2,836,299$ |  |  |  |  |  |  |  |
| Finance <br> income - net | 244,684 | $(108,294)$ | 136,459 | 10,033 | 51,470 | $(20,575)$ | 313,777 |
| Share of results of associates |  | 13,441 |  |  | 28,784 |  |  |
|  |  |  |  |  |  |  |  |
| Profit before tax | 441,606 | 316,338 | 1,296,223 | $(12,703)$ | 687,869 | 503,808 | 3,233,141 |
| Income tax |  |  |  |  |  |  |  |
| ```Profft from ordinary activities after tax``` |  |  |  |  |  |  | 2,326,979 |
| Minority |  |  |  |  |  |  |  |


| interest |  |  |  |  |  |  | $\frac{(101,712)}{2,225,267}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net profit |  |  |  |  |  |  |  |
| Segment |  |  |  |  |  |  |  |
| Investment in associates | 249,990 | 22,047 | 42,429 | 8,949 | 91,101 | - | 414,516 |
| Unallocated assets |  |  |  |  |  |  | 11,273,743 |
| Total Assets |  |  |  |  |  |  | 52,683,565 |
| Segment |  |  |  |  |  |  |  |
| liabilities | 1,857,058 | 1,577,638 | 28,176,760 | 166,743 | 461,023 | - | 32,239,222 |
| Unallocated |  |  |  |  |  |  | 6,723,554 |
| liabilities |  |  |  |  |  |  | 38,962,776 |
| Other |  |  |  |  |  |  |  |
| segment |  |  |  |  |  |  |  |
| items |  |  |  |  |  |  |  |
| Capital |  |  |  |  |  |  |  |
| expenditure | 116,224 | 188,932 | 113,499 | 3,979 | 82,477 | - | 505,111 |
| Depreciation | 113,246 | 103,594 | 53,976 | 7,961 | 162,208 | - | 440,985 |
| Amortisation | 48,695 | 8,051 | - | - | 7,657 | - | 64,403 |
| ```Restructuring costs``` | - | $(2,499)$ | 42,500 | - | - | - | 40,001 |


|  | 2003 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Food } \\ \text { Trading } \\ \$ 1000 \end{gathered}$ |  <br> Trading <br> \$'000 | $\begin{aligned} & \text { Financial } \\ & \text { Services } \\ & \$ 1000 \end{aligned}$ | $\begin{gathered} \text { Maritime } \\ \$ 1000 \end{gathered}$ | $\begin{aligned} & \text { Information } \\ & \$ 1000 \end{aligned}$ | $\begin{aligned} & \text { Elimination } \\ & \$ 1000 \end{aligned}$ | $\begin{aligned} & \text { Group } \\ & \text { \$'000 } \end{aligned}$ |
| REVENUE |  |  |  |  |  |  |  |
| External sales | 9,639,853 | 7,349,885 | 5,032,337 | 328,051 | 2,415,375 | - | 24,765,501 |
| Inter-segment sales | 557,235 | 3,663 | 337,839 | 19,114 | - | $(917,851)$ | - |
| Total Revenue | 10,197,088 | 7,353,548 | 5,370,176 | 347,165 | 2,415,375 | (917,851) | 24,765,501 |


| Segment result | 326,202 | 212,444 | 882,410 | 75,036 | 472,934 | $(13,512)$ | 1,955,514 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unallocated income |  |  |  |  |  | 395,805 | 395,805 |
| Profit from operations |  |  |  |  |  |  | 2,351,319 |
| Finance <br> income - net | 114,417 | 70,365 | 112,447 | 234 | 36,375 | 13,512 | 206,620 |
| Share of results of associates before tax | 55,840 | 1,251 | $(3,534)$ | 55,370 | 1,364 | - | 110,291 |
| Profit before tax | 496,459 | 143,330 | 991,323 | 130,640 | 510,673 | 395,805 | 2,668,230 |


| Income tax expense | $(627,712)$ |
| :---: | :---: |
| Profit from ordinary activities after | , 0 , |
| Minority <br> interest | $(60,327)$ |
| Net profit | 1,980,191 |


| Segment assets | 3,101,676 | 3,273,516 | 27,455,173 | 319,001 | 641,138 | - | 34,790,504 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment in associates | 229,759 | $(9,110)$ | 20,244 | 1,318,995 | 54,665 | - | 1,614,553 |
| Unallocated assets |  |  |  |  |  | - | 8,940,310 |
| Total assets |  |  |  |  |  |  | 45,345,367 |
| Segment |  |  |  |  |  |  |  |
| liabilities | 1,413,926 | 1,268,309 | 23,858,845 | 249,373 | 427,654 | - | 27,218,107 |
| Unallocated |  |  |  |  |  |  |  |
| liabilities |  |  |  |  |  |  | 6,098,889 |
|  |  |  |  |  |  |  | 33,316,996 |

Other
segment
segmen
items

| expenditure | 107,348 | 358,108 | 66,190 | 4,882 | 74,907 | - | 611,435 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Depreciation | 125,622 | 107,430 | 46,685 | 15,248 | 158,747 | - | 453,732 |
| Amortisation | 465 | 7,867 | - | - | 7,670 | - | 16,002 |
| Restructuring costs | - | 58,243 | 17,995 | - | _ | - | 76,238 |

Secondary reporting format - geographical segments
At 31 December 2004, the Group is organised on a global basis into three main geographical areas.
Jamaica is the home country of the parent company, which is also the main operating company. All principal activities operate in this area.

The Caribbean - mainly food trading, insurance services and money transfer.
Europe, Central \& North America - mainly food trading.

|  | Sales |  | Total assets |  | Capital expenditure |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2004 | 2003 | 2004 | 2003 | 2004 | 2003 |
|  | \$'000 | \$'000 | \$'000 | \$'000 | \$'000 | \$1000 |
| Jamaica | 25,346,690 | 20,061,718 | 39,866,793 | 34,169,684 | 433,274 | 585,497 |
| The Caribbean | 1,679,939 | 1,589,829 | 566,580 | 364,596 | 52,996 | 22,526 |
| Europe, Central <br> \& North |  |  |  |  |  |  |
| America | 3,677,163 | 3,113,954 | 561,933 | 256,224 | 18,841 | 3,412 |
|  | 30,703,792 | 24,765,501 | 40,995,306 | 34,790,504 | 505,111 | 611,435 |
| Associates |  |  | 414,516 | 1,614,553 |  |  |
| Unallocated |  |  |  |  |  |  |
| assets |  |  | 11,273,743 | 8,940,310 |  |  |
| Total assets |  |  | 52,683,565 | 45,345,367 |  |  |

## 22. Revenues

|  | 2004 | 2003 |
| :---: | :---: | :---: |
|  | \$ 000 | \$'000 |
| Sales of products and services | 24,682,226 | 19,733,164 |
| Interest and other financial services income | 6,021,566 | 5,032,337 |
|  | 30,703,792 | 24,765,501 |

## 23. Expenses

Cost of products and services sold
\$.000 \$1000

Interest expense and other financial services expenses
17,495,656 14, 773,647 17,495,656 14,773,647 6,932,629 $4,453,060$ $28,288,527$ 22,779,209

## 24. Operating Income

The following items have been charged in arriving at operating income:

|  | 2004 | 2003 |
| :---: | :---: | :---: |
|  | \$'000 | \$'000 |
| Auditors' remuneration | 43,228 | 36,551 |
| Amortisation of goodwill | 64,403 | 16,002 |
| Cost of inventory recognised as expense | 14,218,007 | 11,188,126 |
| Depreciation | 440,985 | 453,732 |
| Directors' emoluments (Note 38) | 107,267 | 92,210 |
| Lease rental charges | 109,765 | 90,341 |
| Repairs and maintenance expenditure | 239,108 | 191,909 |
| Staff costs (Note 25) | 2,853,169 | 2,422,416 |
| 25. Staff Costs |  |  |
|  | 2004 | 2003 |
|  | \$'000 | \$ 1000 |
| Wages and salaries | 2,707,111 | 2,214,566 |
| Pension | $(500,847)$ | $(443,400)$ |


| Other post-retirement benefits | 114,801 | 126,407 |
| :---: | :---: | :---: |
| Other | 532,104 | 524,843 |
|  | 2,853,169 | 2,422,416 |

The Group employed the following number of staff:

|  | 2004 | 2003 |
| :---: | :---: | :---: |
| Full time | 1,881 | 1,821 |
| Part time and contract workers | 2,066 | 1,921 |
|  | 3,947 | 3,742 |


|  | 2004 | 2003 |
| :---: | :---: | :---: |
|  | \$1000 | \$'000 |
| Interest income | 569,269 | 528,504 |
| Interest expense | $(255,492)$ | $(321,884)$ |
|  | 313,777 | 206,620 |

## 27. Taxation

Taxation is based on the profit for the year adjusted for taxation purposes and comprises:

|  | 2004 | 2003 |
| :---: | :---: | :---: |
|  | \$'000 | \$ 000 |
| Income tax at $331 / 3 \%$ | 786,358 | 342,914 |
| Deferred tax (Note 8) | 92,399 | 241,692 |
|  | 878,757 | 584,606 |
| Associated companies (Note 5) | 27,405 | 43,106 |
|  | 906,162 | 627,712 |

The tax on the Group's profit before tax differs from the theoretical amount that would arise using the tax rate of the home country of the company as follows:

| 2004 | 2003 |
| ---: | ---: |
| $\$ 1000$ | $\$ 1000$ |


| Profit before tax | $3,233,141$ | $2,668,230$ |
| :--- | ---: | ---: |
| Tax calculated at a tax rate of $331 / 3 \%$ | $1,077,714$ | 889,410 |
| Adjusted for the effects of: |  |  |
| Effect of different tax rates in other countries | $(9,710)$ | $(73,208)$ |
| Income not subject to tax | $(229,391)$ | $(318,543)$ |
| Expenses not deductible for tax purposes | 72,491 | 164,988 |
| Adjustment to prior year provision | 21,907 | 66,009 |
| Tax credit on bonus shares issued | - | $(59,666)$ |
| Utilisation of previously unrecognised tax losses | $(38,098)$ | $(31,518)$ |
| Other | 11,249 | $(9,760)$ |
| Tax expense | 906,162 | 627,712 |
| $===============================================================================$ |  |  |

## 28. Discontinuing Operations

On January 21, 2004, the Group sold its shareholdings in its associated company Kingston Wharves Limited to National Commercial Bank Jamaica Limited. Prior to the sale, the associated company was reported as part of the Maritime Division. No results were recorded for Kingston Wharves Limited in 2004. The profit on the disposal of this shareholding was $\$ 2,513,000$.

On 31 December 2004, the Group entered into a sale agreement to dispose of its shareholding in Grace, Kennedy \& Co. (Shipping) Limited, Grace, Kennedy Logistics Limited and International Shipping Limited. These companies are reported as part of the Maritime Division. The disposal is consistent with the Group's strategy to focus its activities in the areas of highest growth opportunities and return on investment and to divest those activities which do not meet these criteria. The Group hopes to complete the sale in early 2005.

At 31 December 2004, the carrying amounts of the assets of these companies amounted to $\$ 236,144,000$ and their liabilities $\$ 191,855,000$. During 2004, the companies earned income of $\$ 161,684,000$, incurred expenses of $\$ 186,524,000$, and incurred a pre-tax loss of $\$ 24,841,000$ with a related tax charge of $\$ 3,645,000$. For 2004 , the companies' cash outflows from operating activities amounted to $\$ 6,006,000$, from investing activities, $\$ 2,149,000$ and from financing activities, \$79,000.

## 29. Net Profit Attributable to the Stockholders of Grace, Kennedy \& Company Limited

|  | 2004 | 2003 |
| :--- | ---: | ---: |
| The company | $\$ 1000$ | $\$ 1000$ |
| The subsidiaries | 978,861 | 780,309 |
| The associated companies | $1,190,746$ | $1,132,697$ |
|  | $2,225,2660$ | $1,980,191$ |

## 30. Dividends

| 2004 | 2003 |
| ---: | ---: |
| $\$ 1000$ | $\$ 1000$ |

Paid,

$$
\begin{array}{llrr}
\text { Interim - } 40 \text { cents per stock unit }(2003-30 \text { cents }) & 129,519 & 96,933 \\
\text { Final - } 50 \text { cents per stock unit }(2003-35 \text { cents }) & 162,399 & 113,213 \\
\end{array}
$$

$============================================================================126$

## 31. Earnings Per Stock Unit

Basic earnings per share is calculated by dividing the net profit attributable to stockholders by the weighted average number of ordinary stock units in issue during the year

|  | 2004 | 2003 |
| :---: | :---: | :---: |
| Net profit attributable to stockholders (\$'000) | 2,225,267 | 1,980,191 |
| Weighted average number of stock units in issue('000) | 323,932 | 323,150 |
| Basic earnings per stock unit (\$) | 6.87 | 6.12 |

The diluted earnings per share is calculated by adjusting the weighted average number of ordinary stock units outstanding to assume conversion of all dilutive potential ordinary stock units.
(a) $6,198,693$ ordinary stock units for the full year in respect of the Stock Option Plan for directors (Note 16),
(b) $5,338,168$ ordinary stock units for the full year in respect of the Stock Option Plan for managers (Note 16) and
(c) 1,967,291 ordinary stock units for one month in respect of the Stock Option Plan for managers (Note 16).

|  | 2004 | 2003 |
| :--- | :--- | ---: | ---: |
| Net profit attributable to stockholders (\$'000) | $2,225,267$ | $1,980,191$ |
| Weighted average number of stock units in issue ('000) | 331,267 | 329,437 |
| Basic earnings per stock unit (\$) | 6.72 | 6.01 |
| $================================================================================$ |  |  |

## 32. Operating Activities

Reconciliation of net profit to cash generated from operating activities:

|  | 2004 | 2003 |
| :--- | ---: | ---: |
| Net profit | $\${ }^{\prime} 000$ | $\$ \prime 000$ |
| Items not affecting cash: | $2,225,267$ | $1,980,191$ |
| Depreciation |  |  |
| Goodwill amortised | 440,985 | 453,732 |
| (Gain)/loss on disposal of fixed assets | 64,403 | 16,002 |
| Profit on disposal of investments | $(32,470)$ | 1,349 |
| Minority interest in results of the year | $(147,708)$ | $(2,678)$ |
| Exchange (gain)/loss on foreign balances | 101,712 | 60,327 |
| Interest income | $(51,018)$ | 65,069 |
| Interest expense | $(569,269)$ | $(528,504)$ |
| Taxation expense | 255,492 | 321,884 |
| Unremitted equity income in associated companies | 906,162 | 627,712 |
| Pension plan surplus | $(40,661)$ | $(24,998)$ |
| Other post-retirement obligations | $(512,276)$ | $(471,805)$ |
| Changes in non-cash working capital components: | 8,365 | 73,016 |
| Inventories | $2,648,984$ | $2,571,297$ |
| Receivables |  |  |
| Payables | $(733,306)$ | $(1,040,396)$ |
| Provisions | $(800,138)$ | $(1,441,948)$ |
|  | $1,355,022$ | 441,376 |
| Translation gains | $(66,964)$ | 62,169 |
| Taxation paid | $2,403,598$ | 592,498 |

Cash provided by operating activities $\quad 4 .$| $1,725,385$ |
| :--- |$\quad 482,476$

## 33. Financial Risk Management

The Group's activities expose it to a variety of financial risks including the effects of changes in debt and equity market prices, foreign currency exchange rates, interest rates and liquidity risks. The Group's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the financial performance of the Group.

Risk management is carried out by a central treasury function which identifies, evaluates and manages financial risks in close co-operation with the Group's operating business units. The Board of Directors sets guidelines for overall risk management including specific areas, such as foreign exchange risk, interest rate risk, credit risk, and investing excess liquidity.
(a) Currency risk

Currency risk is the risk that the value of a financial instrument will fluctuate due to changes
in foreign exchange rates. The Group operates internationally and is exposed to this risk
arising from various currency exposures primarily with respect to the United States dollar.
The consolidated balance sheet at 31 December 2004 includes aggregate net foreign assets/ (liabilities) for local Group companies in respect of transactions arising in the ordinary course of business. Currency risk for foreign Group companies, to currencies other than their originating currency, is not considered to be significant to the Group's overall position at 31 December 2004

Net foreign currency assets/ (liabilities) of the Group were as follows:

United States dollar Pound Sterling
Canadian dollar
Cayman dollar
Euro

2003
\$'000
$(14,954)$
165
53
3
1
12
(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.
The Group takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on financial position and cash flows. Interest margins may increase as a result of such changes but may reduce or create losses in the event that unexpected movements arise. The banking subsidiary Asset and Liability Committee sets limits on the level of mismatch of interest rate repricing that may be undertaken.

The Group's interest bearing financial instruments include other investments, leases and loans receivable, short term investments, bank and short term loans, deposits payable and long term liabilities. The effective rates of interest impacting these instruments are disclosed in the individual notes to the financial statements associated with each item.

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

The Group
2004

|  | ```Immediately rate sensitive $'000``` | Within 3 <br> months <br> \$'000 | $\begin{aligned} & 3 \text { to } 12 \\ & \text { Months } \\ & \$ 1000 \end{aligned}$ | 1 to 5 Years \$'000 | Over 5 <br> Years <br> \$'000 | Non rate sensitive \$'000 | $\begin{aligned} & \text { Total } \\ & \$ 1000 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | - | 121,260 | 82,800 | 1,433,985 | 1,069,604 | 239,427 | 2,947,076 |
| Long term receivables |  |  |  |  |  |  |  |
| including current portion | t 182,616 | 368,625 | 270,821 | 1,651,042 | - | 62,605 | 2,535,709 |
| Cash and short term investments | - | 9,850,559 | 17,319,199 | - | - | 2,619,898 | 29,789,656 |
| Other non-current assets | - | - | - |  | - | 7,913,480 | 7,913,480 |
| Other current assets | - | - | - | - | - | 9,497,644 | 9,497,644 |
| Total assets | 182,616 | 10,340,444 | 17,672,820 | 3,085,027 | 1,069,604 | 20,333,054 | 52,683,565 |
| Bank and short | 773,511 | 697,956 | 580,540 | - | - | - | 2,052,007 |



|  |  |  |  | 2004 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Immediately <br> rate sensitive $\$ 1000$ | $\begin{gathered} \text { Within } \\ \text { months } \\ \$ 1000 \end{gathered}$ | 3 to 12 <br> Months <br> \$'000 | $\begin{array}{r} 1 \text { to } 5 \\ \text { Years } \\ \$ 1000 \end{array}$ | $\begin{array}{r} \text { Over } 5 \\ \text { Years } \\ \$ 1000 \end{array}$ | $\begin{gathered} \text { Non } \\ \text { rate } \\ \text { sensitive } \\ \$ 1000 \end{gathered}$ | $\begin{aligned} & \text { Total } \\ & \$ 1000 \end{aligned}$ |
| Investments | - | - | - | 216,224 | - | 1,356,864 | 1,573,088 |
| Long term receivables |  |  |  |  |  |  |  |
| including current portion | - | - | - | - | - | 163,309 | 163,309 |
| Cash and short term investments | 1 | 1,103,904 | 2,247,811 | - | - | 54,338 | 3,406,053 |
| Other non-current assets | - | - | - | - | - | 3,782,591 | 3,782,591 |
| Other current assets | - | - | - | - | - | 1,364,461 | 1,364,461 |
| Total assets | 1 | 1,103,904 | 2,247,811 | 216,224 | - | 6,721,563 | 10,289,502 |
| Bank and short term loans | 348,725 | 656,956 | 426,915 | - | - | - | 1,432,596 |
| Long term liabilities including current portion | - |  | 1,696,229 | - | - | 14,234 | 1,710,463 |
| Other non-current liabilities | - | _ | - | - |  | 1,557,671 | 1,557,671 |
| Other current liabilitie | s | - | - | - |  | 1,874,258 | 1,874,258 |
| Stockholders' equity | - | - | - | - | - | 3,714,514 | 3,714,514 |
| Total liabilities and stockholders' equity | 348,725 | 656,956 | 2,123,144 | - | - | 7,160,677 | 10,289,502 |
| Total interest rate sensitivity gap | $(348,725)$ | 446,948 | 124,667 | 216,224 | - | $(439,114)$ | - |
| Cumulative gap | $(348,725)$ | 98,223 | 222,890 | 439,114 | 439,114 | - | - |
|  |  |  |  | 2003 |  |  |  |
| Total Interest rate sensitiviy gap | $(226,256)$ | 299,151 | $(633,884)$ | 510,427 | - | 50,562 | - |
| Cumulative gap | $(226,256)$ | 72,895 | $(560,989)$ | $(50,562)$ | $(50,562)$ | - | - |

The Group

|  |  | The | $\begin{aligned} & \text { Group } \\ & 2004 \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Immediately <br> rate sensitive 응 | Within 3 | 3 to 12 |  |  |  |
|  | $\begin{gathered} \text { Months } \\ \% \end{gathered}$ | Months \% | $1 \text { to } 5 \text { Years }$ | Over 5 Years \% | $\begin{gathered} \text { Total } \\ \% \end{gathered}$ |
|  | 14.98 | 17.43 | 13.18 | 12.10 | 12.96 |
| 18.25 | 25.96 | 15.07 | 15.10 | - | 16.95 |
| - | 14.72 | 13.76 | - | - | 14.49 |
| 21.50 | 5.48 | 5.89 | - |  | 8.79 |
| - | 5.29 | 8.42 | - | - | 5.50 |
|  | 23.92 | 7.01 | 4.96 | - | 6.91 |
| - | 13.16 | 12.87 | - | - | 13.13 |
|  |  | The | $\begin{aligned} & \text { Group } \\ & 2003 \end{aligned}$ |  |  |
| ```Immediately rate sensitive %``` | Within 3 | 3 to 12 |  |  |  |
|  | $\begin{aligned} & \text { Months } \\ & \% \end{aligned}$ | Months \% | $\begin{gathered} 1 \text { to } 5 \text { Years } \\ \% \end{gathered}$ | Over 5 Years \% | Total \% |
| - | - | - | 15.49 | 12.95 | 14.52 |
| 18.11 | 16.05 | 20.91 | 18.37 | - | 18.56 |
| - | 20.37 | 15.24 | - | - | 16.07 |
| 21.76 | 4.35 | 3.68 | - | - | 6.71 |
| - | 7.27 | 9.01 | - | - | 7.98 |
|  | 23.85 | 5.74 | 8.76 | - | 6.24 |
| - | 12.69 | 19.86 | - | - | 14.85 |


|  | $\begin{aligned} & \text { The Company } \\ & 2004 \end{aligned}$ |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Immediately rate sensitive \% | Within 3 <br> Months \% | 3 to 12 <br> Months <br> \% | $\begin{aligned} & 1 \text { to } \\ & 5 \\ & \% \end{aligned}$ | Years | $\begin{gathered} \text { Over } 5 \\ \% \end{gathered}$ | Years | $\begin{gathered} \text { Total } \\ \% \end{gathered}$ |
| Investments | - | - | - | 11.45 |  | - |  | 11.45 |
| Long term receivables | - | - | - | 10.00 |  | - |  | 10.00 |
| Cash and short term investments | - | 7.86 | 14.82 | - |  | - |  | 12.53 |
| Bank and short term loans | 20.25 | 4.85 | 5.50 | - |  | - |  | 8.79 |
| Long term liabilities | - | - | 7.04 | - |  | - |  | 7.04 |


|  | Immediately <br> rate sensitive <br> \% | Within 3 Months \% | 3 to 12 Months 응 | $\begin{gathered} 1 \text { to } 5 \text { Years } \\ \% \end{gathered}$ | Over | 5 Years | $\begin{array}{r} \text { Total } \\ \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | - | - | - | 11.65 |  | - | 11.65 |
| Long term receivables | - | - | - | 10.00 |  | - | 10.00 |
| Cash and short term investments | - | 18.92 | 16.35 | - |  | - | 17.40 |
| Bank and short term loans | 20.75 | 4.29 | 3.68 | - |  | - | 6.73 |
| Long term liabilities | - | - | 5.71 | - |  | - | 5.71 |

(c) Market risk

Market risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices whether those changes are caused by factors specific to the individual security or its issuer or factors affecting all securities traded in the market. The Group has no significant exposure to market risk as the financial instruments subject
to this risk are not material to the Group.
(d) Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The Group has no significant concentration of credit risk attaching to trade and insurance receivables as the Group has a large and diverse customer base, with no significant balances arising from any single economic or business sector, or any single entity or group of entities. The company has policies in place to ensure that sales of products and services are made to customers with an appropriate credit history. Trade and insurance receivable balances are shown net of provision for doubtful debts.

Cash and short term investments are held with substantial financial institutions. A significant level of investments is held in various forms of Government instruments.

The following table summarises the credit exposure of the Group with respect to long term receivables from individuals, businesses and Government by sector:

|  | Total | Total |
| :--- | ---: | ---: |
|  | 2004 | 2003 |
|  | $\${ }^{\prime} 000$ | $\$ 0^{\prime} 000$ |
| Government and public utilities | $1,100,134$ | 30,356 |
| Personal | 300,043 | 260,433 |
| Professional and other services | $1,135,532$ | $1,086,378$ |

(e) Liquidity risk

Liquidity risk, also referred to as funding risk, is the risk that the Group will encounter difficulty in raising funds to meet commitments associated with financial instruments. Liquidity risk may result from an inability to sell a financial asset quickly at close to its fair value. Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, and the availability of funding through an adequate amount of committed credit facilities. Due to the dynamic nature of the underlying businesses, the management of the Group aims at maintaining flexibility in funding by keeping committed lines of credit available.

The matching and controlled mismatching of the maturities and interest rates of assets and liabilities are fundamental to the management of the banking subsidiaries. It is unusual
for banks ever to be completely matched since business transacted is often of uncertain term and different types. An unmatched position potentially enhances profitability, but can also increase the risk of loss.

The following tables summarise the liquidity risk of the Group and the company by analysing the assets and liabilities into relevant maturity groupings, based on the remaining period at balance sheet date to the contractual maturity date:

## The Group

 2004|  | Within <br> Months <br> \$1000 | $\begin{array}{r} 3 \text { to } 12 \\ \text { Months } \\ \$ 1000 \end{array}$ | 1 to 5 <br> Years <br> \$'000 | Over 5 <br> Years <br> \$'000 | $\begin{aligned} & \text { No } \\ & \text { Specific } \\ & \text { maturity } \\ & \$ 1000 \end{aligned}$ | $\begin{aligned} & \text { Total } \\ & \$ 1000 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investments | - | - | 1,820,980 | 1,069,604 | 56,492 | 2,947,076 |
| Long term receivables |  |  |  |  |  |  |
| including current portion | 368,625 | 420,799 | 1,746,285 | - | - | 2,535,709 |
| Cash and short term investments | 4,422,143 | 25,367,513 | - | - | - | 29,789,656 |
| Other non-current assets | - | - | - | - | 7,913,480 | 7,913,480 |
| Other current assets | 9,497,644 | - | - |  | - | 9,497,644 |
| Total assets | 14,288,412 | 25,788,312 | 3,567,265 | 1,069,604 | 7,969,972 | 52,683,565 |
| Bank and short term loans | 1,471,467 | 580,540 | - | - | - | 2,052,007 |
| Deposits | 3,907,325 | 278,084 | - | - | - | 4,185,409 |
| Long term liabilities including current portion | 890 | 176,170 | 1,130,819 | 343,548 | - | 1,651,427 |
| Securities sold under repurchase agreements | 18,371,866 | 1,963,289 | - | - | - | 20,335,155 |
| Other non-current liabilities | - | - |  |  | 2,957,394 | 2,957,394 |
| Other current liabilities | 7,781,384 | - | - | - | - | 7,781,384 |


| Minority interest | - | - | - | - | 507,527 | 507,527 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stockholders' equity | - | - |  |  | 13,213,262 | 13,213,262 |
| Total liabilities and stockholders' equity | $31,532,932$ | 2,998,083 | 1,130,819 | 343,548 | 16,678,183 | 52,683,565 |
| Total liquidity gap | (17,244,520) | 22,790,229 | 2,436,446 | $(7,261,056)$ | ( $8,708,211$ ) |  |
| Cumulative gap | (17,244,520) | 5,545,709 | 7,982,155 | 8,708,211 | - | - |
|  |  |  | 2003 |  |  |  |
| Total liquidity gap | $(12,862,608)$ | 17,140,170 | 998,720 | 899,908 | $(6,176,190)$ |  |
| Cumulative gap | $(12,862,608)$ | 4,277,562 | 5,276,282 | 6,176,190 | - |  |


|  | Within 3 <br> Months <br> \$'000 |  |  | No |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 3 to 12 | 1 to 5 | Over 5 | Specific |  |
|  |  | Months | Years | Years | maturity | Total |
|  |  | \$'000 | \$'000 | \$'000 | \$ 000 | \$ 000 |
| Investments | - | - | 216,224 | - | 1,356,864 | 1,573,088 |
| Long term |  |  |  |  |  |  |
| receivables including current portion | - | 1,774 | 161,535 | - | - | 163,309 |
| Cash and short term investments | 1,221,873 | 2,184,180 | - | - | - | 3,406,053 |
| Other non-current |  |  |  |  |  | 3,782,591 |
| Other current assets | 1,364,461 | - | - | - | - | 1,364,461 |
| Total assets | 2,586,334 | 2,185,954 | 377,759 | - | 5,139,455 | 10,289,502 |
| Bank and short term l oans | 1,005,681 | 426,915 | - | - | - | 1,432,596 |
| Long term liabilities including current |  |  |  |  |  |  |


| portion | - | 127,268 | 1,275,190 | 308,005 | - | 1,710,463 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Other non-current |  |  |  |  |  |  |
| liabilities | - | - | - | - | 1,557,671 | 1,557,671 |
| Other current |  |  |  |  |  |  |
| liabilities | 1,874,258 | - | - | - | - | 1,874,258 |
| Stockholders' equity | - | - | - | - | 3,714,514 | 3,714,514 |
| Total liabilities and - |  |  |  |  |  |  |
| stockholders' equity | 2,879,939 | 554,183 | 1,275,190 | 308,005 | 5,272,185 | 10,289,502 |
| Total liquidity gap | $(293,605)$ | 1,631,771 | $(897,431)$ | $(308,005)$ | $(132,730)$ |  |
| Cumulative gap | $(293,605)$ | 1,338,166 | 440,735 | 132,730 | - |  |


| Total liquidity gap | (606,726) | 1,258,997 | (354, 024 ) | $(440,441)$ | 142,194 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cumulative gap | $(606,726)$ | 652,271 | 298,247 | $(142,194)$ | - |

## 34. Fair Values of Financial Instruments

The amounts included in the financial statements for cash and cash equivalents, short term investments, receivables, payables, bank, short term loans, securities sold under agreements to repurchase and deposits reflect their approximate fair value because of the short term maturity of these instruments.

The estimated fair values of the Group's other financial instruments are as follows:

$$
20042003
$$

|  | $\$ \prime 000$ | $\$ ' 000$ | $\$ ' 000$ | $\$ ' 000$ |
| :--- | ---: | ---: | ---: | ---: |
| Financial assets |  |  |  |  |
| Investments | $28,314,589$ | $28,560,414$ | $24,851,951$ | $24,476,211$ |
| Long term receivables | $2,535,709$ | $2,534,231$ | $1,377,167$ | $1,377,171$ |

## Financial liabilities

Long term liabilities
(including current portion)
$1,651,427$ 1,607,955 1,529,689 1,398,690

The estimated fair values have been determined using available market information and appropriate valuation methodologies. However, considerable judgement is necessarily required in interpreting market data to develop estimates of fair value. Accordingly, the estimates presented above are not necessarily indicative of the amounts that
the Group would realise in a current market exchange.
Fair values were estimated as follows:

## Investments

Fair value of debt instruments is based upon projected cash flows discounted at an estimated current market rate of interest. Fair value of equity instruments is determined based on quoted market prices for these instruments. When quoted market prices are not available, an approximation of fair value is based on the net underlying assets of the investee. Fair values for unlisted equity securities are stimated using applicable price/earnings or price/cash flow ratios refined to reflect the specific circumstances of the issuer.

## Long term receivables

The carrying value of leases approximates fair value because these leases are contracted at market rates. Fair value of loans receivable is based upon projected cash flows discounted at an estimated current market rate of interest.

## Long term liabilities

Long term liabilities reflect the Group's contractual obligations and are carried at amortised cost, which is deemed to approximate the fair value of these liabilities because these liabilities are subject to such terms and conditions as are available in the market for similar transactions.

## 35. Commitments

(a) Future lease payments under operating leases at 31 December 2004 were as follows

| In financial year | 2005 | 214,083 |
| :--- | :--- | :--- |
|  | 2006 | 192,246 |
|  | 2007 | 169,678 |
|  | 2008 and beyond | 258,974 |

(b) At 31 December 2004, the Group had $\$ 214,300,000(2003-\$ 9,400,000)$ in authorised capital expenditure for which it had established contracts.

## 36. Summary of Banking Subsidiary

Summary of assets and liabilities

## Assets

| Cash resources | 637,626 | 566,101 |
| :---: | :---: | :---: |
| Investments and loans | 13,433,400 | 13,005,517 |
| Acceptances, guarantees, indemnities and credits | 303,261 | 283,698 |
| Securities purchased under agreements to resell | 619,798 | 580,587 |
| Cheques in the course of collection | 225,305 | 287,334 |
| Other assets | 752,623 | 697,860 |
| Liabilities |  |  |
| Deposits | 4,575,491 | 3,639,155 |
| Securities sold under agreements to repurchase | 8,471,553 | 9,601,426 |
| Liability on acceptances, guarantees, indemnities and credits | 303,261 | 283,698 |
| Other liabilities | 751,227 | 671,875 |
| Equity and reserves | 1,870,481 | 1,224,943 |

The banking subsidiary is potentially liable under acceptances in respect of guarantees, commitments and letters of credit, which is reported as liabilities in its balance sheet The subsidiary has equal and offsetting claims against customers in the event of a call on these commitments, which is reported as assets. These amounts are not included in
the consolidated balance sheet.

## 37. Contingent Liabilities

Various companies in the Group are involved in certain legal proceedings incidental to
the normal conduct of business. The management of these companies believes that none of these proceedings,individually or in aggregate, will have a material effect on the Group.
38. Related Party Transactions and Balances

The following transactions were carried out with associated companies:

| (a) Sales of goods and services | 2004 | 2003 |
| :--- | ---: | :---: |
| Sales of goods - | $\$ 1000$ | $\${ }^{\prime} 000$ |
| Dairy Industries Limited | 19,373 | 3,683 |
| Carib Star Shipping Limited | 1,250 | - |
| Fidelity Motors Limited | 991 | - |
|  | 21,614 | 3,683 |


| Sales of services - |  |  |
| :---: | :---: | :---: |
| Dairy Industries Limited | 1,061 | 10,129 |
| Kingston Wharves Group | - | 22,311 |
| Carib Star Shipping Limited | 642 | 1,251 |
| Fidelity Motors Limited | 683 | - |
|  | 2,386 | 33,691 |

The above transactions were carried out in the normal course of business

| (b) Purchases of goods and services | 2004 | 2003 |
| :--- | ---: | ---: |
| Purchases of goods - | $\${ }^{\prime} 000$ | $\$ 1000$ |
| Dairy Industries Limited |  |  |
| Fidelity Motors Limited | $1,000,948$ | 925,849 |


|  | 2004 | 2003 |
| :--- | ---: | ---: |
| Purchases of services - | $\$ \mathbf{0 0 0}$ | $\$ \mathbf{0 0 0}$ |
| Dairy Industries Limited | - | 9,152 |
| Kingston Wharves Group | - | 38,302 |
| Carib Star Shipping Limited | 7,701 | 5,101 |


| Fidelity Motors Limited | 4,902 | - |
| :--- | ---: | ---: | ---: |
| Grace, Kennedy \& Company Limited Pension Scheme | 565 | - |

The above transactions were carried out in the normal course of business.
(c) Year-end balances arising from sales/purchases of goods and services

|  | 2004 | 2003 |
| :--- | ---: | ---: |
| Receivable from associates | $\$ ' 000$ | $\$ ' 000$ |
|  | 17,691 | 35,605 |
|  |  |  |
| Payable to associates | 97,931 | 106,573 |

(d) Loans from related parties



Loan from Grace, Kennedy \& Company Limited Pension Scheme:
At beginning of year
Addition
1,218
At end of year 1,218

The loan from Challenge Enterprises Limited is interest free, and has no specified repayment date. The loan from Grace, Kennedy \& Company Limited Pension Scheme attracts interest at $21.2 \%$ and is repayable on 30 June 2006.
(e) Directors' remuneration

In 2004 the total remuneration of the directors was as below:

|  | 2004 | 2003 |
| :--- | ---: | ---: |
| Directors' emoluments - | $\$ 1000$ | $\$ 1000$ |
| Fees |  |  |
| Management remuneration (included in staff costs) | 7,730 | 6,670 |
| Pensions | 90,512 | 76,732 |
|  |  | 9,025 |

(f) Loans to associates
ng of year $18,540 \quad 21,384$

| Loans advanced during year | 3,928 | - |
| :--- | ---: | ---: |
| Loan repayments received | $(3,040)$ | $(2,844)$ |


| Loan repayments received | $(3,040)$ | $(2,844)$ |
| :--- | :--- | :--- | :--- |
| At end of year (Note 7) | 19,428 | 18,540 |

$==================================================================10, ~$

The loans to associates were given in the normal course of business, with the exception of the loan to Challenge Enterprises Limited, which does not attract interest and does not have a specific repayment date. The related interest income was $\$ 946,000$
(2003-\$1,166,000). The other loans are due in 2005 and carry interest at 11\% (2003-26\%). No provision was required in 2004 and 2003 for loans made to associated undertakings.
(g) Share options granted to directors

The aggregate number of share options granted to the directors of the company during 2004 was nil (2003 - nil). The outstanding number of share options granted to the directors of the company at the end of the year was $6,198,693$ (7,827,792 at the end of 2003).

## 39. Post Balance Sheet Event

Jamaica International Insurance Company Ltd. (JIIC), a wholly owned subsidiary of Grace, Kennedy \& Company Ltd. has assumed the complete portfolio of Jamaican policies held by Dyoll Insurance Company Ltd. The cost of the transaction is $\$ 585,000,000$, of which $\$ 113,000,000$ is payable in cash and $\$ 472,000,000$ is attributed to the cost of unearned premium reserve
that will result from JIIC's issuance of the new policies. The coverage took effect from March 7, 2005 for policies covering motor and accident classes; and from March 11, 2005 for policies covering property classes.


[^0]:    The amounts shown in the balance sheet include the following:
    Deferred tax assets to be recovered
    after more than 12 months 430,353 364,726 125,683 116,992
    Deferred tax liabilities to be settled
    after more than 12 months $(1,857,147)(1,577,986)(1,167,363)(1,002,482)$
    $============================================================================12$,

[^1]:    Bank borrowings

