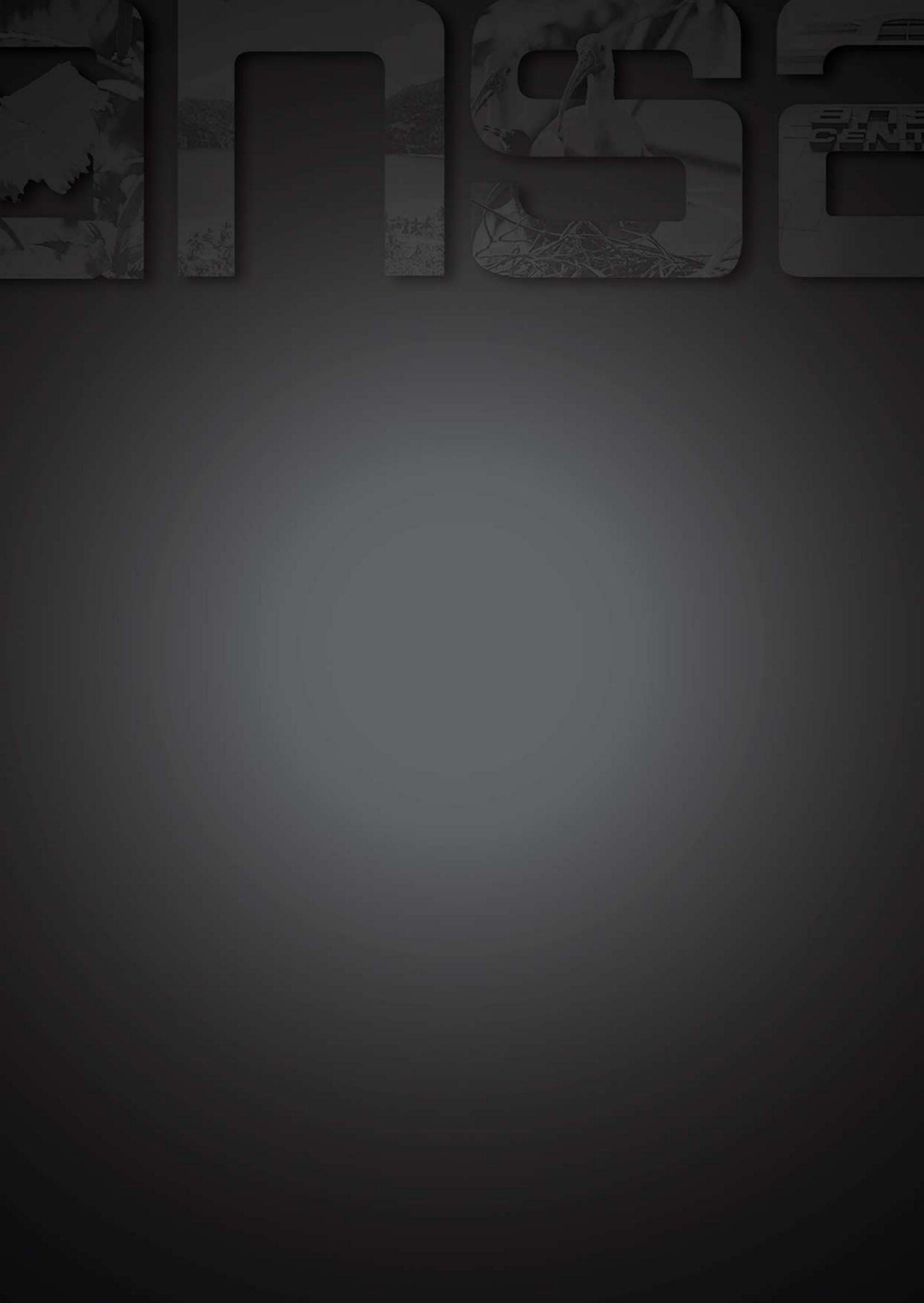


# MERCHANT BANK LIMITED

ANNUAL REPORT 2012



BOUNDLESS FAITH



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BOUNDLESS FAITH

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# Chairman's Report 2012

...and we have now set the stage for an upward growth trajectory in 2013 and beyond...

In 2012 a very strong operating performance was delivered across all the business lines in ANSA Merchant Bank and its Insurance subsidiaries with marked progress over the prior year. Conservative non-cash provisions in our lending and investment portfolios however resulted in lower earnings recorded in 2012 compared to 2011.

Earnings Before Tax in 2012 was 17% lower at \$190 million (2011: \$230 million). Profit Attributable to Shareholders was 18% lower at \$150 million (2011: \$184 million). Earnings Per Share (EPS) for 2012 was \$ \$1.75 (2011: \$2.18). The performance in 2012 was derived due to a conservative stance on the treatment of the investment and lending portfolios to provide for potential volatility as the suboptimal economic conditions linger.

Directors have approved a final Dividend of 70 cents per share representing a total payout for the year of 85 cents, approximately 48% of earnings. The total Dividend pay-out remains the same as prior year.

#### Investment Banking

2012 was another steady year for our Investment Banking business with increased volumes and profitability derived by working closely with our customers to create value for them by introducing new products and services. Healthy competition continued among investment banking firms due to an environment of reduced capital market activity. Our approach remains focused on risk management and innovation, as we continue to interact with the market and other players to build value and further develop the capital market in a sustainable manner.

#### Investments

The local equity component of our portfolios performed favorably throughout 2012 in line with the local market, however we continued to experience declining yields in the local fixed income market. Our foreign portfolios were realigned during 2012 in order to take a more conservative stance in response to increased market volatility and this resulted in modest, but stable results throughout the year.

#### Asset Finance

Asset Finance remains one of our core contributors to our business. Our unique product offering and convenient, and efficient turnaround time has maintained our market leader position as a premier asset finance company. New business volumes increased an additional 27% in 2012, showing compounded growth of 55% since the close of 2010. We continue to innovate with our affiliates and subsidiaries to create value for our customers.

#### Mutual Funds

In 2005 we introduced to the market our first Mutual Fund and since this time, the market has continued to embrace our offerings. Our most recent funds, the ANSA TT\$ and US\$ Income Funds continued to grow in 2012 with increases of TTD 256 million and USD 5 million to reach AUMs of TTD 448 million and USD 18 Million respectively. This business line has grown steadily generating better individual returns for investors and is providing acceptable compensation for the Bank.

#### Tatil

Our General Insurance Company generated Profit Before Tax of \$80 million, reflecting an increase of 10% over 2011 driven by our insurance operations and investment returns. Our underwriting results improved by 40% over 2011 due to increases in our net retained income, but more so due to reduced claims cost which fell by 20%. We also benefited from a 10% growth in returns on our investment portfolio.. Our Net Assets increased by 10% to \$415 million and our AM Best Rating was reaffirmed to A (-) with a Stable Outlook.

#### Tatil Life

Our focus on growing the top line through the continuous development of the sales force continued to show results in 2012 with growth of \$15.8 million (17%) in Premium Income. Our approach to investment management was also favourable this year, resulting in year over year growth of 64% in investment income to \$82 million (2011 - \$50 million). Our policyholders' liabilities grew to \$73 million during the year, supported by our asset growth of \$93 million and a \$15 million increase in Net Assets.

#### Conclusion

Overall we reflected a less than ideal performance in 2012 largely due to our conservative provisioning stance on our investment and lending assets, which was in line with most of the banking and investing community. However, we were still able to create value for our customers and shareholders despite the backdrop of a sluggish economic climate.

We are pleased to note internal leadership promotions which resulted in a new Managing Director for the Bank and Chief Executive for Tatil Life, both individuals having significant careers in financial services and established track records in the Company. At the same time we note the resignations of Varun Maharaj and Nigel Romano and thank them for their valuable contributions during their tenure.

We are satisfied that our performance in 2012 will set the stage for continued sustainability and we have now set the stage for an upward growth trajectory in 2013 and beyond.

Anthony N. Sabga ORTT, CMT, Hon.LL.D (UWI) Chairman

# **Board of Directors**





Back: Ian E. Welch, Jeremy Matouk, Gregory N. Hill (Managing Director), Nicholas W.S. Owen

Front: Timothy Hamel-Smith, Kathleen Galy (Executive Director), Ray A. Sumairsingh (Deputy Chairman),

Anthony N. Sabga (Chairman), Chip Sa Gomes (Sector Head-Financial Services, ANSA McAL Ltd), Judy Chang

# Financial Highlights

ANSA MERCHANT BANK ANNUAL REPORT 2012

### FOR THE YEAR ENDED 31ST DECEMBER, 2012 (Expressed in thousands of Trinidad & Tobago dollars)

| 2008 - 2012 (\$000's)                  | Dec-12    | Dec-11    | Dec-10    | Dec-09    | Dec-08    |
|--|-----------|-----------|-----------|-----------|-----------|
| ANSA Merchant Bank Consolidated        |           |           |           |           |           |
| Profit Before Tax                      | 189,812   | 229,680   | 225,995   | 227,574   | 54,291    |
| Profit After Tax and Minority Interest | 149,632   | 183,616   | 174,607   | 193,316   | 50,206    |
| Total Assets                           | 5,531,354 | 5,449,049 | 5,121,300 | 4,826,555 | 4,391,479 |
| Actual Number Of Issued Shares         | 85,605    | 85,605    | 85,605    | 85,605    | 85,605    |
| Weighted Average Number Of Shares      | 85,605    | 84,185    | 84,185    | 84,185    | 84,185    |
| Return On Average Assets               | 2.73%     | 3.47%     | 3.51%     | 4.19%     | 1.25%     |
| Return On Average Shareholders' Equity | 10.06%    | 13.15%    | 13.59%    | 17.50%    | 4.85%     |
| Dividends                              | 72,764    | 72,764    | 72,764    | 72,764    | 25,682    |
| Earnings Per Share (\$)                | 1.75      | 2.18      | 2.07      | 2.30      | 0.60      |
| Dividends Per Share (\$)               | 0.85      | 0.85      | 0.85      | 0.85      | 0.30      |
| Net Book Value Per Share (\$)          | 17.84     | 17.19     | 15.99     | 14.53     | 11.72     |
| ANSA Merchant Bank (Parent)            |           |           |           |           |           |
| Net Interest Income                    | 161,880   | 189,058   | 175,369   | 147,332   | 131,084   |
| Efficiency Ratio                       | 19.53 %   | 14.18%    | 16.72%    | 19.38%    | 22.97 %   |
| Risk Adjusted Capital Ratio            | 40.7 %    | 36.9%     | 35.6%     | 33.2%     | 38.7%     |
| Trinidad & Tobago Insurance (TATIL)    |           |           |           |           |           |
| Net Premium Income                     | 178,953   | 174,496   | 176,939   | 178,230   | 178,831   |
| Underwriting Profits                   | 47,989    | 42,655    | 23,785    | 21,978    | 42,611    |
| Net Retention                          | 61%       | 58%       | 61%       | 65%       | 65%       |
| Claims Ratio                           | 41%       | 47%       | 59%       | 59%       | 49%       |
| Combined Ratio                         | 82%       | 83%       | 94%       | 93%       | 81%       |
| TATIL Life Assurance                   |           |           |           |           |           |
| # of Field Force Agents                | 100       | 96        | 86        | 67        | 75        |
| Annual Premium Income (A.P.I.) \$      | 21,267    | 20,055    | 21,334    | 16,870    | 15,575    |
| Avg API/ Agent (\$)                    | 213       | 209       | 248       | 252       | 208       |
| Persistency                            | 87        | 88        | 87        | 82        | 89        |

# Independent Auditors' Report

to the shareholders of ANSA Merchant Bank Limited

We have audited the accompanying financial statements of ANSA Merchant Bank Limited ("the Parent") and its subsidiaries ("the Group") which comprise the separate and consolidated statements of financial position as at 31 December 2012, separate and consolidated statements of income, separate and consolidated statements of comprehensive income, separate and consolidated statements of changes in equity and separate and consolidated statements of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with International Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatements.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate for the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the separate and consolidated financial statements ("the financial statements") give a true and fair view of the financial position of the Parent and the Group as at 31 December 2012 and of its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

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Port of Spain, TRINIDAD: 26 March 2013

# Statement of Financial Position

AS AT 31st December 2012

(Expressed in Thousands of Trinidad and Tobago dollars)

| Parent              |                      |   | Notes | Group               |                     |  |
|---------------------|----------------------|---|-------|---------------------|---------------------|--|
| 2011                | 2012                 |   |       | 2012                | 2011                |  |
|                     |                      | Assets  |       |                     |                     |  |
| 316,627             | 279,430<br>-         | Cash and short-term funds<br>Fixed deposits                 | 4     | 806,035<br>26,586   | 484,623<br>21,390   |  |
| 640,543             | 761,212              | Net investment in leased assets and other installment loans | 5     | 760,866             | 640,089             |  |
| 436,144             | 401,598              | Loans and advances  | 6     | 501,575             | 521,905             |  |
| 1,052,967<br>18,316 | 639,577<br>7,468     | Investment securities Interest receivable                   | 7     | 2,826,237<br>26,908 | 3,142,861<br>42,051 |  |
| 9=                  | 27 <u>—</u> 27       | Insurance receivables                                       | 10    | 47,328              | 37,082              |  |
| 14,869              | 9,932                | Other debtors and prepayments                               | 11    | 33,230              | 43,016              |  |
| 8 <del>-1</del> 3   | ( <del>1 - 1</del> ) | Reinsurance assets  | 21    | 84,579              | 125,138             |  |
| 4,559               | 11,163               | Taxation recoverable  |       | 12,373              | 5,158               |  |
| 632,500             | 632,500              | Investment in subsidiaries                                  | 12    | _                   | _                   |  |
| 7-3                 | % <u>—</u> ₹         | Investment properties                                       | 13    | 128,943             | 119,469             |  |
| 3,448               | 4,229                | Property and equipment                                      | 14    | 36,738              | 35,506              |  |
| 10 <del></del>      | ( <del></del>        | Goodwill  | 15    | 133,762             | 133,762             |  |
| 2,253               | 915                  | Deferred tax asset  | 16    | 11,192              | 9,364               |  |
| 8,100               | 8,507                | Employee benefit asset                                      | 17 _  | 95,002              | 87,635              |  |
| 3,130,326           | 2,756,531            | Total assets  | =     | 5,531,354           | 5,449,049           |  |





# **Statement of Financial Position**

AS AT 31st December 2012

(Expressed in Thousands of Trinidad and Tobago dollars)

|           | Parent    |                                 | Notes | Group     |           |  |
|-----------|-----------|---------------------------------|-------|-----------|-----------|--|
| 2011      | 2012      |                                 |       | 2012      | 2011      |  |
|           |           | Liabilities                     |       |           |           |  |
|           |           | Customers' deposits and         |       |           |           |  |
| 1,277,868 | 925,648   | other funding instruments       | 19    | 1,767,421 | 1,767,792 |  |
| 52,611    | 9,343     | Bank overdraft                  | 4     | 9,343     | 55,871    |  |
|           |           | Accrued interest and other      |       |           |           |  |
| 47,822    | 119,607   | payables                        | 18    | 172,971   | 82,707    |  |
| 757,854   | 669,073   | Debt securities in issue        | 20    | 669,073   | 757,854   |  |
| ,         | · -       | Taxation payable                |       | 2,945     | 2,666     |  |
| 8,886     | 22,343    | Deferred tax liability          | 16    | 138,597   | 119,121   |  |
| 380       | 434       | Employee benefit obligation     | 17    | 3,548     | 3,129     |  |
| 12-12     | _         | Investment contract liabilities | 21    | 160,150   | 156,795   |  |
|           |           | Insurance contract liabilities  | 22 _  | 1,080,124 | 1,056,109 |  |
| 2,145,421 | 1,746,448 | Total liabilities               | · -   | 4,004,172 | 4,002,044 |  |



# Statement of Financial Position

AS AT 31st December 2012

(Expressed in Thousands of Trinidad and Tobago dollars)

|           | Parent    |   | Notes | (         | Group     |
|-----------|-----------|---|-------|-----------|-----------|
| 2011      | 2012      |   |       | 2012      | 2011      |
|           |           | Equity  |       |           |           |
| 667,274   | 667,274   | Stated capital  | 24    | 667,274   | 667,274   |
| _         | _         | Treasury shares   |       | _         | (833)     |
| 87,868    | 99,183    | Statutory reserve fund                                  |       | 99,183    | 87,868    |
| _         | _         | Statutory surplus reserve                               |       | 45,048    | 39,923    |
| 2,800     | 3,805     | General loan loss reserve                               |       | 3,805     | 2,800     |
| (4,228)   | (2,595)   | Foreign currency reserve                                |       | (2,595)   | (3,776)   |
| 231,191   | 242,416   | Retained earnings                                       |       | 714,054   | 653,348   |
| 984,905   | 1,010,083 | Equity attributable to the equity holders of the parent |       | 1,526,769 | 1,446,604 |
|           |           | Non-controlling interest                                |       | 413       | 401       |
| 984,905   | 1,010,083 | Total equity  |       | 1,527,182 | 1,447,005 |
| 3,130,326 | 2,756,531 | Total liabilities and equity                            |       | 5,531,354 | 5,449,049 |

The accompanying notes form an integral part of these financial statements.

These financial statements were approved by the Board of Directors and authorised for issue on 26 March 2013 and signed on their behalf by:

Anthony N. Sabga Director

Gregory N. Hill Director

# tement of Income

For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

| Pare     | ent      |  |       | Gro       | up        |
|----------|----------|--|-------|-----------|-----------|
| 2011     | 2012     |  | Notes | 2012      | 2011      |
| _        | _        | Net insurance revenue                                | 25    | 272,954   | 272,159   |
| 134,838  | 124,744  | Finance charges, loan fees and other interest income | 26    | 124,695   | 134,838   |
| 84,378   | 127,378  | Investment income                                    | 27    | 287,667   | 172,366   |
| 53,075   | 43,889   | Other income   | 28    | 61,840    | 79,218    |
| 272,291  | 296,011  | Total operating income                               |       | 747,156   | 658,581   |
| _        | _        | Net insurance benefits and claims incurred           | 29    | (200,957) | (181,518) |
| (79,201) | (67,521) | Interest expense                                     | 30    | (89,398)  | (97,612)  |
| (7,026)  | (65,410) | Provision for impairment of investments              | 31    | (102,755) | (7,026)   |
| 4,195    | _        | Writeback of provision for guarantee reserve fund    |       | -         | 4,195     |
| (1,200)  | (1,200)  | Provision for losses on loans and advances           |       | (1,200)   | (1,200)   |
| 189,059  | 161,880  | Net operating income                                 |       | 352,846   | 375,420   |
| (15,266) | (12,772) | Marketing and policy expenses                        | 32    | (62,594)  | (62,696)  |
| (10,729) | (18,134) | Personnel expenses                                   | 33    | (41,653)  | (31,535)  |
| (810)    | (1,014)  | Depreciation   | 14    | (2,245)   | (2,179)   |
| (2,160)  | (2,161)  | Management fees                                      |       | (11,186)  | (9,478)   |
| (9,087)  | (10,373) | General administrative expenses                      | 34    | (45,356)  | (39,852)  |
| (38,052) | (44,454) | Total selling and administration expenses            |       | (163,034) | (145,740) |
| 151,007  | 117,426  | Net profit before taxation                           |       | 189,812   | 229,680   |
| (30,100) | (22,494) | Taxation expense                                     | 35    | (40,180)  | (46,064)  |
| 120,907  | 94,932   | Profit for the year                                  |       | 149,632   | 183,616   |
|          |          | Profit attributable to:                              |       |           |           |
| 120,907  | 94,932   | Equity holders of Parent                             |       | 149,620   | 183,600   |
|          |          | Non-controlling interest                             |       | 12        | 16        |
| 120,907  | 94,932   |  |       | 149,632   | 183,616   |
|          |          | Basic and diluted earnings per share                 |       | 1.75      | 2.18      |
|          |          | Weighted average number of shares ('000)             |       | 85,605    | 84,185    |
|          |          |  |       |           |           |



# Statement of Comprehensive Income

For the year ended 31st December 2012

(Expressed in Thousands of Trinidad and Tobago dollars)

| Par     | rent   |   | Gr      | oup     |
|---------|--------|---|---------|---------|
| 2011    | 2012   |   | 2012    | 2011    |
| 120,907 | 94,932 | Profit for the year                                 | 149,632 | 183,616 |
| (4,228) | 1,633  | Other comprehensive income/(loss)                   | 1,181   | (3,776) |
| 116,679 | 96,565 | Total comprehensive income for the year, net of tax | 150,813 | 179,840 |
|         |        | Attributable to:                                    |         |         |
| 116,679 | 96,565 | Equity holders of the Parent                        | 150,801 | 179,824 |
|         |        | Non-controlling interest                            | 12      | 16      |
| 116,679 | 96,565 |   | 150,813 | 179,840 |





# Statement of Changes in Equity

For the year ended 31st December 2012

(Expressed in Thousands of Trinidad and Tobago dollars)

| Parent   | Stated<br>eapital | Statutory<br>reserve<br>fund | Capital<br>deficit | General<br>loan loss<br>reserve | Foreign<br>currency<br>reserve | Retained earnings | Total<br>equity |
|--|-------------------|------------------------------|--------------------|---------------------------------|--------------------------------|-------------------|-----------------|
| Balance as at 31 December 2010                 | 667,274           | 75,484                       | (95)               | 2,800                           | 100                            | 231,285           | 976,748         |
| Impact of adopting IFRS 9 as at 1 January 2011 |                   |                              | 95                 |                                 |                                | (31,572)          | (31,477)        |
| Adjusted balance as at 1 January 2011          | 667,274           | 75,484                       | =                  | 2,800                           | · ===                          | 199,713           | 945,271         |
| Total comprehensive income                     | -                 | . –                          | -                  | -                               | (4,228)                        | 120,907           | 116,679         |
| Transfer to statutory reserve fund             |                   | 12,384                       | =                  |                                 |                                | (12,384)          |                 |
| Dividends (Final 2010 and Interim 2011)        |                   |                              |                    |                                 |                                | (77,045)          | (77,045)        |
| Balance as at 31 December 2011                 | 667,274           | 87,868                       |                    | 2,800                           | (4,228)                        | 231,191           | 984,905         |
| Total comprehensive income                     | =                 | 7=7                          | _                  | -                               | 1,633                          | 94,932            | 96,565          |
| Transfer to general loan loss reserve          | : <del></del>     | -                            | <del></del>        | 1,005                           | -                              | (1,005)           |                 |
| Transfer to statutory reserve fund             | _                 | 11,315                       | -                  | -                               | -                              | (11,315)          | -               |
| Dividends (Final 2011 and Interim 2012)        | -                 | -                            | -                  | _                               | -                              | (72,724)          | (72,724)        |
| Other reserve movements                        |                   |                              |                    |                                 |                                | 1,337             | 1,337           |
| Balance as at 31 December 2012                 | 667,274           | 99,183                       |                    | 3,805                           | (2,595)                        | 242,416           | 1,010,083       |

|  | S tated<br>capital | Treasury<br>shares | Statutory<br>reserve | Capital<br>deficit | S tatutory<br>surplus |         | Foreign<br>currency | Retained<br>earnings | Total     | Non-<br>controlling | Total<br>equity |
|--|--------------------|--------------------|----------------------|--------------------|-----------------------|---------|---------------------|----------------------|-----------|---------------------|-----------------|
| Group                                    |                    |                    | fund                 |                    | reserve               | reserve | reserve             |                      |           | interest            |                 |
| Balance as at 31 December 2010           | 667,274            | (16,362)           | 75,484               | 20,961             | 14,529                | 2,800   | -                   | 572,738              | 1,337,424 | 8,430               | 1,345,854       |
| Impact of adopting IFRS 9                |                    |                    |                      | (20,961)           |                       |         |                     | 42,636               | 21,675    | (8,045)             | 13,630          |
| Adjusted balance as at 1 January 2011    | 667,274            | (16,362)           | 75,484               | -                  | 14,529                | 2,800   | _                   | 615,374              | 1,359,099 | 385                 | 1,359,484       |
| Total comprehensive income               | -                  | -                  | -                    | -                  | -                     | -       | (3,776)             | 183,600              | 179,824   | 16                  | 179,840         |
| Other life insurance reserve movements   | -                  | -                  | _                    | -                  | -                     | -       | -                   | (2,055)              | (2,055)   | -                   | (2,055)         |
| Sale of treasury shares                  | _                  | 15,529             | _                    | -                  | -                     | -       | _                   | (29,915)             | (14,386)  | _                   | (14,386)        |
| Transfer to statutory reserve fund       | _                  | -                  | 12,384               | -                  | 25,394                | -       | -                   | (37,778)             | -         | -                   | -               |
| Dividends Final 2010 and Interim 2011)   |                    |                    |                      |                    |                       |         |                     | (75,878)             | (75,878)  |                     | (75,878)        |
| Balance as at 31 December 2011           | 667,274            | (833)              | 87,868               |                    | 39,923                | 2,800   | (3,776)             | 653,348              | 1,446,604 | 401                 | 1,447,005       |
| Total comprehensive income               | _                  | _                  | _                    | -                  | -                     | -       | 1,181               | 149,620              | 150,801   | 12                  | 150,813         |
| Other life insurance reserve movements   | _                  | _                  | _                    | -                  | -                     | -       | _                   | (2,315)              | (2,315)   | _                   | (2,315)         |
| Sale of treasury shares                  | _                  | 833                | -                    | -                  | -                     | -       | _                   | -                    | 833       | _                   | 833             |
| Transfer to general contingency reserves | _                  | _                  | _                    | -                  | -                     | 1,005   | _                   | (1,005)              | _         | _                   | -               |
| Transfer to statutory reserve fund       | -                  | -                  | 11,315               | -                  | 5,125                 | _       | -                   | (16,440)             | _         | _                   | _               |
| Dividends (Final 2011 and Interim 2012)  | _                  | _                  | _                    | _                  | _                     | _       | _                   | (72,724)             | (72,724)  | _                   | (72,724)        |
| Other reserve movements                  |                    |                    |                      |                    |                       |         |                     | 3,570                | 3,570     |                     | 3,570           |
| Balance as at 31 December 2012           | 667,274            |                    | 99,183               |                    | 45,048                | 3,805   | (2,595)             | 714,054              | 1,526,769 | 413                 | 1,527,182       |



# Statement of Cash Flows

For the year ended 31st December 2012

(Expressed in Thousands of Trinidad and Tobago dollars)

| 2011     | 2012      |   | 12020000000 |           |           |
|----------|-----------|---|-------------|-----------|-----------|
|          |           |   | Notes       | 2012      | 2011      |
|          |           | Cash flows from operating activities                      |             |           |           |
| 151,007  | 117,426   | Profit before taxation                                    |             | 189,812   | 229,680   |
|          |           | Adjustments for:  |             |           |           |
| (318)    | (353)     | Employee benefits   | 17          | (6,948)   | (7,596)   |
| 810      | 1,014     | Depreciation  | 14          | 2,245     | 2,179     |
| 7,027    | 65,410    | Impairment on investments                                 | 31          | 102,755   | 7,027     |
| (5,142)  | (13,173)  | Interest capitalised                                      |             | (23,549)  | (10,965)  |
| 1,200    | 1,200     | Increase in provisions                                    |             | 1,200     | 1,200     |
| (1,419)  | (3,674)   | Gain on revaluation of investments                        | 27          | (48,417)  | (14,112)  |
| -        | -         | Gain on revaluation of investment property                | 13          | (9,474)   | -         |
| (2,315)  | (31,765)  | Gain on sale of investments and fixed assets              | 27          | (40,109)  | 3,092     |
| _        | _         | Write off of capital expenditure                          | 34          | 6,900     | _         |
| (1,954)  | 13,096    | Foreign exchange (gain)/loss                              |             | 16,867    | (5,635)   |
| 148,896  | 149,181   | Operating profit before working capital changes           |             | 191,282   | 204,870   |
|          |           | Increase in investment in leased assets and loans         |             |           |           |
| (44,690) | (86,123)  | and advances  |             | (100,447) | (40,719)  |
|          |           | Decrease/(increase) in interest receivable and            |             |           |           |
| 25,311   | 12,298    | other debtors and prepayments                             |             | 58,729    | (40,124)  |
|          |           | Increase/(decrease) in customers' deposits and            |             |           |           |
| 33,165   | (352,220) | other funding instruments and debt securities             |             | (371)     | 156,910   |
| (4,195)  | _         | Decrease in guarantee reserve fund                        |             |           | (4,195)   |
| (18,304) | 71,785    | (Decrease)/increase in accrued interest and other payable | S           | 90,264    | (111)     |
| ,        |           | (Increase)/decrease in Central Bank reserve               |             |           |           |
| (3,365)  | 5,740     | account   |             | 5,740     | (3,365)   |
| _        | _         | Increase in insurance and investment contracts            |             | 27,370    | 82,364    |
|          |           |   |             | 27,070    | Owiga O I |
| 136,818  | (199,339) |   |             | 272,567   | 355,630   |
| (28,970) | (15,213)  | Taxes paid  |             | (32,197)  | (45,347)  |
| 107,848  | (214,552) | Cash generated from/(used in) operating activities        |             | 240,370   | 310,283   |





# **Statement of Cash Flows**

For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

(Continued)

| Parent    |             |                                       |       | Group       |             |  |  |
|-----------|-------------|---------------------------------------|-------|-------------|-------------|--|--|
| 2011      | 2012        |                                       | Notes | 2012        | 2011        |  |  |
|           |             | Cash flows from investing activities  |       |             |             |  |  |
| _         | _           | Placement of fixed deposits           |       | (32,586)    | (38,678)    |  |  |
| _         | _           | Maturity of fixed deposits            |       | 27,496      | 42,596      |  |  |
| 96        | _           | Proceeds from sale of fixed assets    |       | _           | 195         |  |  |
|           |             | Additions to fixed assets             |       |             |             |  |  |
| (1,276)   | (1,795)     | and investment properties             |       | (13,773)    | (11,783)    |  |  |
| (634,524) | (1,252,491) | Purchase of investments               |       | (4,383,871) | (1,652,594) |  |  |
| 600,452   | 1,642,154   | Sale or maturity of investments       | -     | 4,697,549   | 1,178,836   |  |  |
|           |             | Net cash generated from/(used in)     |       |             |             |  |  |
| (35,252)  | 387,868     | investing activities                  |       | 294,815     | (481,428)   |  |  |
|           |             |                                       | -     |             | ( , )       |  |  |
|           |             | Cash flows from financing activities  |       |             |             |  |  |
| _         | (88,781)    | Repayment of debt securities          |       | (88,781)    | _           |  |  |
| _         | _           | Re-issue of units                     |       | _           | 30,000      |  |  |
| (77,045)  | (72,724)    | Dividends paid                        | -     | (72,724)    | (77,045)    |  |  |
| (77,045)  | (161,505)   | Net cash used in financing activities |       | (161,505)   | (47,045)    |  |  |
|           |             | Net increase/(decrease) in cash       |       |             |             |  |  |
| (4,449)   | 11,811      | and cash equivalents                  |       | 373,680     | (218,190)   |  |  |
|           |             | Cash and cash equivalents at          |       |             |             |  |  |
| 215,545   | 211,096     | the beginning of the year             | -     | 375,832     | 594,022     |  |  |
|           |             | Cash and cash equivalents at the      |       |             |             |  |  |
| 211,096   | 222,907     | end of the year                       |       | 749,512     | 375,832     |  |  |
|           |             | Represented by:                       |       |             |             |  |  |
| 263,707   | 232,250     | Cash and cash equivalents             |       | 758,855     | 431,703     |  |  |
| (52,611)  | (9,343)     | Bank overdraft                        | _     | (9,343)     | (55,871)    |  |  |
| 211,096   | 222,907     |                                       | 4     | 749,512     | 375,832     |  |  |
|           |             |                                       |       | ,           | ,           |  |  |
| 02.245    |             | Supplemental information:             |       | 100 1       |             |  |  |
| 83,344    | 75,801      | Interest and dividends received       |       | 123,724     | 161,455     |  |  |
| 76,056    | 69,423      | Interest paid                         |       | 71,977      | 100,865     |  |  |



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 1. Principal activities of the Group

ANSA Merchant Bank Limited ('the Bank' or 'Parent') was incorporated in the Republic of Trinidad and Tobago on 3 March 1977. Its registered office is located at ANSA Centre, 11 Maraval Road, Port of Spain. The Bank is licensed under the provisions of the Financial Institutions Act 2008 to carry on the following classes of business:

- Confirming House/Acceptance House
- Finance House/Finance Company
- Leasing Corporation
- Mortgage Institution
- Merchant Bank
- Trust Company
- Unit Trust
- Financial Services

The Bank has also been granted full Authorised Dealer Status by the Central Bank of Trinidad and Tobago under Section 5 of the Exchange Control Act, Chapter 79:50 and is authorised to take deposits, grant credit facilities and otherwise deal in foreign currency consistent with the terms of its licence.

The Bank has a primary listing on the Trinidad & Tobago Stock Exchange. The Bank was registered by the Trinidad and Tobago Securities and Exchange Commission as a reporting issuer on 18 December 1997 and was registered under the Securities Industries Act 1995 to conduct business as a securities company on 6 May 1999.

The ANSA Merchant Bank Group (the 'Group') is a financial services group comprising of five (5) subsidiaries. The Group is engaged in a wide range of banking and financial related activities and carries on all classes of long-term and short-term insurance business and the rental of property in Trinidad and Tobago and the Caribbean. A full listing of the Group's subsidiaries is detailed in Note 12. The ultimate parent of the Group is ANSA McAL Limited ("Ultimate Parent").

#### 2. Significant accounting policies

#### i) Basis of preparation

These financial statements have been prepared on a historical cost basis, except for the measurement at fair value of trading investment securities, investment properties and other financial assets not held in a business model whose objective is to hold assets to collect contractual cash flows or whose contractual terms do not give rise solely to payments of principal and interest.

The financial statements are presented in Trinidad and Tobago dollars (\$) which is the functional currency and all values are rounded to the nearest thousand, except when otherwise indicated.

#### Statement of compliance

The financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by International Accounting Standards Board (IASB).



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### i) Basis of preparation (continued)

#### Presentation of financial statements

Financial assets and financial liabilities are offset and the net amount reported in the statement of financial position only when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liability simultaneously. Income and expense is not offset in the statement of income unless required or permitted by any accounting standard or interpretation, and as specifically disclosed in the accounting policies of the Group.

The Group presents its statement of financial position broadly in order of liquidity. Analysis regarding recovery or settlement in the 12 months after the statement of financial position date (current) and more than 12 months after the statement of financial position date (non-current) is presented in Note 41.

#### Basis of consolidation

The consolidated financial statements comprise the financial statements of ANSA Merchant Bank Limited and its subsidiaries (including special purpose entities that the Bank consolidates) as at 31 December 2012. The financial statements of subsidiaries are prepared for the same reporting year as the Parent Company, using consistent accounting policies.

During 2005, 2007, 2009 and 2010 respectively, the Bank established the ANSA Secured Fund, ANSA US\$ Secured Fund, ANSA EURO Income Fund, ANSA TT\$ Income Fund and ANSA US\$ Income Fund (the "Funds") as open-ended mutual funds and acts as the sponsor, investment manager, administrator and distributor of the Funds.

Because the Bank (i) has established the Funds for a specific business purpose, (ii) has the ability to control the use of the Funds' assets, and (iii) retains the majority of the residual risks related to the Funds' assets pursuant to Standing Interpretations Committee SIC-12 - "Special Purpose Entities", the Bank has consolidated the Funds in these financial statements.

All intercompany balances and transactions, including unrealised profits arising from intra-group transactions have been eliminated in full. Unrealised losses are eliminated unless costs cannot be recovered.

Subsidiaries are all entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than 50% of the voting rights. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases. The Parent accounts for investments in subsidiaries on a cost basis.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### ii) Changes in accounting policies and disclosures

IFRS 9 - Financial Instruments: Classification and Measurement

The Group has early adopted IFRS 9 effective 1 January 2011 and has chosen to apply the exemption given in the transitional provision for early application of IFRS 9 and hence did not restate comparative information in the year of initial application. Any difference between the previous carrying amount and the carrying amount at the beginning of the annual reporting period was recognized in the opening retained earnings. The change in accounting policy was made in accordance with the transitional provisions of IFRS 9.

IFRS 9 - Financial Instruments: Classification and Measurement - Financial Assets

IFRS 9 introduces new classification and measurement requirements for financial assets that are within the scope of IAS 39 Financial Instruments: Recognition and Measurement. Specifically, IFRS 9 requires all financial assets to be classified and subsequently measured at either amortised cost or fair value on the basis of the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets.

As required by IFRS 9, debt instruments are measured at amortised cost only if (i) the asset is held within a business model whose objective is to hold assets in order to collect contractual cash flows and (ii) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. If either of the two criteria is not met, the debt instruments are classified as at fair value through statement of income (FVSI).

However, the Group may choose at initial recognition to designate a debt instrument that meets the amortised cost criteria as at FVSI if doing so eliminates or significantly reduces an accounting mismatch. In the current year, the Group has not elected to designate any debt instruments that meet the amortised cost criteria as at FVSI. Debt instruments that are subsequently measured at amortised cost are subject to impairment.

Investments in equity instruments are classified and measured as at FVSI except when the equity investment is not held for trading and is designated by the Group as at fair value through other comprehensive income (FVOCI). If the equity investment is designated as at FVOCI, all gains and losses, except for dividend income that is generally recognised in statement of income in accordance with IAS 18 Revenue, are recognised in other comprehensive income and are not subsequently reclassified to statement of income.

The change in accounting policy had a positive impact of \$0.30 on basic and diluted earnings per share for the period ended 31 December 2011.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### ii) Changes in accounting policies and disclosures (continued)

#### New accounting policies adopted in the current year

The accounting policies adopted in the preparation of these financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 31 December 2012 except for the standards and interpretations noted below:

IAS 1 Presentation of Items of Other Comprehensive Income - Amendments to IAS 1

This is effective for annual periods beginning on or after 1 July 2012. The amendments to IAS 1 change the grouping of items presented in other comprehensive income (OCI). Items that would be reclassified (or recycled) to the statement of income at a future point in time (for example derecognition or settlement) would be presented separately from items that will never be reclassified. The amendments do not change the nature of the items that are currently recognised in OCI, nor do they impact the determination of whether items in OCI are reclassified through statement of income in future periods.

IAS 12 Income Taxes (Amendment) - Deferred Taxes: Recovery of Underlying Assets

This amendment is effective for annual periods beginning on or after 1 January 2012. The amendment to IAS 12 introduces a rebuttable presumption that deferred tax on investment properties measured at fair value will be recognised on a sale basis, unless an entity has a business model that would indicate the investment property will be consumed in the business. If consumed, an own use basis must be adopted. The amendment also introduces the requirement that deferred tax on non-depreciable assets measured using the revaluation model of IAS 16 should always be measured on a sale basis.

#### Standards issued but not yet effective

Standards issued but not yet effective up to the date of issuance of the Group's financial statements are listed below. This listing is of standards and interpretations issued, which the Group reasonably expects to be applicable at a future date. The Group intends to adopt those standards when they become effective. Except as otherwise stated, the Group does not expect the adoption of these standards to have a significant impact on its financial statements.

IFRS 1 Government Loans - Amendments to IFRS 1

This is effective for annual periods beginning on or after 1 January 2013. The IASB has added an exception to the retrospective application of IFRS 9 Financial Instruments (or IAS 39 Financial Instruments: Recognition and Measurement, as applicable) and IAS 20 Accounting for Government Grants and Disclosure of Government Assistance. These amendments require first-time adopters to apply the requirements of IAS 20 prospectively to government loans existing at the date of transition to IFRS.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

ii) Changes in accounting policies and disclosures (continued)

Standards issued but not yet effective (continued)

IFRS 7 Disclosure - Offsetting Financial Assets and Financial Liabilities - Amendments to IFRS 7

This is effective for annual periods beginning on or after 1 January 2013. These amendments require an entity to disclose information about rights of set-off and related arrangements (e.g., collateral agreements). The disclosures would provide users with information that is useful in evaluating the effect of netting arrangements on an entity's financial position. The new disclosures are required for all recognised financial instruments that are set off in accordance with IAS 32 Financial Instruments: Presentation. The disclosures also apply to recognised financial instruments that are subject to an enforceable master netting arrangement or 'similar agreement', irrespective of whether they are set off in accordance with IAS 32.

IFRS 10 Consolidated Financial Statements, IAS 27 Separate Financial Statements

This is effective for annual periods beginning on or after 1 January 2013. IFRS 10 replaces the portion of IAS 27 that addresses the accounting for consolidated financial statements. It also addresses the issues raised in SIC-12 Consolidation - Special Purpose Entities resulting in SIC-12 being withdrawn. IAS 27, as revised, is limited to the accounting for investments in subsidiaries, joint ventures and associates in separate financial statements.

IFRS 11 Joint Arrangements, IAS 28 Investments in Associates and Joint Ventures

This is effective for annual periods beginning on or after 1 January 2013. IFRS 11 replaces IAS 31 Interests in Joint Ventures and SIC-13 Jointly-controlled Entities - Non-monetary contributions by Venturers. Joint control under IFRS 11 is defined as contractually agreed sharing of control of an arrangement, which exists only when the decisions about the relevant activities require the unanimous consent of the parties sharing control. The reference to "control" in "joint control" refers to the definition of "control" in IFRS 10.

IFRS 12 Disclosure of Interests in Other Entities

This is effective for annual periods beginning on or after 1 January 2013. IFRS 12 applies to an entity that has an interest in subsidiaries, joint arrangements, associates and/or structured entities. Many of the disclosure requirements of IFRS 12 were previously included in IAS 27, 28 and 31, while others are new.

The objective of the new disclosure requirements is to help the users of the financial statements understand the following:

- The effects of an entity's interests in other entities on its financial position, financial performance and cash flows;
- The nature of, and the risks associated with, the entity's interest in other entities.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

ii) Changes in accounting policies and disclosures (continued)

Standards issued but not yet effective (continued)

IFRS 13 Fair Value Measurement

This is effective for annual periods beginning on or after 1 January 2013. IFRS 13 does not affect when fair value is used, but rather describes how to measure fair value where fair value is required or permitted by IFRS.

Fair value under IFRS 13 is defined as "the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date" (i.e., an "exit price"). "Fair value" as used in IFRS 2 Share-based Payments and IAS 17 Leases is excluded from the scope of IFRS 13.

IAS 19 Employee Benefits (Revised)

This is effective for annual periods beginning on or after 1 January 2013. The revised standard includes a number of amendments that range from fundamental changes to simple clarification and re-wording. The more significant changes include the following:

- For defined benefit plans, the ability to defer recognition of actuarial gains and losses (i.e., the
  corridor approach) has been removed, as revised, actuarial gains and losses are recognized in
  OCI when they occur. Amounts recorded in profit or loss are limited to current and past service
  costs, gains or losses on settlements, and net interest income (expense). All other changes in
  the net defined benefit asset (liability) are recognised in OCI with no subsequent recycling to
  profit or loss.
- Objectives for disclosures of defined benefit plans are explicitly stated in the revised standard, along with new or revised disclosure requirements. These new disclosures include quantitative information of the sensitivity of the defined benefit obligation to a reasonably possible change in each significant actuarial assumption.
- Termination benefits will be recognised at the earlier of when the offer of termination cannot be withdrawn, or when the related restructuring costs are recognised under IAS 37 Liabilities.
- The distinction between short-term and other long-term employee benefits will be based on expected timing of settlement rather than the employee's entitlement to the benefits.

IAS 32 Offsetting Financial Assets and Financial Liabilities — Amendments to IAS 32

This is effective for annual periods beginning on or after 1 January 2014. These amendments clarify the meaning of "currently has a legally enforceable right to set-off". The amendments also clarify the application of the IAS 32 offsetting criteria to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### ii) Changes in accounting policies and disclosures (continued)

Standards issued but not yet effective (continued)

IAS 32 Offsetting Financial Assets and Financial Liabilities — Amendments to IAS 32 (continued)

IAS 32 paragraph 42(a) requires that "a financial asset and a financial liability shall be offset when, and only when, an entity currently has a legally enforceable right to set off the recognized amounts." The amendments clarify that rights of set-off must not only be legally enforceable in the normal course of business, but must also be enforceable in the event of default and the event of bankruptcy or insolvency of all of the counterparties to the contract, including the reporting entity itself. The amendments also clarify that rights of set-off must not be contingent on a future event.

The IAS 32 offsetting criteria require the reporting entity to intend either to settle on a net basis, or to realise the asset and settle the liability simultaneously. The amendments clarify those only gross settlement mechanisms with features that eliminate or result in insignificant credit and liquidity risk and that process receivables and payables in a single settlement process or cycle would be, in effect, equivalent to net settlement and, therefore, meet the net settlement criterion. As at 31 December 2012, management is currently assessing the impact of this amendment and will adopt the standard when it becomes effective.

#### iii) Business combinations and goodwill

Business combinations are accounted for using the acquisition method. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value and the amount of any non-controlling interest in the acquiree. For each business combination, the acquirer measures the non-controlling interest in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition costs incurred are expensed and included in administrative expenses.

When the Group acquires a business, it assesses the financial assets and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date. This includes the separation of embedded derivatives in host contracts by the acquiree.

If the business combination is achieved in stages, the acquisition date fair value of the acquirer's previously held equity interest in the acquiree is re-measured to fair value at the acquisition date through statement of income.

Any contingent consideration to be transferred by the acquirer will be recognized at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration which is deemed to be an asset or liability will be recognized in accordance with IAS 39 either in the statement of income or as a change to other comprehensive income. If the contingent consideration is classified as equity, it should not be re-measured until it is finally settled within equity.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### iii) Business combinations and goodwill (continued)

After initial recognition, goodwill is measured at cost less any accumulated impairment losses. For the purpose of impairment testing, goodwill acquired in a business combination is, from the acquisition date, allocated to each of the Group's cash-generating units that are expected to benefit from the combination, irrespective of whether other assets or liabilities of the acquiree are assigned to those units.

Where goodwill forms part of a cash-generating unit and part of the operation within that unit is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

#### iv) Cash and short-term funds

Cash and short-term funds are defined as cash on hand, demand deposits and short-term, highly liquid investments readily convertible to known amounts of cash on hand and at bank with original maturities of three months or less and subject to insignificant risks of change in value.

For the purpose of the statement of cash flows, cash and cash equivalents consist of cash and short-term deposits as defined above, net of outstanding bank overdrafts.

#### v) Statutory deposits with Central Bank

Pursuant to the provisions of the Central Bank Act 1964 and the Financial Institutions Act 2008, the Bank is required to maintain with the Central Bank of Trinidad and Tobago statutory balances in relation to deposit liabilities and certain funding instruments of the institutions.

#### vi) Financial instruments

#### Financial assets

#### a) Initial recognition and subsequent measurement

All regular way purchases or sales of financial assets are recognised on a trade date basis. Regular way purchases or sales are purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace.

All recognised financial assets are subsequently measured in their entirety at either amortised cost or fair value, depending on the classification of the financial assets.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### vi) Financial instruments (continued)

Financial assets (continued)

#### a) Initial recognition and subsequent measurement (continued)

Debt instruments that meet the following conditions are subsequently measured at amortised cost less impairment loss (except for debt instruments that are designated as at fair value through statement of income on initial recognition):

- the asset is held within a business model whose objective is to hold assets in order to collect contractual cash flows; and
- the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

The effective interest method is a method of calculating the amortised cost of a debt instrument and of allocating interest income over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash receipts (including all fees and points paid or received that form an integral part of the effective interest rate, transaction costs and other premiums or discounts) through the expected life of the debt instrument, or, where appropriate, a shorter period, to the net carrying amount on initial recognition.

Income is recognised on an effective interest basis for debt instruments measured subsequently at amortised cost. Interest income is recognised in statement of income and is included in the "investment income" line item.

Financial assets at fair value through other comprehensive income (FVOCI)

On initial recognition, the Group can make an irrevocable election (on an instrument-by-instrument basis) to designate investments in equity instruments as at FVOCI. Designation at FVOCI is not permitted if the equity investment is held for trading.

A financial asset is held for trading if:

- it has been acquired principally for the purpose of selling it in the near term; or
- on initial recognition it is part of a portfolio of identified financial instruments that the Group manages together and has evidence of a recent actual pattern of short-term profit-taking; or
- it is a derivative that is not designated and effective as a hedging instrument or a financial guarantee.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### vi) Financial instruments (continued)

Financial assets (continued)

#### a) Initial recognition and subsequent measurement (continued)

Financial assets at fair value through other comprehensive income (FVOCI) (continued)

Investments in equity instruments at FVOCI are initially measured at fair value plus transaction costs. Subsequently, they are measured at fair value with gains and losses arising from changes in fair value recognised in other comprehensive income and accumulated in the investments revaluation reserve. The cumulative gain or loss will not be reclassified to statement of income on disposal of the investments.

Dividends on these investments in equity instruments are recognised in the statement of income when the Group's right to receive the dividend is established in accordance with IAS 18 *Revenue*, unless the dividends clearly represent a recovery of part of the cost of the investment. Dividends earned are recognised in the statement of income and are included in the 'investment income' line item (Note 27).

Financial assets at fair value through statement of income (FVSI)

Investments in equity instruments are classified as at FVSI, unless the Group designates an investment that is not held for trading as at FVOCI on initial recognition.

Debt instruments that do not meet the amortised cost criteria are measured at FVSI. In addition, debt instruments that meet the amortised cost criteria but are designated as at FVSI are measured at FVSI. A debt instrument may be designated as at FVSI upon initial recognition if such designation eliminates or significantly reduces a measurement or recognition inconsistency that would arise from measuring assets or liabilities or recognising the gains and losses on them on different bases.

Debt instruments are reclassified from amortised cost to FVSI when the business model is changed such that the amortised cost criteria are no longer met. Reclassification of debt instruments that are designated as at FVSI on initial recognition is not allowed.

Financial assets at FVSI are measured at fair value at the end of each reporting period, with any gains or losses arising on remeasurement recognised in the statement of income. The net gain or loss recognised in the statement of income is included in the 'investment income' line item (Note 27). Fair value is determined in the manner described in Note 38.

Interest income on debt instruments as at FVSI is included in the net gain or loss described above. Dividend income on investments in equity instruments at FVSI is recognised in the statement of income when the Group's right to receive the dividends is established in accordance with IAS 18 *Revenue* and is included in the net gain or loss described above.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### vi) Financial instruments (continued)

Financial assets (continued)

#### b) Impairment of financial assets

Objective evidence of impairment could include:

- · significant financial difficulty of the issuer or counterparty; or
- breach of contract, such as a default or delinquency in interest or principal payments;
   or
- it becoming probable that the borrower will enter bankruptcy or financial reorganisation; or
- the disappearance of an active market for that financial asset because of financial difficulties.

For assets at amortised cost, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment for a portfolio of receivables could include the Group's past experience of collecting payments, an increase in the number of delayed payments in the portfolio past the average credit period of 90 days, as well as observable changes in national or local economic conditions that correlate with default on receivables.

The amount of the impairment loss recognised is the difference between the asset's carrying amount and the present value of estimated future cash flows reflecting the amount of collateral and guarantee, discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of loans and receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognised in the statement of income.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed through the statement of income to the extent that the carrying amount of the investment at the date the impairment does not exceed what the amortised cost would have been had the impairment not been recognised.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### vi) Financial instruments (continued)

Financial assets (continued)

#### c) Derecognition of financial assets

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognise the financial asset and also recognises a collateralised borrowing for the proceeds received.

On derecognition of a financial asset measured at amortised cost, the difference between the asset's carrying amount and the sum of the consideration received and receivable is recognised in the statement of income.

On derecognition of a financial asset that is classified as FVOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve is not reclassified to the statement of income, but is reclassified to retained earnings.

#### Financial liabilities

#### a) Initial recognition and subsequent measurement

Financial liabilities within the scope of IFRS 9 are classified as financial liabilities at fair value through the statement of income, loans and borrowings, or as derivatives designated as hedging instruments in an effective hedge as appropriate. The Group determines the classification of its financial liabilities at initial recognition. All financial liabilities are recognized initially at fair value and in the case of loans and borrowings, plus directly attributable transaction costs. The Group's financial liabilities include other payables, bank overdrafts, deposit liabilities and debt securities in issue.

The Group has not designated any financial liabilities upon initial recognition as at fair value through statement of income.

#### b) Derecognition of financial liabilities

A financial liability is derecognized when the obligation under the liability is discharged, cancelled or has expired.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### vi) Financial instruments (continued)

Financial liabilities (continued)

#### b) Derecognition of financial liabilities (continued)

When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognizing of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the statement of income.

#### vii) Fair valuation of financial instruments

The fair value of financial instruments that are traded in active markets at each reporting date is determined by reference to quoted market prices or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs at the close of business at the end of the reporting period for listed instruments.

For financial instruments not traded in an active market, the fair value is determined using appropriate internal valuation techniques. These pricing models consider, among other factors, contractual and market prices, correlation, time value of money, credit risk, yield curve volatility factors and/or prepayment rates of the underlying positions. The use of different pricing models and assumptions could produce materially different estimates of fair values.

#### viii) Repurchase and reverse repurchase agreements

Securities sold subject to a linked repurchase agreement ('repo') are retained in the financial statements as trading securities and the counterparty liability is included in amounts due to other banks, deposits from banks, or other deposits as appropriate. Securities purchased under an agreement to resell ('reverse repo') are recorded as loans and advances to other banks. The difference between the sale and repurchase price is treated as interest and accrued over the life of the repo agreement using the effective yield.

#### ix) Derivative instruments

The Group uses derivative financial instruments, such as forward contracts to hedge its foreign currency risks in its investment in Ansa Euro Income Fund.

Forward and futures contracts are contractual agreements to buy or sell a specified financial instrument at a specific price and date in the future. Forwards are customised contracts transacted in the over-the-counter market. Futures contracts are transacted in standardised amounts on regulated exchanges and are subject to daily eash margin requirements.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### ix) Derivative instruments (continued)

The main differences in the risk associated with forward and futures contracts are credit risk and liquidity risk. The Bank has credit exposure to the counterparties of forward contracts. The credit risk related to futures contracts is considered minimal because the cash margin requirements of the exchange help ensure that these contracts are always honoured. Forward contracts are settled gross and are, therefore, considered to bear a higher liquidity risk than the futures contracts which are settled on a net basis. Both types of contracts result in market risk exposure.

The change in the fair value of a hedging derivative and the change in the fair value of the hedged item attributable to the risk hedged is recognised in the statement of income.

#### x) Product classification

#### Insurance contracts

Insurance contracts are defined as those containing significant insurance risk at the inception of the contract. The significance of insurance risk is dependent on both the probability of an insured event and the magnitude of its potential effect. This contract is with and without discretionary participation features (DPF). For insurance contracts with DPFs, the guaranteed element has not been recognized separately.

Once a contract has been classified as an insurance contract, it remains an insurance contract for the remainder of its lifetime, even if the insurance risk reduces significantly during this period.

#### Investment contracts

Any contracts not considered insurance contracts under IFRS are classified as investment contracts. Deposits collected and benefit payments under investment contracts are not accounted for through the statement of income, but are accounted for directly through the statement of financial position as a movement in the investment contract liability.

#### xi) Insurance receivables

Insurance receivables are recognised when due. The carrying value of insurance receivables is reviewed for impairment whenever events or circumstances indicate that the carrying amount may not be recoverable, with the impairment loss recorded in the statement of income.

#### xii) Reinsurance assets

The Group assumes and cedes reinsurance in the normal course of business. Reinsurance assets primarily include balances due from reinsurance companies for ceded insurance liabilities. Premiums on reinsurance assumed are recognised as revenue in the same manner as they would be if the reinsurance were considered direct business, taking into account the product classification of the reinsured business. Amounts due to reinsurers are estimated in a manner consistent with the associated reinsured policies and in accordance with the reinsurance contract. Premiums ceded and claims reimbursed are presented on a gross basis.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### xii) Reinsurance assets (continued)

An impairment review is performed on all reinsurance assets when an indication of impairment occurs. Reinsurance assets are impaired only if there is objective evidence that the Group may not receive all amounts due to it under the terms of the contract and it can be measured reliably.

#### xiii) Taxation

#### Current income tax

Tax on the statement of income for the year comprises current tax and the change in deferred tax. Current tax comprises tax payable calculated on the basis of the taxable income for the year using the prevailing tax rate and any adjustment to tax payable for previous years.

#### Deferred tax

Deferred tax is provided using the liability method on all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements, except differences relating to the initial recognition of assets or liabilities which affect neither accounting nor taxable profit.

Deferred tax is determined using tax rates (and laws) that have been enacted or substantively enacted by the statement of financial position date and are expected to apply when the related deferred tax asset is realized or the deferred tax liability is settled. Deferred tax assets are recognised to the extent that it is probable that future taxable profits will be available against which the temporary differences can be utilised.

Tax on profit is charged at varying rates depending on the type of business that the individual entities are engaged in and the country in which they reside.

#### xiv) Investment properties

Investment property is property held either to earn rental income or for capital appreciation or for both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes.

Investment properties are initially measured using the cost model, including transaction costs. The carrying amount includes the cost of replacing part of an existing investment property at the time that cost is incurred if the recognition criteria are met and excludes the costs of day-to-day servicing of an investment property. Subsequent to initial recognition, investment properties are valued using the fair value model, which reflects market conditions at the reporting date.

Gains or losses arising from changes in the fair values of investment properties are included in the statement of income in the period in which they arise.

Fair values are evaluated annually either by way of by an accredited external, independent valuator, applying a valuation model recommended by the International Valuation Standards Committee or valued by way of the Directors' who are experienced and qualified to conduct such valuations. Each property is externally valued at least once every three (3) years.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### xv) Property and equipment

Property and equipment are stated at historical cost net of accumulated depreciation and/or accumulated impairment loss, if any. Depreciation is provided on the reducing balance method at various rates sufficient to write off the cost of the assets over their estimated useful lives, with the exception of leasehold improvements, which are provided on a straight-line basis. All other repair and maintenance costs are recognised in the statement of income as incurred.

The rates used are as follows: % per annum

| Motor vehicles                            | 25         |
|---|------------|
| Computer equipment                        | 25 - 331/3 |
| Leasehold improvements                    | 10         |
| Office furniture, machinery and equipment | 10 - 25    |

Depreciation is computed over the estimated useful life of the asset. Investment property which is owner occupied is accounted for as property and equipment.

#### xvi) Employee benefits

The Group's employees are covered by the Ansa McAL Pension Plan for Monthly Paid Employees. This is a contributory defined benefit plan that offers members' retirement benefits in accordance with the plan's Trust Deed and Rules. The pension plan is administered by trustees and the trust is entirely divorced from the Group's finances. The plan is funded by payments from employees and by the relevant Group companies, taking into account recommendations of independent, qualified actuaries.

The pension accounting costs for the plan are assessed using the projected unit credit method. Under this method the cost of providing pensions is charged to the statement of income so as to spread the regular cost over the service lives of the employees in accordance with the advice of the qualified actuary who carries out a full valuation of the plan every three years.

The Group also provides post-employment medical health benefits to their retirees. The entitlement to these benefits is based on the employee remaining in service up to retirement age, and the completion of the minimum service period. The expected costs of these benefits are accrued over the period of employment, using an accounting methodology similar to that for the defined benefit plan.

Actuarial gains and losses are amortised in the statement of income over the expected average remaining working lives of the participating employees.

Pension benefits in respect of agents are being funded under a deposit administration contract in accordance with the advice of the actuaries.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### xvii) Insurance contract liabilities

Life insurance contract liabilities

The provision for a life insurance contract is calculated on the basis of a cash flow matching method where the expected cash flows are based on prudent assumptions depending on the circumstances prevailing.

The liability is determined as the sum of the discounted value of the expected benefit payments and the future administration expenses that are directly related to the contract, less the expected discounted value of the actual gross premiums that would be paid over the expected future lifetime of the contract. The liability is based on best estimate assumptions as to mortality, persistency, investment income and maintenance expenses that are expected to prevail over the life of the contract.

A margin for adverse developments is added to each best estimate assumption to provide a prudent estimate of possible future claims. Adjustments to the liabilities at each end of reporting period are recorded in the statement of income as an expense.

#### General insurance contract liabilities

General insurance contract liabilities are based on the estimated ultimate cost of all claims incurred but not settled at year end, whether reported or not. Significant delays can be experienced in the notification and settlement of certain types of general insurance claims, particularly in respect of liability business, therefore the ultimate cost cannot be known with certainty at the end of the reporting period.

#### Provision for unearned premiums

The proportion of written premiums attributable to subsequent periods is deferred as unearned premium. The change in the provision for unearned premium is taken to the statement of income in the order that revenue is recognised over the period of risk.

#### Liability adequacy test

In accordance with IFRS 4, reserving for liabilities existing as at the statement of financial position date from property and casualty lines of business has been tested for adequacy by independent actuarial consultants using the Bornhuetter-Fergusson model.

The Bornhuetter-Fergusson model can be summarised as follows:

- This valuation method makes an independent estimate of the gross ultimate claims to a
  corresponding premium for each underwriting year based on expectations of claims arising
  from the gross premiums written in that year;
- It estimates a claim run-off pattern of how claims emerge year by year until all is known about the total ultimate claim;
- From the independent estimate of gross ultimate claims, the portion that relates to past periods is removed and the resultant balance is the gross claims yet to emerge.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### xvii) Insurance contract liabilities (continued)

Liability adequacy test (continued)

The independent actuaries concluded in their report dated 26 February 2013 that the carrying amounts of the insurance liabilities of the general insurance subsidiary as at 31 December 2012, in respect of IBNR claims and claims from unexpired contracts were adequate.

#### xviii) Provision for other liabilities

A provision is recognized when the Group has a present legal or constructive obligation, as a result of a past event, which could probably result in an outflow of resources and when a reliable estimate of the amount of the obligation can be made.

#### xix) Guarantee reserve fund

The Bank has guaranteed 100% return of the principal invested in Ansa Secured Fund and Ansa Secured Fund US\$, subject to minimum period of investment and a fixed minimum yield on the units held subject to a defined period of time, established a the time of purchase.

The Bank establishes a guarantee reserve fund as a liability on its statement of financial position through the statement of income for any shortfalls that may arise in respect of either principal or interest under the guarantee. At each end of reporting period, the Bank values these guarantees and any changes required are adjusted accordingly through the statement of income.

#### xx) Revenue recognition

#### Loans and advances

Income from loans, including origination fees, is recognised on an amortised basis. Interest is accounted for on the accruals basis except where a loan becomes contractually three months in arrears where the interest is suspended and then accounted for on a cash basis until the loan is brought up to date.

#### Investment income

Interest income is recognised in the statement of income as it accrues, taking into account the effective yield of the asset or an applicable floating rate. Investment income includes the amortisation of any discount or premium on the constant yield basis. Investment income also includes dividends and any fair value changes.

Interest income is accrued until the investment becomes contractually three months in arrears at which time the interest is suspended and then accounted for on a cash basis until the investment is brought up to date.

Rental income from investment property under operating leases is recognised in the statement of income on a straight line basis over the term of the lease.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### xx) Revenue recognition (continued)

#### Premium income

Premiums from life insurance contracts are recognized as revenue when payable by the policyholders. For single premium business this is the date from which the policy is effective. For non-life business, premiums written are recognized on policy inception and earned on a pro rata basis over the term of the related policy coverage.

#### Fees and commissions

Unless included in the effective interest calculation, fees are recognised on an accrual basis as the service is provided. Fees and commissions not integral to the effective interest arising from negotiating or participating in the negotiation of a transaction from a third party are recognised on completion of the underlying transaction. Portfolio and other management advisory and service fees are recognised based on the applicable service contract.

#### Other income and expenditure

Other income and expenditure, inclusive of borrowing costs, are brought into account on the accruals basis.

#### xxi) Deposit insurance contribution

The Central Bank and the Financial Institutions (Non-Banking) (Amendment) Act 1986 established a Deposit Insurance Fund for the protection of depositors. An annual premium of 0.2% is levied on the average deposit liability outstanding at the end of each quarter of the preceding year.

#### xxii) Benefits and claims

Life insurance business claims reflect the cost of all claims incurred during the year. Death claims and surrenders are recorded on the basis of notifications received. Maturities and annuity payments are recorded when due.

Reported outstanding general insurance claims comprise the estimated costs of all claims incurred but not settled at the end of the reporting period, less any reinsurance recoveries. In estimating the liability for the cost of reported claims not yet paid, the Group considers any information available from adjusters and information on the cost of settling claims with similar characteristics in previous periods. Provision is made for claims incurred but not reported (IBNR's) until after the end of the reporting period. Differences between the provisions for outstanding claims and subsequent revisions and settlement are included in the statement of income in the year the claims are settled.

#### xxiii) Foreign currency translation

#### Foreign currency transactions

The financial statements are presented in Trinidad and Tobago dollars (expressed in thousands), which is the currency of the primary economic environment in which the Group operates. Each entity in the Group determines its own functional currency and items included in the financial statements of each entity are measured using that functional currency.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 2. Significant accounting policies (continued)

#### xxiii) Foreign currency translation (continued)

#### Foreign entities

Transactions in foreign currencies are initially recorded in the functional currency at the rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are translated into Trinidad and Tobago dollars at the rate of exchange ruling at the statement of financial position date. Exchange differences on foreign currency transactions are recognised in the statement of income.

On consolidation, assets and liabilities of foreign subsidiaries are translated to Trinidad and Tobago dollars at a rate of exchange ruling at the year end (i.e. 31 December) and its statement of income is translated at the weighted average exchange rates for the year. The exchange differences arising on re-translation are taken directly to reserves. The same treatment applies to assets and liabilities and statement of income relating to the ANSA USS Secured Fund, ANSA USS Income Fund and ANSA Euro Income Fund under management by the Bank.

#### xxiv) Equity movements

### Stated capital

The Group has issued ordinary shares that are classified as equity. Incremental external costs that are directly attributable to the issue of these shares are recognised in equity, net of tax.

#### Treasury shares

Own equity instruments which are acquired (treasury shares) are deducted from equity and accounted for at weighted average cost. No gain or loss is recognised in the statement of income on the purchase, sale, issue or cancellation of the Group's own equity instruments.

### Dividends on ordinary share capital

Dividends on ordinary shares are recognised as a liability and deducted from equity when they are approved by the Group's Board of Directors. Interim dividends are deducted from equity when they are paid.

Dividends for the year that are approved after the statement of financial position date are dealt with as an event after the end of reporting date.

### xxv) Statutory reserve fund

The Financial Institutions Act 2008 requires that not less than 10% of the net profit of the Bank after deduction of taxes in each year be transferred to a statutory reserve fund until the balance standing to the credit of this reserve is equal to the paid up capital of the Bank.

### xxvi) Statutory surplus reserve

As required by Section 171 of the Insurance Act 1980 of Trinidad and Tobago at least 25% of an insurance company's profit from general insurance business, for the preceding year is to be appropriated towards a statutory surplus reserve until such surplus equals or exceeds the reserves in respect of its outstanding unexpired policies. This reserve is not distributable.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 2. Significant accounting policies (continued)

### xxvii) General loan loss reserve

The Bank has established a general reserve for loan losses in accordance with the guidelines issued by the Central Bank of Trinidad and Tobago. The reserve has been calculated at one half of one percent of the loan balance at the year-end and encompasses hire purchase loans, finance leases and premium financing loans after deducting unearned finance charges. This reserve has been accounted for as an appropriation of retained earnings and is disclosed in the statement of changes in equity.

### xxviii) Earnings per share

Earnings per share have been calculated by taking the profit for the year attributable to shareholders over the weighted average number of ordinary shares outstanding during the year net of treasury shares (2012: nil; 2011: 1,419,786). There are no dilutive ordinary shares in issue.

#### xxix) Impairment of non-financial assets

The Group assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit's fair value less costs to sell and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets.

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Group makes an estimate of recoverable amount. A previous impairment loss is reversed only if there has been a change in the estimate used to determine the asset's recoverable amount since the last impairment loss was recognised. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the assets in prior years. Such reversal is recognised in the statement of income unless the asset is carried at the revalued amount, in which case the reversal is treated as a revaluation increase.

### 3. Significant accounting judgements and estimates in applying Group policies

The preparation of the Group's financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the end of the reporting period. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future periods.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 3. Significant accounting judgements and estimates in applying Group policies (continued)

#### Going concern

The Group's management has made an assessment of the Group's ability to continue as a going concern and is satisfied that the Group has the resources to continue in business for the foreseeable future. Furthermore, management is not aware of any material uncertainties that may cast significant doubt upon the Group's ability to continue as a going concern. Therefore, the financial statements continue to be prepared on the going concern basis.

### Valuation of investments

Fair values are based on quoted market prices for the specific instrument, comparisons with other similar financial instruments, or the use of valuation models. Establishing valuations where there are no quoted market prices inherently involves the use of judgement and applying judgement in establishing reserves against indicated valuations for aged positions, deteriorating economic conditions (including country specific risks), concentrations in specific industries, types of instruments or currencies, market liquidity, model risk itself and other factors.

#### Pension and other post employment benefits

The cost of defined benefit pension plans and other post employment medical benefits is determined using actuarial valuations. The actuarial valuation involves making assumptions about discount rates, expected rates of return on assets, future salary increases, mortality rates and future pension increases. Due to the long term nature of these plans, such estimates are subject to significant uncertainty.

#### Deferred taxes

In calculating the provision for deferred taxation, management uses judgement to determine the possibility that future taxable profits will be available to facilitate utilisation of temporary tax differences which may arise.

#### Insurance contract liabilities

The estimation of the ultimate liability arising from claims made under life and general insurance contracts is an accounting estimate. There are several sources of uncertainty that need to be considered in the estimation of the liability that the Group will ultimately pay for those claims.

For the life insurance contracts, estimates are made as to the expected number of deaths for each of the years in which the Group is exposed to risk. The Group based these estimates on standard industry mortality tables that reflect historical mortality experience, adjusted where appropriate to reflect the Group's unique risk exposure. The number of deaths determines the value of possible future benefits to be paid out which will be factored into ensuring sufficient cover reserves, which in return is monitored against current and future premiums. For those contracts that insure risk to longevity, prudent allowance is made for expected future mortality improvements, both epidemic, as well as wide ranging changes to lifestyle, could result in significant changes to the expected future mortality exposure. All of this result in even more uncertainty in estimating the ultimate liability.

Estimates are also made as to future investment income arising from the assets backing life insurance contracts. These estimates are based on current market returns as well as expectations about future economic and financial developments.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 3. Significant accounting judgements and estimates in applying Group policies (continued)

#### Insurance contract liabilities (continued)

Estimates for future deaths, voluntary terminations, investment returns and administration expenses are determined at the inception of the contract and are used to calculate the liability over the term of the contract. At each end of reporting period, these estimates are reassessed for adequacy and changes will be reflected in adjustments to the liability.

For general insurance contracts, estimates have to be made both for the expected ultimate cost of claims reported at the end of a reporting period and for the expected ultimate cost of claims incurred but not yet reported (IBNR) at the end of a reporting period. It can take a significant period of time before the ultimate claims costs can be established with certainty. The primary technique adopted by management in estimating the cost of notified and IBNR claims is that of using past claim settlement trends to predict future claims settlement estimates. At each end of reporting period, prior year claims estimates are reassessed for adequacy and changes are made to the provision. General insurance claims provisions are not discounted for the time value of money.

#### Goodwill

The Group assesses whether there are any indicators that goodwill is impaired at each reporting date. Goodwill is tested for impairment, annually and when circumstances indicate that the carrying value may be impaired.

Impairment is determined for goodwill by assessing the recoverable amount of the cash-generating units, to which the goodwill relates. Where the recoverable amount of the cash-generating units is less than their carrying amount an impairment loss is recognised. The Group performs its annual impairment test of goodwill as at 31 December. Previously recorded impairment losses for goodwill are not reversed in future periods.

When goodwill forms part of a cash-generating unit (or group of cash generating units) and part of the operations within that unit is disposed of, the goodwill associated with the operations disposed of is included in the carrying amount of the operation to determine the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operations disposed of and the portion of the cash-generating units retained.

### 4. Cash and short-term funds

| Parent  |         |                                      | G       | roup    |
|---------|---------|--------------------------------------|---------|---------|
| 2011    | 2012    |                                      | 2012    | 2011    |
|         |         | Cash and short-term funds            |         |         |
| 140,325 | 118,041 | Cash in hand and at bank             | 510,333 | 214,723 |
| 123,382 | 114,209 | Short-term deposits with other banks | 248,522 | 216,980 |
| 263,707 | 232,250 |                                      | 758,855 | 431,703 |
| 52,920  | 47,180  | Central Bank Reserve                 | 47,180  | 52,920  |
| 316,627 | 279,430 |                                      | 806,035 | 484,623 |

Cash held at banks earns interest at floating rates based on daily bank deposit rates. Short-term deposits are made for varying periods of between one day and three months, depending on the immediate cash requirements of the Group, and earn interest at the respective short-term deposit rates.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 4. Cash and short-term funds (continued)

The Financial Institutions Act 2008 requires that every financial institution hold and maintain an account with the Central Bank of Trinidad and Tobago to be called a Central Bank reserve account which, at present, is equivalent to 9% of the average total liabilities of prescribed deposit and funding instruments. This reserve account is non-interest bearing.

For the purpose of the statement of cash flows, cash and cash equivalents comprise the following at 31 December:

| Parent   |         |                                      | Group   |          |
|----------|---------|--------------------------------------|---------|----------|
| 2011     | 2012    |                                      | 2012    | 2011     |
| 140,325  | 118,041 | Cash held and at bank                | 510,333 | 214,723  |
| 123,382  | 114,209 | Short-term deposits with other banks | 248,522 | 216,980  |
| 263,707  | 232,250 |                                      | 758,855 | 431,703  |
| (52,611) | (9,343) | Bank overdraft                       | (9,343) | (55,871) |
| 211,096  | 222,907 |                                      | 749,512 | 375,832  |

### 5. Net investment in leased assets and other installment loans

### a) Net investment in leased assets and other installment loans

| Parent    |           |  | Group     |           |
|-----------|-----------|--|-----------|-----------|
| 2011      | 2012      |  | 2012      | 2011      |
| 595,693   | 707,688   | Hire purchase                          | 707,688   | 595,693   |
| 194,750   | 225,314   | Finance leases                         | 224,901   | 194,178   |
| 790,443   | 933,002   | Performing                             | 932,589   | 789,871   |
| 4,228     | 2,936     | Non-performing                         | 2,936     | 4,228     |
| 794,671   | 935,938   | Gross investment                       | 935,525   | 794,099   |
| (152,119) | (172,762) | Unearned finance charges and loan fees | (172,695) | (152,001) |
|           |           | Net investment in leased assets before |           |           |
| 642,552   | 763,176   | provision                              | 762,830   | 642,098   |
| (1,342)   | (1,236)   | Specific provision                     | (1,236)   | (1,342)   |
| (667)     | (728)     | Collective provision                   | (728)     | (667)     |
|           |           | Net investment in leased assets net of |           |           |
| 640,543   | 761,212   | provision                              | 760,866   | 640,089   |

For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

- 5. Net investment in leased assets and other installment loans (continued)
  - b) New business less unearned income

| Parent  |         |                                   | Group   |         |
|---------|---------|-----------------------------------|---------|---------|
| 2011    | 2012    |                                   | 2012    | 2011    |
| 213,949 | 291,086 | New business less unearned income | 291,086 | 213,949 |

c) Net investment in leased assets and other installments loans before provision has the following sectorial breakdown:

| Parent  |         |            | Gro     | up      |
|---------|---------|------------|---------|---------|
| 2011    | 2012    |            | 2012    | 2011    |
| 230,949 | 253,876 | Personal   | 253,875 | 230,949 |
| 411,603 | 509,300 | Commercial | 508,955 | 411,149 |
| 642,552 | 763,176 |            | 762,830 | 642,098 |

d) Net investment in leased assets and other installment loans before provision has the following maturity profile:

| Parent  |         |               | Group   |         |
|---------|---------|---------------|---------|---------|
| 2011    | 2012    |               | 2012    | 2011    |
| 53,194  | 68,571  | Within 1 year | 68,571  | 53,194  |
| 568,580 | 648,658 | 1 to 5 years  | 648,313 | 568,126 |
| 20,778  | 45,947  | Over 5 years  | 45,946  | 20,778  |
| 642,552 | 763,176 |               | 762,830 | 642,098 |

e) The movement in specific provision for leases and other installment loans is as follows:

| Parent and Group     | 2012    | 2011    |
|----------------------|---------|---------|
| Balance at 1 January | 2,009   | 2,097   |
| Charge for the year  | 1,200   | 1,200   |
| Amounts written off  | (1,245) | (1,288) |
| At 31 December       | 1,964   | 2,009   |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 5. Net investment in leased assets and other installment loans (continued)

### Repossessed collateral

As at 31 December 2012, the Group had in possession repossessed vehicles with a fair value of \$1,487 (2011: \$900). Repossessed vehicles are sold as soon as practical, with the proceeds used to reduce the outstanding indebtedness.

### 6. Loans and advances

| Par       | ent     |  | Gre              | oup              |
|-----------|---------|--|------------------|------------------|
| 2011      | 2012    |  | 2012             | 2011             |
|           |         | Poliar lague                                       | 10.966           | 11.001           |
|           |         | Policy loans<br>Mortgage loans                     | 10,866<br>88,628 | 11,081<br>72,302 |
| 436,144   | 401.509 | Other loans and advances                           |                  |                  |
| 430,144   | 401,598 | Other loans and advances                           | 401,598          | 436,144          |
| 436,144   | 401,598 | Performing advances                                | 501,092          | 519,527          |
|           |         | Non-performing advances                            | 834              | 2,729            |
| 227272727 | 250 250 |  | 222              | 25274324         |
| 436,144   | 401,598 |  | 501,926          | 522,256          |
|           |         | Specific provision                                 | (351)            | (351)            |
| 436,144   | 401,598 |  | 501,575          | 521,905          |
|           |         | Sectorial analysis of advances<br>before provision |                  |                  |
| 4,272     | 3,749   | Personal   | 14,615           | 15,704           |
| 55,805    | 76,833  | Retail/distribution/manufacturing                  | 76,833           | 55,805           |
| 212,864   | 219,405 | Hotel and restaurant                               | 219,405          | 212,864          |
| 111,530   | 100     | Services   | -                | 111,530          |
| 51,673    | 101,611 | Construction and real estate                       | 191,073          | 126,353          |
| 436,144   | 401,598 |  | 501,926          | 522,256          |
|           |         | Loans and advances have the                        |                  |                  |
|           |         | following maturity profile                         |                  |                  |
|           |         | before provision                                   |                  |                  |
| 221,514   | 318,913 | Within 1 year                                      | 318,983          | 221,578          |
| 50,245    | 65,037  | 1 to 5 years                                       | 67,246           | 53,034           |
| 164,385   | 17,648  | Over 5 years                                       | 115,697          | 247,644          |
| 436,144   | 401,598 |  | 501,926          | 522,256          |

For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 7. Investment securities

Investment securities are stated net of impairment provisions for both the Parent and Group and comprise of investment securities designated as at fair value through statement of income, investment securities measured at amortised cost and investment securities measured at fair value through statement of comprehensive income.

| Pa        | Parent Group |  | up              |           |
|-----------|--------------|--|-----------------|-----------|
| 2011      | 2012         |  | 2012            | 2011      |
|           |              | Investment securities:                                 |                 |           |
|           |              | Designated as at fair value through statement of       |                 |           |
| 202,369   | 192,586      | income   | 1,406,674       | 1,207,146 |
| 789,313   | 390,630      | Amortised cost   | 1,419,563       | 1,935,715 |
| 61,285    | 56,361       | Fair value through other comprehensive income          |                 |           |
| 1,052,967 | 639,577      | Total investment securities                            | 2,826,237       | 3,142,861 |
|           |              | Investment securities designated as at                 |                 |           |
|           |              | fair value through statement of income                 |                 |           |
|           | S            | Unquoted equities                                      | 6,190           | 12,476    |
| 9,040     | 7,701        | Quoted equities  | 349,663         | 391,127   |
| 161,939   | 83,190       | Government bonds                                       | 530,392         | 301,774   |
|           | 57,105       | State-owned company securities                         | 235,292         | 66,720    |
| 31,390    | 44,590       | Corporate bonds  | 285,137         | 435,049   |
| 202,369   | 192,586      |  | 1,406,674       | 1,207,146 |
|           |              | Investment securities measured at amortised cost       |                 |           |
| 69,502    | 27,540       | Government bonds                                       | 304,674         | 312,612   |
| 252,350   | 152,985      | State-owned company securities                         | 530,520         | 726,869   |
| 467,461   | 210,105      | Corporate bonds  | 584,369         | 896,234   |
| 789,313   | 390,630      |  | 1,419,563       | 1,935,715 |
|           |              | Investment securities designated and measured at FVOCI |                 |           |
| 61,285    | 56,361       | Quoted equities  | <u></u>         |           |
| 61,285    | 56,361       |  |                 |           |
|           | <del></del>  |  | , <del></del> , |           |
| 1,052,967 | 639,577      | Total investment securities                            | 2,826,237       | 3,142,861 |

Quoted equities listed under investment securities designated and measured at fair value through other comprehensive income relate to the Bank's investment in the mutual funds' under management.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 8. Forward contract

As at 31 December 2012 the Bank had a forward contract that was used as a hedge for its exposure for the changes in the ANSA Euro Income Fund amounting to €4,200,000 (2011: €5,000,000), whereby the Bank sells Euros and receives USD at the respective foreign exchange rates prevailing upon maturity. The profit or loss on the hedge and the change in the foreign currency gain or loss is recorded in the statement of income.

### 9. Assets pledged

| Pa   | rent |                           | Gre       | oup       |
|------|------|---------------------------|-----------|-----------|
| 2011 | 2012 |                           | 2012      | 2011      |
| _    | _    | Cash and short-term funds | 115,570   | 84,338    |
| _    | _    | Loans and advances        | 73,541    | 85,761    |
| _    | _    | Bonds and debentures      | 751,975   | 549,857   |
| _    | _    | Equities                  | 201,762   | 154,287   |
| _    | _    | Real estate               | 22,000    | 22,000    |
|      |      | Other                     |           | 270,777   |
|      |      |                           |           |           |
|      |      |                           | 1,164,848 | 1,167,020 |

Under the provisions of the Insurance Act 1980 the Group has established and maintains a statutory fund and a statutory deposit of which the assets are pledged and held to the order of the Inspector of Financial Institutions.

### 10. Insurance receivables

| Parent |      |                         | Group  |        |
|--------|------|-------------------------|--------|--------|
| 2011   | 2012 |                         | 2012   | 2011   |
| _      | _    | Premiums receivable     | 37,676 | 30,420 |
|        |      | Reinsurance receivables | 9,652  | 6,662  |
|        |      |                         | 47,328 | 37,082 |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 11. Other debtors and prepayments

| Parc   | ent   |   | Gro    | up     |
|--------|-------|---|--------|--------|
| 2011   | 2012  |   | 2012   | 2011   |
| 11,646 | 8,258 | Fees and rent receivable Proceeds from investment | 2,753  | 3,548  |
| _      | _     | maturities/repayments                             | 19,819 | 18,459 |
| 493    | 523   | Prepayments                                       | 3,002  | 6,333  |
| _      | 156   | VAT receivable                                    | 156    | _      |
| 2,730  | 995   | Other receivables                                 | 7,500  | 14,676 |
| 14,869 | 9,932 |   | 33,230 | 43,016 |

### 12. Investment in subsidiaries

The consolidated financial statements include the financial statements of the Group and the subsidiaries listed in the following table:

| Name of Company                       | Country of incorporation and operation | Proportion of issued capital held |  |
|---------------------------------------|--|-----------------------------------|--|
| Trinidad and Tobago Insurance Limited | Trinidad and Tobago                    | 100%                              |  |
| Tatil Life Assurance Limited          | Trinidad and Tobago                    | 99,93%                            |  |
| Tatil Re Limited                      | St Lucia                               | 100%                              |  |
| BEH Holding Limited                   | Trinidad and Tobago                    | 100%                              |  |
| ANSA Securities Limited               | Trinidad and Tobago                    | 100%                              |  |

On 1 January 2004, the Bank acquired 100% of the issued ordinary shares of Trinidad and Tobago Insurance Limited. The cost of acquisition was \$622.5 million, resulting in goodwill of \$133.8 million. The purchase consideration was discharged by the issuance of 54,605,263 new ordinary shares of the Bank at a price of \$11.40 per share, which was the publicly listed price at 31 December 2003. As at 30 September 2010, the Bank invested \$10 million into its subsidiary ANSA Securities Limited which represents 100% of its shareholding.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 13. Investment properties

| Parent |      |                                    | Gro     | up       |
|--------|------|------------------------------------|---------|----------|
| 2011   | 2012 |                                    | 2012    | 2011     |
|        |      | Valuation at beginning of the year | 119,469 | 119,469  |
|        |      | Gain from revaluation              | 9,474   | <u> </u> |
|        |      | Valuation at close of the year     | 128,943 | 119,469  |
|        |      | Rental income from properties      | 18,899  | 16,760   |
|        |      | Direct operating expenses arising  |         |          |
|        |      | from investment properties that    |         |          |
|        |      | generated rental income during     |         |          |
|        |      | the period                         | 6,671   | 6,940    |

### 14. Property and equipment

| Parent 2012                | Furniture & equipment | Computer equipment | Motor<br>vehicles | Leasehold improvements | Land & buildings | Total  |
|----------------------------|-----------------------|--------------------|-------------------|------------------------|------------------|--------|
| Cost                       |                       |                    |                   |                        |                  |        |
| At beginning of the period | 1,433                 | 3,345              | 1,319             | 2,935                  | -                | 9,032  |
| Additions                  | 13                    | 1,782              |                   |                        |                  | 1,795  |
| Disposals                  |                       |                    |                   |                        |                  |        |
| At end of the period       | 1,446                 | 5,127              | 1,319             | 2,935                  |                  | 10,827 |
| Accumulated depreciation   |                       |                    |                   |                        |                  |        |
| At beginning of the period | 946                   | 2,703              | 191               | 1,744                  | ===              | 5,584  |
| Current depreciation       | 50                    | 418                | 252               | 294                    | : <u></u>        | 1,014  |
| Disposals                  | _                     |                    |                   |                        |                  |        |
| At end of the period       | 996                   | 3,121              | 443               | 2,038                  |                  | 6,598  |
| Net book value             | 450                   | 2,006              | 876               | 897                    |                  | 4,229  |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 14. Property and equipment (continued)

| Parent 2011                | Furniture & equipment | Computer equipment | Motor<br>vehicles | Leasehold improvements | Land & buildings | Total    |
|----------------------------|-----------------------|--------------------|-------------------|------------------------|------------------|----------|
| Cost                       |                       |                    |                   |                        |                  |          |
| At beginning of the period | 1,389                 | 3,113              | 1,021             | 2,935                  | -                | 8,458    |
| Additions                  | 44                    | 232                | 1,000             | 25.                    | 1777             | 1,276    |
| Disposals                  |                       |                    | (702)             |                        |                  | (702)    |
| At end of the period       | 1,433                 | 3,345              | 1,319             | 2,935                  |                  | 9,032    |
| Accumulated depreciation   |                       |                    |                   |                        |                  |          |
| At beginning of the period | 893                   | 2,347              | 591               | 1,450                  |                  | 5,281    |
| Current depreciation       | 53                    | 356                | 107               | 294                    | 12               | 810      |
| Disposals                  |                       |                    | (507)             |                        | 177              | (507)    |
| At end of the period       | 946                   | 2,703              | 191               | 1,744                  |                  | 5,584    |
| Net book value             | 487                   | 642                | 1,128             | 1,191                  |                  | 3,448    |
| Group 2012                 |                       |                    |                   |                        |                  |          |
| Cost                       |                       |                    |                   |                        |                  |          |
| At beginning of the period | 18,721                | 55,259             | 1,320             | 2,935                  | 18,857           | 97,092   |
| Additions                  | 4,160                 | 9,613              | (277)             | D                      | 177              | 13,773   |
| Disposals                  |                       | (10,296)           |                   |                        |                  | (10,296) |
| At end of the period       | 22,881                | 54,576             | 1,320             | 2,935                  | 18,857           | 100,569  |
| Accumulated depreciation   |                       |                    |                   |                        |                  |          |
| At beginning of the period | 15,725                | 38,065             | 196               | 1,744                  | 5,856            | 61,586   |
| Current depreciation       | 464                   | 1,155              | 248               | 294                    | 84               | 2,245    |
| Disposals                  |                       |                    |                   |                        |                  |          |
| At end of the period       | 16,189                | 39,220             | 444               | 2,038                  | 5,940            | _63,831  |
| Net book value             | 6,692                 | 15,356             | 876               | 897                    | 12,917           | 36,738   |





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### 14. Property and equipment (continued)

| Group 2011                 | Furniture & equipment | Computer equipment | Motor<br>vehicles | Leasehold improvements | Land & buildings | Total  |
|----------------------------|-----------------------|--------------------|-------------------|------------------------|------------------|--------|
| Cost                       |                       |                    |                   |                        |                  |        |
| At beginning of the period | 17,498                | 45,699             | 1,022             | 2,935                  | 18,857           | 86,011 |
| Additions                  | 1,223                 | 9,560              | 1,000             | _                      | _                | 11,783 |
| Disposals                  |                       |                    | (702)             |                        |                  | (702)  |
| At end of the period       | 18,721                | 55,259             | 1,320             | 2,935                  | 18,857           | 97,092 |
| Accumulated depreciation   |                       |                    |                   |                        |                  |        |
| At beginning of the period | 15,224                | 36,876             | 592               | 1,450                  | 5,770            | 59,912 |
| Current depreciation       | 501                   | 1,189              | 109               | 294                    | 86               | 2,179  |
| Disposals                  |                       |                    | (505)             |                        |                  | (505)  |
| At end of the period       | 15,725                | 38,065             | 196               | 1,744                  | 5,856            | 61,586 |
| Net book value             | 2,996                 | 17,194             | 1,124             | 1,191                  | 13,001           | 35,506 |

As at 31 December 2012, the gross carrying amount of fully depreciated assets still in use amounted to \$388 for Parent (2011: \$289) and \$28,232 for the Group (2011: \$28,153). There were no property and equipment retired, held for disposal, restrictions on title and pledged as security for liabilities as well as no contractual commitments for the acquisition of property and equipment as at 31 December 2012 and at 31 December 2011 for both the Parent and the Group.

### 15. Goodwill

In accordance with IFRS 3, all assets that gave rise to goodwill were reviewed for impairment at 31 December using the 'value in use' method. Based on the results of this review no impairment expense was required.

### Impairment testing of goodwill

Goodwill arising through business combinations was generated by the acquisition of Trinidad and Tobago Insurance Limited and its subsidiaries on 1 January 2004.

Goodwill on acquisition is initially measured at cost being the excess of the cost of the business combination over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is reviewed for impairment, annually or more frequently if events or changes in circumstances indicate that the carrying value may be impaired.



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### 15. Goodwill (continued)

### Impairment testing of goodwill (continued)

The following table highlights the goodwill and impairment information for each cash-generating unit:

Carrying amount of Goodwill: 133,762
Basis for recoverable amount: Value in use
Discount rate: 13.30%
Cash flow projection term: Five years
Growth rate (extrapolation period): 5%

### Key assumptions used in the value in use calculations

The values assigned to key assumptions reflect past experience. The cash flow projections are based on budgets approved by senior management and the Board of Directors of the respective companies.

The calculation of value in use is most sensitive to the following assumptions:

- Discount rates
- Growth rates used to extrapolate cash flows beyond the forecast period

### 16. Deferred taxation

| Parent |        |   | G       | roup    |
|--------|--------|---|---------|---------|
| 2011   | 2012   |   | 2012    | 2011    |
|        |        | Deferred taxation asset arising from:     |         |         |
| 95     | 108    | Employee benefit obligation               | 880     | 784     |
| 117    | _      | Property and equipment                    | 2,887   | 130     |
| 2,041  | 807    | Unrealised investment losses              | 7,425   | 8,450   |
| 2,253  | 915    | Total deferred tax as set                 | 11,192  | 9,364   |
|        |        | Deferred taxation liability arising from: |         |         |
| _      | _      | Life insurance reserves                   | 51,241  | 54,150  |
| 2,026  | 2,127  | Employee benefit asset                    | 23,751  | 21,845  |
| 6,530  | 17,932 | Finance leases                            | 17,932  | 6,530   |
| _      | 43     | Property and equipment                    | 43      | _       |
| 330    | 2,241  | Unrealised investment gains               | 45,630  | 36,596  |
| 8,886  | 22,343 | Total deferred tax liability              | 138,597 | 119,121 |

A deferred tax provision is recorded in these financial statements based on the total liability, which could foreseeably arise, should the entire distributable reserve in relation to life insurance business be transferred to the shareholders' account.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 17. Employee benefits

|    |   | Defined benefit |           | Post retirement |               |
|----|---|-----------------|-----------|-----------------|---------------|
|    | <u>.</u>  | pension         | plan      | health be       | enefits       |
|    |   | 2012            | 2011      | 2012            | 2011          |
| a) | Amounts recognised in the statement of financial position |                 |           |                 |               |
|    | Parent  |                 |           |                 |               |
|    | Present value of defined benefit obligation               | 10,105          | 6,099     | 624             | 435           |
|    | Fair value of plan assets                                 | (16,264)        | (14,818)  |                 |               |
|    |   | (6,159)         | (8,719)   | 624             | 435           |
|    | Unrecognised actuarial (losses)/gains                     | (2,348)         | 619       | (190)           | (55)          |
|    | (Asset)/liability recognised in the statement             |                 |           |                 |               |
|    | of financial position                                     | (8,507)         | (8,100)   | 434             | 380           |
|    | Group   |                 |           |                 |               |
|    | Present value of defined benefit obligation               | 79,309          | 54,002    | 5,318           | 3,897         |
|    | Fair value of plan assets                                 | (170,015)       | (159,787) |                 |               |
|    |   | (90,706)        | (105,785) | 5,318           | 3,897         |
|    | Unrecognised asset  | _               | 6,180     | _               | (768)         |
|    | Unrecognised actuarial (losses)/gains                     | (4,296)         | 11,970    | _(1,770)        |               |
|    | (Asset)/liability recognised in the statement             |                 |           | 02 - 52/03/201  |               |
|    | of financial position                                     | (95,002)        | (87,635)  | 3,548           | 3,129         |
| b) | Amounts recognised in the statement of                    |                 |           |                 |               |
|    | income  |                 |           |                 |               |
|    | Parent  |                 |           |                 |               |
|    | Current service cost                                      | 525             | 505       | 31              | 27            |
|    | Interest cost   | 480             | 433       | 33              | 30            |
|    | Expected return on plan assets                            | (1,197)         | (1,130)   |                 | ) <del></del> |
|    | Net actuarial loss recognised                             |                 |           | 1               | 2             |
|    | (Income)/expense recognised in the statement of income    | (192)           | (192)     | 65              | 59            |
|    | Group   |                 |           |                 |               |
|    | Current service cost                                      | 2,088           | 1.791     | 196             | 168           |
|    | Interest cost   | 3,960           | 3,681     | 294             | 239           |
|    | Expected return on plan assets                            | (12,635)        | (12,300)  | <u>200</u> 0    | _             |
|    | Net actuarial (gain)/loss recognised in year              | 4,894           | (398)     | 1               | 7             |
|    | (Income)/expense recognised in the                        | 10. V2          |           |                 | 1000          |
|    | statement of income                                       | (1,693)         | (7,226)   | 491             | 414           |
|    |   |                 |           |                 |               |





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### 17. Employee benefits (continued)

|    |   | Defined benefit |         | Post retirement |            |  |
|----|---|-----------------|---------|-----------------|------------|--|
|    |   | pensio          | n plan  | health benefits |            |  |
|    |   | 2012            | 2011    | 2012            | 2011       |  |
| c) | Changes in the present value of the defined benefit obligation                      |                 |         |                 |            |  |
|    | Parent  |                 |         |                 |            |  |
|    | Opening present value of defined benefit obligation                                 | 6,099           | 5,500   | 435             | 397        |  |
|    | Current service cost  | 525             | 505     | 31              | 27         |  |
|    | Plan participant contributions  | 215             | 175     | 1               | 1 20       |  |
|    | Interest cost   | 480             | 433     | 33              | 30         |  |
|    | Actuarial losses/(gains) on obligation  | 2,937           | (375)   | 135             | (9)        |  |
|    | Benefits paid   | (151)           | (139)   | (11)            | (10)       |  |
|    | Closing present value of defined benefit obligation                                 | 10,105          | 6,099   | 624             | <u>435</u> |  |
|    | Group   |                 |         |                 |            |  |
|    | Opening present value of defined benefit  |                 |         |                 |            |  |
|    | obligation  | 54,002          | 48,845  | 3,897           | 3,143      |  |
|    | Current service cost  | 2,088           | 1,791   | 196             | 168        |  |
|    | Plan participant contributions  | (766)           | 697     | (28)            | _          |  |
|    | Interest cost   | 3,960           | 3,681   | 294             | 239        |  |
|    | Actuarial losses on obligation  | 22,204          | 1,010   | 1,055           | 434        |  |
|    | Benefits paid   | (2,179)         | (2,022) | (53)            | (87)       |  |
|    | Closing present value of defined benefit obligation                                 | 79,309          | 54,002  | 5,361           | 3,897      |  |
| d) | Movement in net (asset)/liability recognised in the statement of financial position |                 |         |                 |            |  |
|    | Parent  |                 |         |                 |            |  |
|    | Net (asset)/liability at the start of the year                                      | (8,100)         | (7,733) | 380             | 331        |  |
|    | Net (income)/expense recognised in the statement of income                          | (192)           | (192)   | 65              | 59         |  |
|    | Contributions paid  | (215)           | (175)   | (11)            | (10)       |  |
|    | Movement in net (asset)/liability recognised at the end of the year                 | (8,507)         | (8,100) | 434             | 380        |  |





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### 17. Employee benefits (continued)

|    |  | Defined benefit<br>pension plan |          | Post reti<br>health b |       |
|----|--|---------------------------------|----------|-----------------------|-------|
|    | -  | 2012                            | 2011     | 2012                  | 2011  |
| d) | Movement in net (asset)/liability          |                                 |          |                       |       |
|    | recognised in the statement of financial   |                                 |          |                       |       |
|    | position (continued)                       |                                 |          |                       |       |
|    | Group                                      |                                 |          |                       |       |
|    | Net (asset)/liability at the start of the  | (87,635)                        | (79,712) | 3,129                 | 2,802 |
|    | year                                       | (6.507)                         | (7.226)  | 401                   | 41.4  |
|    | Net income                                 | (6,587)                         | (7,226)  | 491<br>24             | 414   |
|    | Actuarial (gains)/loss recognised          | (790)                           | (607)    |                       | (97)  |
|    | Contributions paid                         | (780)                           | (697)    | (96)                  | (87)  |
|    | Movement in net (asset)/liability          |                                 |          |                       |       |
|    | recognised at the end of the year          | (95,002)                        | (87,635) | 3,548                 | 3,129 |
| e) | Changes in the fair value of plan assets   |                                 |          |                       |       |
|    | Parent                                     |                                 |          |                       |       |
|    | Opening fair value of plan assets          | 14,818                          | 14,024   | _                     | 1-1   |
|    | Expected return on plan assets             | 1,197                           | 1,130    | _                     | _     |
|    | Actuarial (loss)/gain on plan assets       | (30)                            | (547)    | _                     | _     |
|    | Employer contributions for current service | 215                             | 175      | 11                    | 10    |
|    | Plan participant contributions             |                                 |          |                       |       |
|    | for current service                        | 215                             | 175      | _                     | _     |
|    | Benefits paid                              | (151)                           | (139)    | (11)                  | (10)  |
|    | Closing fair value of plan assets          | 16,264                          | 14,818   |                       |       |
|    | Group                                      |                                 |          |                       |       |
|    | Opening fair value of plan assets          | 159,787                         | 154,060  | _                     | _     |
|    | Transfers                                  | (1,546)                         | _        | _                     | _     |
|    | Expected return on plan assets             | 12,635                          | 12,300   | _                     | 3_2   |
|    | Actuarial (loss)/gain on plan assets       | (242)                           | (5,945)  | _                     | -     |
|    | Employer contributions for current service | 780                             | 697      | 96                    | 49    |
|    | Plan participant contributions             |                                 |          |                       |       |
|    | for current service                        | 780                             | 697      | _                     | 38    |
|    | Benefits paid                              | (2,179)                         | (2,022)  | (96)                  | (87)  |
|    | Closing fair value of plan assets          | 170,015                         | 159,787  |                       |       |





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#### 17. Employee benefits (continued)

| f) | Principal | actuarial | assumptions |
|----|-----------|-----------|-------------|
|----|-----------|-----------|-------------|

Foreign investments

Short-term securities

Real estate/mortgages

| f) | Principal actuarial assumptions                                      |        |           |
|----|--|--------|-----------|
|    |  | Define | d benefit |
|    |  | pen    | sion plan |
|    | Parent and Group   |        |           |
|    |  | 2012   | 2011      |
|    | Discount rate  | 5.00%  | 7.50%     |
|    | Expected return on plan assets                                       | 5.00%  | 8.00%     |
|    | Future salary increases  | 5.00%  | 6.00%     |
|    | Medical costs trend rates  | 3.00%  | 4.00%     |
| g) | Major categories of plan assets as a percentage of total plan assets |        |           |
|    |  | Define | d benefit |
|    |  | pen    | sion plan |
|    |  | 2012   | 2011      |
|    | Local equities   | 34%    | 33%       |
|    | Local bonds  | 34%    | 37%       |
|    |  |        |           |

| h) | Experience | history | for the | current | and | previous | periods |
|----|------------|---------|---------|---------|-----|----------|---------|

| Parent                                     | 2012     | 2011    | 2010    | 2009    | 2008    | 2007    |
|--|----------|---------|---------|---------|---------|---------|
| Defined benefit                            |          |         |         |         |         |         |
| obligation                                 | (10,105) | (6,099) | (5,500) | (4,827) | (3,790) | (3,473) |
| Plan asset                                 | 16,264   | 14,818  | 14,024  | 11,895  | 10,667  | 10,550  |
| Surplus                                    | 6,159    | 8,719   | 8,524   | 7,068   | 6,877   | 7,077   |
| Experience adjustments on plan liabilities | (307)    | (375)   | (54)    | (22)    | 15      | (359)   |
| Experience adjustments on plan assets      | (30)     | (547)   | 925     | 93      | (786)   | (766)   |





22%

2%

8%

100%

20%

2%

8%

100%

For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 17. Employee benefits (continued)

### h) Experience history for the current and previous periods (continued)

| Group                                      | 2012     | 2011     | 2010     | 2009     | 2008     | 2007     |
|--|----------|----------|----------|----------|----------|----------|
| Defined benefit                            |          |          |          |          |          |          |
| obligation                                 | (79,309) | (54,002) | (48,845) | (45,463) | (39,379) | (38,800) |
| Plan asset                                 | 170,015  | 159,787  | 154,060  | 132,902  | 122,094  | 122,541  |
| Surplus                                    | 90,706   | 105,785  | 105,215  | 87,439   | 82,715   | 83,741   |
| Experience adjustments on plan liabilities | (519)    | (1,381)  | (33)     | (2)      | 239      | (1,710)  |
| Experience adjustments on plan assets      | (692)    | (3,554)  | 10,236   | 1,058    | (9,099)  | (4,313)  |

### i) Return on plan assets

|                                      | Defined be<br>pension p |         | Post retirement<br>health benefits |      |
|--------------------------------------|-------------------------|---------|------------------------------------|------|
| Parent                               | 2012                    | 2011    | 2012                               | 2011 |
| Expected return on plan assets       | 1,197                   | 1,130   |                                    |      |
| Actuarial loss on plan assets        | (30)                    | (547)   |                                    |      |
|                                      |                         | 583     |                                    |      |
| Group                                |                         |         |                                    |      |
| Expected return on plan assets       | 12,635                  | 12,300  | / <del></del> //                   | 7-3  |
| Actuarial (loss)/gain on plan assets | (242)                   | (5,945) | 498                                | 469  |

j) The Group expects to contribute \$820 to its defined benefit plan in 2013.

### k) Effect of one percentage point change in medical expense increase assumption

|                                     | Aggregate service  | Year end defined   |
|-------------------------------------|--------------------|--------------------|
|                                     | and interest costs | benefit obligation |
| Medical expense increase by 1% p.a. | 101                | 991                |
| Medical expense decrease by 1% p.a. | (80)               | (777)              |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 18. Accrued interest and other payables

| Parent |         |                                  | Grou    | p      |
|--------|---------|----------------------------------|---------|--------|
| 2011   | 2012    |                                  | 2012    | 2011   |
| 22,007 | 20,219  | Interest payable                 | 10,665  | 13,644 |
| 14,123 | 74,998  | Client funds held for investment | 74,998  | 2,019  |
| 1,648  | 1,609   | Accrued expenses                 | 13,793  | 11,987 |
| 5,645  | 8,130   | Due to statutory authorities     | 16,913  | 9,053  |
|        |         | Distributions payable            | 4,149   | 3,491  |
| 293    | 293     | Deferred fee income              | 293     | 293    |
|        |         | Unapplied premiums               | 2,383   | 5,351  |
| -      | _       | Commissions payable              | 6,866   | 3,203  |
| 2,052  | 2,499   | Stale dated cheques              | 3,813   | 4,805  |
| 100    | <u></u> | Due to reinsurers                | 21,009  | 16,534 |
| 2,054  | 11,859  | Other creditors                  | 18,089  | 12,327 |
| 47,822 | 119,607 |                                  | 172,971 | 82,707 |

### 19. Customers' deposits and other funding instruments

Sectorial analysis of customers' deposits and other funding instruments

| Parent    |         |  | Gro       | up        |
|-----------|---------|--|-----------|-----------|
| 2011      | 2012    |  | 2012      | 2011      |
| 139,572   | 21,676  | Individuals  | 689,744   | 657,423   |
| 159       | 309     | Pension funds/credit unions/trustees<br>Private companies/estates/ | 89,080    | 98,615    |
| 1,138,137 | 903,663 | financial institutions   | 988,597   | 1,011,754 |
| 1,277,868 | 925,648 |  | 1,767,421 | 1,767,792 |

### 20. Debt securities in issue

| Paren   | t       |                             | Grou    | р       |
|---------|---------|-----------------------------|---------|---------|
| 2011    | 2012    |                             | 2012    | 2011    |
| 87,389  | _       | Fixed rate bond (2001-2016) | _       | 87,389  |
| 670,465 | 669,073 | Medium & long term notes    | 669,073 | 670,465 |
| 757,854 | 669,073 |                             | 669,073 | 757,854 |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 20. Debt securities in issue (continued)

In 2001 the Bank issued a fixed rate bond, which is repayable by 2016. Interest is fixed at a rate of 12.625% per annum and the bond is secured by a charge over the Ultimate Parent's assets up to the sum of \$87.4 million. The Bank had an option to prepay the bond which commenced on the seventh anniversary of issue. The Bank exercised this option in June 2012 and prepaid in full. The balance is now \$ nil.

On December 2009, the Bank issued TT\$350 million medium term notes maturing on 4 June 2015. Interest is fixed at 6.5% per annum. On 2 August 2011, the Bank issued US\$50 million medium term notes in three tranches. Tranche 1, 2 and 3 will mature on 2014, 2016 and 2018, respectively. Interest is fixed at 3.40% for Tranche 1, 4.60% for Tranche 2 and 5.20% for Tranche 3.

### 21. Investment contract liabilities

|  | G       | roup    |
|--|---------|---------|
|  | 2012    | 2011    |
| At the beginning of year                                 | 156,795 | 144,800 |
| Premiums received  | 10,604  | 9,358   |
| Interest received  | 6,761   | 6,761   |
| Liabilities realised for payment on death, surrender and |         |         |
| other terminations in the year                           | (9,101) | (4,724) |
| Other movements  | (4,909) | 600     |
|  | 160,150 | 156,795 |

These investment contracts have neither reinsurance arrangements nor discretionary participation features.

### (a) Reinsurance assets

|                              | 2012   | 2011    |
|------------------------------|--------|---------|
| Life insurance contract      | 7,700  | 5,500   |
| General insurance contracts: |        |         |
| Premiums                     | 47,653 | 52,363  |
| Claims                       | 29,226 | 67,275  |
|                              | 84,579 | 125,138 |



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### 22. Insurance contract liabilities

### (a) Reinsurance asset

|                                      | Notes  | 2012                                 |  |         |                                      | 2011                                   |         |  |
|--------------------------------------|--------|--------------------------------------|--|---------|--------------------------------------|--|---------|--|
|                                      |        | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net     | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net     |  |
| Life insurance contracts             | 22 (b) | 817,417                              | (7,700)                                | 809,717 | 745,586                              | (5,500)                                | 740,086 |  |
| General insurance contracts          | 22 (c) | 262,707                              | (76,879)                               | 185,828 | 310,523                              | (119,638)                              | 190,885 |  |
| Total insurance contract liabilities |        | 1,080,124                            | (84,579)                               | 995,545 | 1,056,109                            | (125,138)                              | 930,971 |  |

### (b) Life insurance contract liabilities may be analysed as follows:

|      |   |                                      | 2012                                   |                               |                                      | 2011                                   |                               |  |
|------|---|--------------------------------------|--|-------------------------------|--------------------------------------|--|-------------------------------|--|
| (i)  |   | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net                           | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net                           |  |
| (1)  | With DPF<br>Without DPF   | 216,004<br>577,367<br>793,371        |  | 216,004<br>577,367<br>793,371 | 211,978<br>511,116<br>723,094        |  | 211,978<br>511,116<br>723,094 |  |
|      | Outstanding claims  | 24,046                               | (7,700)                                | 16,346                        | 22,492                               | (5,500)                                | 16,992                        |  |
|      | Total life insurance contract liabilities   | 817,417                              | (7,700)                                | 809,717                       | 745,586                              | (5,500)                                | 740,086                       |  |
| (ii) | At 1 January Premiums received Liabilities realised for payment on death, surrender and other terminations in the | 745,586<br>119,158                   | (5,500)<br>(6,408)                     | 740,086<br>112,750            | 712,945<br>111,088                   | (11,877)<br>(7,991)                    | 701,068<br>103,097            |  |
|      | year  | _(47,327)                            | 4,208                                  | (43,119)                      | (78,447)                             | 14,368                                 | (64,079)                      |  |
|      | At 31 December  | 817,417                              | (7,700)                                | 809,717                       | 745,586                              | (5,500)                                | 740,086                       |  |





2011

For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 22. Insurance contract liabilities (continued)

### e) General insurance contracts may be analysed as follows:

|  |                                      | 2012                                   |          |                                      | 2011                                   |          |
|--|--------------------------------------|--|----------|--------------------------------------|--|----------|
|  | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net      | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net      |
| Claims reported and IBNR   | 133,930                              | (29,226)                               | 104,704  | 182,162                              | (67,275)                               | 114,887  |
| Provisions for unearned premiums and unexpired                                     |                                      |  |          |                                      |  |          |
| risk   | 128,777                              | (47,653)                               | 81,124   | 128,361                              | (52,363)                               | 75,998   |
| Total at end of year   | 262,707                              | (76,879)                               | 185,828  | 310,523                              | (119,638)                              | 190,885  |
| i) Claims reported and IBNR<br>Provisions for claims reported<br>by policy holders | 146,576                              | (53,820)                               | 92,756   | 116,217                              | (23,470)                               | 92,747   |
| Provisions for claims<br>incurred but not reported<br>(IBNR)                       | 35,586                               | (13,455)                               | 22,131   | 28,075                               | (5,868)                                | 22,207   |
|  | 182,162                              | (67,275)                               | 114,887  | 144,292                              | (29,338)                               | 114,954  |
| Cash paid for cliams settled in the year   | (155,687)                            | 74,955                                 | (80,732) | (72,764)                             | (13,123)                               | (85,887) |
| Claims incurred  | 107,455                              | (36,906)                               | 70,549   | 110,634                              | (24,814)                               | 85,820   |
| Total at end of year   | 133,930                              | (29,226)                               | 104,704  | 182,162                              | (67,275)                               | 114,887  |
| Provisions for claims reported policy holders                                      | by<br>107,761                        | (23,382)                               | 84,379   | 146,576                              | (53,820)                               | 92,756   |
| Provisions for claims<br>incurred but not reported<br>(IBNR)                       | 26,169                               | (5,844)                                | 20,325   | 35,586                               | (13,455)                               | 22,131   |
|  | 133,930                              | (29,226)                               | 104,704  | 182,162                              | (67,275)                               | 114,887  |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 22. Insurance contract liabilities (continued)

- (c) General insurance contracts may be analysed as follows: (continued)
- ii) Provisions for unearned premiums and unexpired rsk

|   |                                      | 2012                                   |           | 2011                                 |  |           |  |
|---|--------------------------------------|--|-----------|--------------------------------------|--|-----------|--|
|   | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net       | Insurance<br>contract<br>liabilities | Reinsurers'<br>share of<br>liabilities | Net       |  |
| Provision for<br>unearned premiums<br>Provision for | 114,223                              | (46,514)                               | 67,709    | 114,345                              | (40,775)                               | 73,570    |  |
| unexpired risk                                      | 14,138                               | (5,849)                                | 8,289     | 14,158                               | (5,132)                                | 9,026     |  |
|   | 128,361                              | (52,363)                               | 75,998    | 128,503                              | (45,907)                               | 82,596    |  |
| Increase in the period                              | 292,259                              | (137,902)                              | 154,357   | 303,129                              | (150,689)                              | 152,440   |  |
| Release in the period                               | (291,843)                            | 142,612                                | (149,231) | (303,271)                            | 144,233                                | (159,038) |  |
| Total at end of year                                | 128,777                              | (47,653)                               | 81,124    | 128,361                              | (52,363)                               | 75,998    |  |
| Provision for<br>unearned premiums<br>Provision for | 114,577                              | (42,359)                               | 72,218    | 114,223                              | (46,514)                               | 67,709    |  |
| unexpired risk                                      | 14,200                               | (5,294)                                | 8,906     | 14,138                               | (5,849)                                | 8,289     |  |
|   | 128,777                              | (47,653)                               | 81,124    | 128,361                              | (52,363)                               | 75,998    |  |

The development of insurance liabilities provides a measure of the Company's ability to estimate the ultimate value of claims. Trinidad and Tobago Insurance Limited reports this claims information by underwriting year of account

### Claims development table

The risks associated with these insurance contracts and in particular, casualty insurance contracts, are complex and subject to a number of variables that complicate quantitative sensitivity analysis. The development of insurance liabilities provides a measure of an insurance company's ability to estimate the ultimate value of claims. The table below illustrates how the Company's estimate of total gross claims outstanding for each accident year has changed at successive year-ends.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

#### 22. Insurance contract liabilities (continued)

### Claims development table (continued)

| Insurance claims   |         |         |         |          |          |          |            |
|--|---------|---------|---------|----------|----------|----------|------------|
| Underwriting year  | 2007    | 2008    | 2009    | 2010     | 2011     | 2012     | Total      |
| Estimate of outstanding claims costs:  |         |         |         |          |          |          |            |
| - at end of accident year  | 113,609 | 98,214  | 63,325  | 73,747   | 57,923   | 57,448   |            |
| - one year later   | 64,732  | 70,477  | 79,910  | 142,398  | 77,366   | _        | _          |
| - two years later  | 26,985  | 26,405  | 31,870  | 58,109   | _        | _        | _          |
| - three years later  | 18,522  | 19,467  | 21,665  |          |          |          |            |
| - four years later   | 21,889  | 18,423  | _       | _        | _        | _        | _          |
| - five years later   | 11,192  | _       | _       | _        | _        | _        | _          |
| Current estimate of  |         |         |         |          |          |          |            |
| cumulative claims  | 11,192  | 18,423  | 21,665  | 58,109   | 77,366   | 57,448   | 244,203    |
| Cumulative payments to date  | (2,647) | (4,867) | (4,900) | (35,522) | (46,203) | (32,043) | (126, 182) |
| Liability recognized in the statement  |         |         |         |          |          |          |            |
| of financial position  | 8,545   | 13,556  | 16,765  | 22,587   | 31,163   | 25,405   | 118,021    |
| Liability in respect of prior years<br>Total liability included in the statement |         |         |         |          |          | -        | 15,909     |
| of financial position  |         |         |         |          |          | _        | 133,930    |

It is impracticable to prepare information about claims development on a net basis and claims development that occurred prior to the 2004 accident year.

### 23. Insurance contracts, investment contracts and reinsurance assets - terms, assumptions and sensitivities

### a) Life insurance contracts and investment contracts

#### Terms and conditions

The Group offers a combination of individual life, pension, annuity and group life contracts with and without discretionary participation features. These contracts are determined by actuaries and all subsequent valuation assumptions are determined by independent consulting actuaries.

### Key assumptions

Material judgement is required in determining the liabilities and in the choice of assumptions relating to both life insurance contracts and investment contracts. Assumptions in use are based on past experience, current internal data and conditions and external market indices and benchmarks, which reflect current observable market prices and other published information. Assumptions are determined as appropriate and prudent estimates are made at the date of valuation. Assumptions are further evaluated on a continuous basis in order to ensure realistic and reasonable valuations.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 23. Insurance contracts, investment contracts and reinsurance assets - terms, assumptions and sensitivities (continued)

#### a) Life insurance contracts and investment contracts (continued)

### Key assumptions (continued)

For insurance contracts, estimates are made in two stages; at inception of the contract, the Group determines the assumptions in relation to future deaths, voluntary terminations, investment returns and administration expenses. Secondly, at the end of each reporting period, new estimates are developed to determine whether the liabilities are appropriate in light of the latest current estimates. If the liabilities are not appropriate, the assumptions are altered to reflect the current estimates.

For investment contracts, assumptions used to determine the liabilities are also updated at the end of each reporting period to reflect latest estimates.

The key assumptions to which the estimation of liabilities is particularly sensitive are as follows:

### Mortality and morbidity rates

Assumptions are based on underlying experience as well as standard industry mortality tables, according to the type of contract written. For contracts that insure the risk of longevity, appropriate but not excessively prudent allowance is made for expected future mortality improvements. Assumptions are differentiated by sex, underwriting class and contract type.

Mortality rates higher than expected will lead to a larger number of insurance claims and claims will occur sooner than anticipated, which will increase the expenditure and reduce profits for the shareholders.

#### Investment return

The weighted average rate of return is derived from a model portfolio that is assumed to back liabilities, consistent with the long-term asset allocation strategy. These estimates are based on current market returns as well as expectations about future economic and financial developments. An increase in investment return would lead to an increase in profits for the shareholders.

#### Expenses

Operating expense assumptions reflect the projected costs of maintaining and servicing in force policies and associated overhead expenses. An increase in the level of expenses would result in an increase in expenditure thereby reducing profits for the shareholders.

#### Lapse and surrender rates

Lapses relate to the termination of policies due to non payment of premiums. Surrenders relate to the voluntary termination of policies by policyholders. Policy termination assumptions are determined using statistical measures based on the Group's experience and vary by product type, policy duration and changes in policyholders' circumstances.

The impact of a decrease in lapse rates at early duration of the policy would tend to reduce profits for the shareholders but lapse rates at later policy durations is broadly neutral in effect.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 23. Insurance contracts, investment contracts and reinsurance assets - terms, assumptions and sensitivities (continued)

### a) Life insurance contracts and investment contracts (continued)

#### Sensitivities

The table below indicates the impact of various changes in assumptions which are within a reasonable range of possible outcomes given the uncertainties involved in the estimation process.

The table demonstrates the effect of changes in key assumptions whilst other assumptions remain unchanged, if these assumptions were changed in a single calendar year. The correlation of assumptions will have a significant effect in determining the ultimate claims liabilities, but to demonstrate the impact on the claims liabilities due to changes in assumptions, these assumption changes had to be done on an individual basis. It should also be stressed that these assumptions are non linear and larger or smaller impacts cannot easily be gleaned from these results.

| Assumption change                  | Required increase in insurance contract liabilities |  |  |
|------------------------------------|---|--|--|
| 2% Increase in mortality           | 3,100   |  |  |
| 5% Increase in expenses            | 9,700   |  |  |
| 10% Change in lapse rates          | 3,400   |  |  |
| 1% Decrease in investment earnings | 86,100  |  |  |

### b) General insurance contracts

### Terms and conditions

The major classes of general insurance written by the Group include motor, property, casualty, marine, general accident and other miscellaneous classes of business. Risks under these policies usually cover a 12 month duration.

For general insurance contracts, claims provisions (comprising provisions for claims reported by policyholders and claims incurred but not yet reported) are established to cover the ultimate cost of settling the liabilities in respect of claims that have occurred and are estimated based on known facts at the end of reporting period.

The provisions are refined as part of a regular ongoing process as claims experience develops, certain claims are settled and further claims are reported. Outstanding claims provisions are not discounted for the time value of money.



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 23. Insurance contracts, investment contracts and reinsurance assets - terms, assumptions and sensitivities (continued)

#### (b) General insurance contracts (continued)

### Assumptions

The principal assumption underlying the estimates is the Group's past claims development experience. Judgement is used to assess the extent to which external factors such as judicial decisions and government legislation affect the estimates, as well as testing reported claims subsequent to the end of reporting period.

The general insurance claims provision is sensitive to the above key assumptions. The sensitivity of certain assumptions like legislative change, uncertainty in the estimation process and other factors is not possible to quantify. Furthermore, because of delays that arise between the occurrence of a claim and its subsequent notification and eventual settlement, the outstanding claims provisions are not known with certainty at the end of the reporting period.

Consequently, the ultimate liabilities will vary as a result of subsequent developments. Differences resulting from reassessment of the ultimate liabilities are recognised in subsequent financial statements.

### 24. Stated capital

| Parent  |         |                                 | Grou    | ap.     |
|---------|---------|---------------------------------|---------|---------|
| 2011    | 2012    |                                 | 2012    | 2011    |
|         |         | Authorised                      |         |         |
|         |         | An unlimited number of shares   |         |         |
|         |         | Issued                          |         |         |
|         |         | 85,605,263 (2011: 85,605,263)   |         |         |
| 667,274 | 667,274 | ordinary shares of no par value | 667,274 | 667,274 |





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### 25. Net insurance revenue

| Parent      |      |                                | Group     |           |  |
|-------------|------|--------------------------------|-----------|-----------|--|
| 2011        | 2012 |                                | 2012      | 2011      |  |
|             |      | Gross insurance contracts      |           |           |  |
| =           | _    | premium revenue                | 411,417   | 414,218   |  |
|             |      | Reinsurer's share of insurance |           |           |  |
|             |      | contracts premium revenue      | (133,338) | (148,657) |  |
|             |      | Net insurance contracts        |           |           |  |
| <del></del> | -    | premium revenue                | 278,079   | 265,561   |  |
|             |      | Gross change in unearned       |           |           |  |
|             |      | premium provision and          |           |           |  |
| _           | _    | unexpired risks                | (416)     | 143       |  |
|             |      | Reinsurer's share of change in |           |           |  |
|             |      | unearned premium provision     |           |           |  |
|             |      | and unexpired risks            | (4,709)   | 6,455     |  |
|             |      | Net change in unearned         |           |           |  |
|             |      | premium provision and          |           |           |  |
|             |      | unexpired risks                | (5,125)   | 6,598     |  |
|             |      | Net insurance revenue          | 272,954   | 272,159   |  |

### 26. Finance charges, loan fees and other interest income

| Parent  |         |                                       | Gro     | up      |
|---------|---------|---------------------------------------|---------|---------|
| 2011    | 2012    |                                       | 2012    | 2011    |
| 91,229  | 95,835  | Finance charges earned                | 95,785  | 91,229  |
| 25,581  | 22,653  | Interest income on loans and advances | 22,653  | 25,581  |
| 18,028  | 6,256   | Other income                          | 6,257   | 18,028  |
| 134,838 | 124,744 |                                       | 124,695 | 134,838 |





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### 27. Investment income

| Parent  |         |   | (       | Group   |
|---------|---------|---|---------|---------|
| 2011    | 2012    |   | 2012    | 2011    |
|         |         | Interest and dividend income from investments at  |         |         |
| 11,478  | 9,073   | fair value through statement of income            | 37,963  | 69,097  |
|         |         | Interest and dividend income from other financial |         |         |
| 78,503  | 69,031  | assets  | 142,650 | 97,085  |
| 2,315   | 31,765  | Realised gains from investment securities         | 40,109  | 1,335   |
|         |         | Unrealised gains on investments at fair value     |         |         |
| 1,419   | 3,674   | through statement of income                       | 48,417  | 14,112  |
| (9,337) | 13,835  | Other investment income                           | 18,528  | (9,263) |
|         |         |   |         |         |
| 84,378  | 127,378 |   | 287,667 | 172,366 |

#### 28. Other income

| Parent |        |                                     | (      | Group  |
|--------|--------|-------------------------------------|--------|--------|
| 2011   | 2012   |                                     | 2012   | 2011   |
| 27,882 | 32,890 | Administrative fees and commissions | 24,301 | 24,936 |
| 20,141 | 3,757  | Foreign exchange trading and gains  | 3,757  | 23,825 |
| 1,935  | 785    | Lease sales and recoveries          | 785    | 1,935  |
| _      | _      | Property rental                     | 16,170 | 14,869 |
| _      | _      | Trustee and other fiduciary fees    | 5,661  | 5,430  |
| 3,117  | 6,457  | Other                               | 11,166 | 8,223  |
| 53,075 | 43,889 |                                     | 61,840 | 79,218 |

### 29. Net insurance benefits and claims incurred

There are no insurance benefits and claims incurred by the Parent. The following table represents the insurance benefits and claims incurred by the Group.

|  | Genera   | General insurance |         | insurance | Total    |          |
|--|----------|-------------------|---------|-----------|----------|----------|
|  | 2012     | 2011              | 2012    | 2011      | 2012     | 2011     |
| Gross insurance contracts benefits and claims incurred         | 107,455  | 110,634           | 65,806  | 65,067    | 173,261  | 175,701  |
| Resinsurers' share of gross insurance benefits and claims paid | (36,906) | (24,814)          | (3,476) | (949)     | (40,382) | (25,763) |
| Net change in insurance contract liabilities                   |          |                   | 68,078  | 31,580    | 68,078   | 31,580   |
|  | 70,549   | 85,820            | 130,408 | 95,698    | 200,957  | 181,518  |



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### 30. Interest expense

| Paren  | t      |                          | Group  |        |
|--------|--------|--------------------------|--------|--------|
| 2011   | 2012   |                          | 2012   | 2011   |
| 37,377 | 25,774 | Customer deposits        | 47,651 | 55,788 |
| 41,824 | 41,747 | Debt securities in issue | 41,747 | 41,824 |
| 79,201 | 67,521 |                          | 89,398 | 97,612 |

### 31. Provision for impairment of investments

The impairment provisions arise from the Group's debt investment securities at amortised cost.

| Parent |        |             | Group   |         |  |
|--------|--------|-------------|---------|---------|--|
| 2011   | 2012   |             | 2012    | 2011    |  |
| _      | 12,625 | State owned | 14,816  | <u></u> |  |
| 7,026  | 52,785 | Corporate   | 87,939  | 7,026   |  |
| 7,026  | 65,410 |             | 102,755 | 7,026   |  |

### 32. Marketing and policy expenses

| Paren    | t      |                                   | Group  | 1      |
|----------|--------|-----------------------------------|--------|--------|
| 2011     | 2012   |                                   | 2012   | 2011   |
| -        |        | Agents and brokers commissions    | 25,093 | 25,327 |
| -        | 8-8    | Agents allowance and bonus        | 20,328 | 17,257 |
| <u> </u> | -      | Agents policy epenses             | 2,390  | 2,609  |
| 12,902   | 10,558 | Asset finance promotional expense | 10,558 | 12,902 |
| 2,364    | 2,214  | Advertising costs                 | 4,225  | 4,601  |
| 15,266   | 12,772 |                                   | 62,594 | 62,696 |

### 33. Personnel expenses

| Parent |        |                            | Group  |        |
|--------|--------|----------------------------|--------|--------|
| 2011   | 2012   |                            | 2012   | 2011   |
| 10,049 | 17,479 | Salaries and bonus         | 37,341 | 28,280 |
| 138    | 142    | Group health and life plan | 1,990  | 1,489  |
| 542    | 513    | Other staff cost           | 2,322  | 1,767  |
| 10,729 | 18,134 |                            | 41,653 | 31,535 |



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### 34. General administrative expenses

| Parent       |             |                                  | Group  | )      |
|--------------|-------------|----------------------------------|--------|--------|
| 2011         | 2012        |                                  | 2012   | 2011   |
| 2,385        | 1,929       | Professional insurance           | 5,134  | 4,196  |
| 1,778        | 1,829       | Property related expenses        | 7,716  | 8,192  |
| 1,217        | 1,592       | Subscriptions & donations        | 1,696  | 1,398  |
| 556          | 868         | Finance charges                  | 2,086  | 1,254  |
| 394          | 439         | Communications                   | 2,830  | 2,883  |
| 283          | 613         | Travel & entertainment           | 1,257  | 477    |
| 192          | 214         | Printing & stationery            | 1,643  | 904    |
| <del>-</del> | <del></del> | Write off of capital expenditure | 6,900  | -      |
| 2,282        | 2,889       | General expenses                 | 16,094 | 20,548 |
| 9,087        | 10,373      |                                  | 45,356 | 39,852 |

### 35. Taxation expense

| Parent |        |                 | Gr     | oup    |
|--------|--------|-----------------|--------|--------|
| 2011   | 2012   |                 | 2012   | 2011   |
| 19,740 | 8,602  | Corporation tax | 25,065 | 34,397 |
| 10,082 | 13,456 | Deferred tax    | 13,993 | 10,850 |
| 278    | 436    | Green Fund levy | 1,122  | 817    |
| 30,100 | 22,494 |                 | 40,180 | 46,064 |

### Reconciliation between taxation expense and accounting profit

Income taxes in the consolidated statement of income vary from amounts that would be computed by applying the statutory tax rate for the following reasons:

| 151,007  | 117,426  | Accounting profit                             | 189,812  | 229,680  |
|----------|----------|---|----------|----------|
| 131,007  | 117,420  | Accounting profit                             | 107,012  | 227,000  |
| 37,752   | 29,357   | Tax at applicable statutory tax rates         | 54,765   | 57,589   |
|          |          | Tax effect of items that are adjustable in    |          |          |
|          |          | determining taxable profit:                   |          |          |
| (14,598) | (26,443) | Tax exempt income                             | (26,153) | (16,396) |
| 15,807   | 36,250   | Non-deductible expenses                       | 37,848   | 16,249   |
| (9,139)  | (17,106) | Allowable deductions                          | (25,435) | (12,196) |
| 278      | 436      | Provision for Green Fund Levy and other taxes | (845)    | 818      |
| 30,100   | 22,494   | Total taxation expense                        | 40,180   | 46,064   |

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#### 36. Segmental information

For management purposes the Group is organised into four operating segments based on the following core areas of operation to the Group:

Banking services Asset financing, Merchant banking, Investment services, Securities trading

and Foreign exchange trading.

Mutual funds ANSA Secured Fund, ANSA US\$ Secured Fund, ANSA EURO Income

Fund, ANSA TTS Income Fund and ANSA US\$ Income Fund.

These Funds are registered in Trinidad & Tobago and established by the Bank. The Bank is the Sponsor, Investment Manager, Administrator and

Distributor of these Funds.

Life insurance operations Underwriting the following classes of longer-term insurance business: (i)

individual par and non par life insurance, (ii) group life insurance, (iii)

individual insurance and (iv) group annuity and pension.

General insurance

operations

Underwriting the following classes of short-term insurance business: (i) commercial and residential fire, (ii) general accident, (iii) marine, (iv)

motor, (v) workmen compensation, (vi) group and individual health and

rental of property.

No operating segments have been aggregated to form the above reportable operating segments.

Management monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on operating statement of income and is measured consistently with operating statement of income in the consolidated financial statements.

Transfer prices between operating segments are on an arm's length basis in a manner similar to transactions with third parties.

No revenue from transactions with a single external customer or counterparty amounted to 10% or more of the bank's total revenue in 2012 or 2011.





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### 36. Segmental information (continued)

The following table presents income and profit and certain asset and liability information regarding the bank's operating segments.

|                             |           |            | Life       | General    |              |           |
|-----------------------------|-----------|------------|------------|------------|--------------|-----------|
|                             | Banking   | Mutual     | insurance  | insurance  | Eliminations |           |
|                             | services  | funds      | operations | operations | Eliminations | Total     |
| 2012                        |           |            |            |            |              |           |
| Total operating income      | 296,011   | 72,824     | 207,350    | 221,494    | (50,523)     | 747,156   |
| Total operating expense     | (68,721)  | (22,489)   | (138, 180) | (107,666)  | 45,501       | (291,555) |
| Provision for impairment    | (65,410)  | (25,481)   | (6,013)    | (5,851)    |              | (102,755) |
| Selling and admininstration |           |            |            |            |              |           |
| expense                     | (44,454)  | (37,211)   | (43,827)   | (36,624)   | (918)        | (163,034) |
| Profit before tax           | 117,426   | (12,357)   | 20,341     | 72,753     | (8,351)      | 189,812   |
| Taxation                    | (22,494)  | ==         | (3,324)    | (14,362)   |              | (40,180)  |
| Profit after taxation       | 94,932    | (12,357)   | 17,017     | 58,391     | (8,351)      | 149,632   |
| Total assets                | 2,756,531 | 1,185,053  | 1,673,578  | 824,348    | (908,156)    | 5,531,354 |
| Total liabilities           | 1,746,448 | 1,197,962  | 1,087,864  | 344,967    | (373,069)    | 4,004,172 |
| Purchase of fixed assets    | 1,795     | -          | 1,506      | 10,472     | =            | 13,773    |
| Depreciation                | (1,014)   |            | (689)      | (542)      |              | (2,245)   |
| 2011                        |           |            |            |            |              |           |
| Total operating income      | 272,291   | 53,291     | 166,557    | 228,308    | (61,866)     | 658,581   |
| Total operating expense     | (76,206)  | (23,482)   | (103,580)  | (120,699)  | 47,832       | (276,135) |
| Provision for impairment    | (7,027)   | (324)      | _          | _          | 325          | (7,026)   |
| Selling and admininstration |           |            |            |            |              |           |
| expense                     | (38,052)  | (28,528)   | (35,649)   | (37,931)   | (5,580)      | (145,740) |
| Profit before tax           | 151,007   | 957        | 27,328     | 69,678     | (19,289)     | 229,680   |
| Taxation                    | (30,100)  |            | (3,865)    | (12,099)   | _            | (46,064)  |
| Profit after taxation       | 120,907   | 957        | 23,463     | 57,580     | (19,289)     | 183,617   |
| Total assets                | 2,760,754 | 958,080    | 1,580,779  | 817,986    | (668,550)    | 5,449,049 |
| Total liabilities           | 1,746,447 | 961,633    | 1,009,950  | 381,089    | (97,075)     | 4,002,044 |
| Purchase of fixed assets    | 1,276     | <u>=</u> 7 | 8,846      | 1,661      |              | 11,783    |
| Depreciation                | (810)     | <u>=</u>   | (783)      | (586)      | 6 <u>—</u> 5 | (2,179)   |





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### 36. Segmental information (continued)

| 2012                        | Domestic<br>services | Regional            | International | Eliminations | Total     |
|-----------------------------|----------------------|---------------------|---------------|--------------|-----------|
|                             | 711 071              | 67.066              | 10.742        | (E0 E22)     | 747.156   |
| Total operating income      | 711,871              | 67,066              | 18,742        | (50,523)     | 747,156   |
| Total operating expense     | (335,637)            | (26.204)            | (1,419)       | 45,501       | (291,555) |
| Provision for impairment    | (76,371)             | (26,384)            | _             | (010)        | (102,755) |
| Selling and admininstration | (160.116)            |                     |               | (918)        | /1/2 02 0 |
| expense                     | (162,116)            |                     |               |              | (163,034) |
| Profit before tax           | 140,158              | 40,682              | 17,323        | (8,351)      | 189,812   |
| Taxation                    | (40,180)             | 2 <del>1 -</del> 0. | <del>-</del>  |              | (40, 180) |
| Profit after taxation       | 99,978               | 40,682              | 17,323        | (8,351)      | 149,632   |
| Total assets                | 5,811,908            | 249,241             | 378,361       | (908,156)    | 5,531,354 |
| Total liabilities           | 4,377,241            | 217,211             |               | (373,069)    | 4,004,172 |
| Purchase of fixed assets    | 13,773               | _                   | _             | (2,2,332)    | 13,773    |
| Depreciation                | (2,245)              | _                   | _             | -            | (2,245)   |
| 2011                        |                      |                     |               |              |           |
| Total operating income      | 701,879              | 24,858              | (6,290)       | (61,866)     | 658,581   |
| Total operating expense     | (323,967)            | 24,636              | (0,290)       | 47,832       | (276,135) |
| Provision for impairment    | (324)                | (7,027)             |               | 325          | (7,026)   |
| Selling and admininstration | (324)                | (7,027)             | _             | 323          | (7,026)   |
| expense                     | (140,160)            |                     |               | (5,580)      | (145,740) |
| Profit before tax           | 237,428              | 17,831              | (6,290)       | (19,289)     | 229,680   |
| Taxation                    | (46,063)             | 17,651              | (0,270)       | (17,207)     | (46,063)  |
| Profit after taxation       | 191,365              | 17,831              | (6,290)       | (19,289)     | 183,617   |
| I folit after taxation      | 191,303              | 17,031              | (0,290)       | (13,203)     | 163,017   |
| Total assets                | 5,640,375            | 41,866              | 435,358       | (668,550)    | 5,449,049 |
| Total liabilities           | 4,099,119            | _                   | _             | (97,075)     | 4,002,044 |
| Purchase of fixed assets    | 11,783               | 1_                  | =             |              | 11,783    |
| Depreciation                | (810)                | -                   | (783)         | (586)        | (2,179)   |





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### 37. Related party transactions and balances

Parties are considered to be related if one has the ability to control or exercise significant influence over the other party in making financial or operational decisions. The Bank is ultimately owned by ANSA McAL Limited, incorporated in Trinidad and Tobago, which owns 82.48% of the stated capital of the Bank.

A number of transactions are entered into with related parties in the normal course of business. These include hire purchase, finance leases, premium financing, deposits, insurance coverage and foreign currency transactions. These transactions were carried out on commercial terms and at market rates.

The related assets, liabilities, income and expense from these transactions are as follows:

| Parent  |         |                              | G             | Group   |
|---------|---------|------------------------------|---------------|---------|
| 2011    | 2012    |                              | 2012          | 2011    |
|         |         | Assets                       |               |         |
| 66,371  | 55,136  | ANSA McAL Group              | 85,093        | 112,873 |
| 72,449  | 65,607  | Subsidiaries                 | _             | _       |
|         |         | Directors and key management |               |         |
| 4,399   | 701     | personnel                    | 701           | 4,399   |
| 96,574  | 990     | Other related parties        | 14,856        | 114,620 |
| 239,793 | 122,434 |                              | 100,650       | 231,892 |
|         |         | Liabilities                  |               |         |
| 34,978  | 39,895  | ANSA McAL Group              | 50,773        | 179,781 |
| 369,815 | 240,375 | Subsidiaries                 | _             | _       |
|         |         | Directors and key management |               |         |
| 107,679 | _       | personnel                    | 51,920        | 137,178 |
|         | 66,120  | Other related parties        | 137,660       | 629     |
| 512,472 | 346,390 |                              | 240,353       | 317,588 |
|         |         | Interest and other income    |               |         |
| 28,085  | 4,203   | ANSA McAL Group              | 27,535        | 54,298  |
| 25,550  | 33,107  | Subsidiaries                 | _             | _       |
|         |         | Directors and key management |               |         |
| 131     | 47      | personnel                    | 47            | 131     |
| 9,596   | 716     | Other related parties        | 3,592         | 10,330  |
| 63,362  | 38,073  |                              | <u>31,174</u> | 64,759  |





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### 37. Related party transactions and balances (continued)

|        | Parent |                              | Gr     | oup    |
|--------|--------|------------------------------|--------|--------|
| 2011   | 2012   |                              | 2012   | 2011   |
|        |        | Interest and other expense   |        |        |
| 2,436  | 2,385  | ANSA McAL Group              | 8,649  | 10,722 |
| 8,651  | 7,881  | Subsidiaries                 | _      | _      |
|        |        | Directors and key management |        |        |
| 6,240  | 4,341  | personnel                    | 5,618  | 6,240  |
|        | 3,575  | Other related parties        | 7,548  | 10,023 |
| 17,327 | 18,182 |                              | 21,815 | 26,985 |

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Group.

Key management compensation

| Parent |       |                          | Group |        |
|--------|-------|--------------------------|-------|--------|
| 2011   | 2012  |                          | 2012  | 2011   |
| 5,224  | 5,827 | Short-term benefits      | 9,838 | 10,266 |
| 27     | 31    | Post employment benefits | 82    | 68     |
| 5,251  | 5,858 |                          | 9,920 | 10,334 |

### 38. Financial Instruments

### Fair values

The Group's accounting policy on fair value measurements is discussed in accounting policy Note 2 vii. With the exception of insurance contracts which are specifically excluded under IFRS 7, the estimated fair values of certain financial instruments have been determined using available market information or other appropriate valuation methodologies that require judgement in interpreting market data and developing estimates.



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### 38. Financial Instruments (continued)

Fair values (continued)

#### (i) Short-term financial assets and liabilities

The carrying amount of short-term financial assets and liabilities comprising cash and short-term funds, fixed deposits, interest receivable and insurance receivable and other debtors and prepayments, customer deposits and other funding instruments, accrued interest and other payables are a reasonable estimate of their fair values because of the short maturity of these instruments.

#### (ii) Investment securities

The fair value of trading investments is based on market quotations, when available. When market quotations are not readily available, fair values are based on discounted cash flows or estimated using quoted market prices of similar investments. In the absence of a market value, discounted cash flows will approximate fair value. This process relies on available market data to generate a yield curve for each country in which valuations were undertaken, using interpolated results where there were no market observable rates.

In pricing callable bonds, where information is available, the price of a callable bond is determined as at the call date using the yield to worst. For bonds with irregular cash flows (sinking funds, capitalization of interest, moratoria, amortizations or balloon payments) a process of iteration using the internal rate of return is used to arrive at bond values. Yields on all tax-free bonds are grossed-up to correspond to similar taxable bonds at the prevailing rate of corporation tax.

### (iii) Loans and advances

The estimated fair value for performing loans is computed as the future cash flows discounted and the yield to maturity based on the carrying values as the inherent rates of interest in the portfolio as those rates approximate market conditions. When discounted, the cash flow values are equal to the carrying value.

### (iv) Debt securities in issue

The Group values the debt and asset-backed securities using valuation models which use discounted cash flow analysis which incorporates either only observable data or both observable and non-observable data. Observable inputs include assumptions regarding current rates of interest and real estate prices; unobservable inputs include assumptions regarding expected future default rates, prepayment rates and liquidity discounts.





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### 38. Financial instruments (continued)

Fair values (continued)

### (v) Carrying amounts and fair values

The tables in the following pages summarise the carrying amounts and the fair values of the Parent's and the Group's financial assets and liabilities for 2012 and 2011.

2012

|                                       | Parent    |               |                                    |           | Group     |              |
|---------------------------------------|-----------|---------------|------------------------------------|-----------|-----------|--------------|
| Carrying                              | Fair      | Unrecognised  |                                    | Carrying  | Fair      | Unrecognised |
| values                                | values    | gain/(loss)   | Financial assets                   | values    | values    | gain/(loss)  |
| 279,430                               | 279,430   |               | Cash and short-term funds          | 806,035   | 806,035   | _            |
| · · · · · · · · · · · · · · · · · · · | -         | - T- C        | Fixed deposits                     | 26,586    | 26,586    | -            |
| 761,212                               | 761,212   | -             | Net leases                         | 760,866   | 760,866   | -            |
| 401,598                               | 401,598   | -             | Loans and advances                 | 501,575   | 501,575   | -            |
| 639,577                               | 658,011   | 18,434        | Investment securities              | 2,826,237 | 2,976,216 | 149,978      |
| 7,468                                 | 7,468     | =             | Interest receivable                | 26,908    | 26,908    | _            |
| -                                     |           | _             | Insurance receivable               | 47,328    | 47,328    |              |
| 2,089,285                             | 2,107,719 | 18,434        |                                    | 4,995,535 | 5,145,514 | 149,978      |
|                                       |           |               | Financial liabilities              |           |           |              |
| 925,648                               | 925,648   | . <del></del> | Customers' deposits                | 1,767,421 | 1,767,421 | -            |
| 9,343                                 | 9,343     |               | Bank overdraft                     | 9,343     | 9,343     | -            |
| 119,607                               | 119,607   |               | Accrued interest and other payable | 172,971   | 172,971   |              |
|                                       |           | _             | Debt securities in issue           |           |           | _            |
| 669,073                               | 669,073   |               |                                    | 669,073   | 669,073   | _            |
|                                       |           | -             | Investment contract liabilities    | 160,150   | 160,150   |              |
| 1,723,671                             | 1,723,671 | -             |                                    | 2,778,958 | 2,778,958 | _            |





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### 38. Financial instruments (continued)

Fair values (continued)

### (v) Carrying amounts and fair values (continued)

2011

|           | Parent    |              |  |           | Group     |              |
|-----------|-----------|--------------|--|-----------|-----------|--------------|
| Carrying  | Fair      | Unrecognised |  | Carrying  | Fair      | Unrecognised |
| values    | values    | gain/(loss)  | Financial assets                             | values    | values    | gain/(loss)  |
| 316,627   | 316,627   | -            | Cash and short-term funds                    | 484,623   | 484,623   | _            |
| _         | -         | -            | Fixed deposits                               | 21,390    | 21,390    | _            |
| 640,543   | 640,543   |              | Net leases                                   | 640,089   | 640,089   |              |
| 436,144   | 436,144   | _            | Loans and advances                           | 521,905   | 521,905   | -            |
| 1,052,967 | 1,071,780 | 18,813       | Investment securities                        | 3,142,861 | 3,139,100 | (3,761)      |
| 18,316    | 18,316    | -            | Interest receivable                          | 42,051    | 42,051    |              |
|           |           |              | Insurance receivables                        | 37,082    | 37,082    | -            |
| 2,464,597 | 2,483,410 | 18,813       |  | 4,890,001 | 4,886,240 | (3,761)      |
|           |           |              | Financial liabilities                        |           |           |              |
| 1,277,868 | 1,277,868 | _            | Customers' deposits                          | 1,767,792 | 1,767,792 | 200          |
| 52,611    | 52,611    | -            | Bank overdraft<br>Accrued interest and other | 55,871    | 55,871    | -            |
| 47,822    | 47,822    | -            | payables                                     | 82,707    | 82,707    |              |
| 757,854   | 757,854   | _            | Debt securities in issue                     | 757,854   | 757,854   | _            |
| =         |           |              | Investment contract liabilitie               | 156,795   | 156,795   |              |
| 2,136,155 | 2,136,155 |              |  | 2,821,019 | 2,821,019 |              |

### (vi) Determination of fair value and fair value hierarchies

The Group uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation techniques:

### Level 1

Included in the Level 1 category are financial assets and liabilities that are measured in whole or in part by reference to published quotes in an active market. A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory agency and those prices represent actual and regularly occurring market transactions on an arm's length basis.





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### 38. Financial instruments (continued)

Fair values (continued)

### (vi) Determination of fair value and fair value hierarchies (continued)

#### Level 2

Included in the Level 2 category are financial assets and liabilities that are measured using a valuation technique based on assumptions that are supported by prices from observable current market transactions and for which pricing is obtained via pricing services, but where prices have not been determined in an active market. This includes financial assets with fair values based on broker quotes, investments in private equity funds with fair values obtained via fund managers and assets that are valued using the Group's own models whereby the majority of assumptions are market observable.

### Level 3

Included in the Level 3 category are financial assets and liabilities that are not quoted as there are no active markets to determine a price. These financial instruments are held at cost, being the fair value of the consideration paid for the acquisition of the investment, and are regularly assessed for impairment.

| 2012<br>Parent                             | Level 1 | Level 2 | Level 3 | Total     |
|--|---------|---------|---------|-----------|
| Investment securites designated as at FVSI |         |         |         |           |
| Quoted equities                            | 7,449   | 252     |         | 7,701     |
| Government bonds                           | _       | 83,190  |         | 83,190    |
| State owned company securities             | _       | 57,105  | _       | 57,105    |
| Corporate bonds and debentures             |         | 44,517  | 73      | 44,590    |
|  | 7,449   | 185,064 | 73      | 192,586   |
| Investment securites measured at OCI       |         |         |         |           |
| Quoted equities                            | 56,361  |         |         | 56,361    |
| Group                                      |         |         |         |           |
| Investment securites designated as at FVSI |         |         |         |           |
| Unquoted equities                          | _       | _       | 6,190   | 6,190     |
| Quoted equities                            | 294,839 | 54,824  | -       | 349,663   |
| Government bonds                           | 54,892  | 475,500 |         | 530,392   |
| State owned company securities             | 36,185  | 199,107 | 10-2    | 235,292   |
| Corporate bonds and debentures             | 148,324 | 136,740 | 73      | 285,137   |
| 5  | 534,240 | 866,171 | 6,263   | 1.406.674 |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 38. Financial instruments (continued)

Fair values (continued)

### (vi) Determination of fair value and fair value hierarchies (continued)

| 2011                                       | Level 1  | Level 2  | Level 3 | Total     |
|--|----------|----------|---------|-----------|
| Parent                                     |          |          |         |           |
| Investment securites designated as at FVSI |          |          |         |           |
| Quoted equities                            | 8,914    | 126      |         | 9,040     |
| Government bonds                           |          | 161,939  |         | 161,939   |
| Corporate bonds and debentures             | 18,194   | 13,196   |         | 31,390    |
|  | 27,108   | 175,261  |         | 202,369   |
| Investment securites measured at OCI       |          |          |         |           |
| Quoted equities                            | 61,285   |          |         | 61,285    |
| Group                                      |          |          |         |           |
| Investment securites designated as at FVSI |          |          |         |           |
| Unquoted equities                          | <u> </u> | ·        | 12,461  | 12,461    |
| Quoted equities                            | 310,093  | 81,034   |         | 391,127   |
| Government bonds                           | 56,534   | 245,240  | _       | 301,774   |
| State owned company securities             | 38,733   | 27,987   | _       | 66,720    |
| Corporate bonds and debentures             | 146,162  | _288,887 |         | 435,049   |
|  | 551,522  | 643,148  | _12,461 | 1,207,131 |

### (vii) Transfers between Level 1 and Level 2

As at 31 December 2012, there were no transfers of assets between Level 1 and 2.

### (viii) Movements in Level 3 financial instruments measured at fair value

| Parent          |      |                          | Gro     | up     |
|-----------------|------|--------------------------|---------|--------|
| 2011            | 2012 |                          | 2012    | 2011   |
|                 |      | Assets                   |         |        |
| _               | _    | Balance at 1 January     | 12,476  | 6,075  |
|                 | _    | Gains recognized         | _       | 6,401  |
| 1 <del>27</del> | 73   | Purchases                | 223     | -      |
|                 |      | Transfers out of Level 3 | (6,436) |        |
| _ P             | 73   |                          | 6,263   | 12,476 |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 39. Risk management

#### Introduction

Risk is inherent in the Group's activities but it is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls.

This process of risk management is critical to the Group's continuing profitability and each individual within the Group is accountable for the risk exposures relating to their responsibilities. The Group is exposed to credit risk, liquidity risk and market risk.

### Risk management structure

The Board of Directors is ultimately responsible for identifying and controlling risks; however, there are separate independent bodies responsible for managing and monitoring risks.

### **Board of Directors**

The Board of Directors is responsible for the overall risk management approach and for approving the risk strategies, principles and policies and procedures. Day to day adherence to risk principles is carried out by the executive management of the Bank and its subsidiaries in compliance with the policies approved by the Board of Directors.

### Treasury management

The Bank and its subsidiaries employ Treasury functions which are responsible for managing their assets and liabilities and the overall financial structure. The Treasury function is also primarily responsible for the funding and liquidity risks of the Bank and its subsidiaries.

### Credit risk management

The Group takes on exposure to credit risk, which is the potential for loss due to a counter-party or borrower's failure to pay amounts when due. Credit risk arises from traditional lending, underwriting and investing activity, and from settling payments between financial institutions. Impairment provisions are established for losses that have been incurred at the end of the reporting period.

Significant changes in the economy, or in the state of a particular industry segment that represents a concentration in the Group's portfolio, could result in losses that are different from those provided at the end of the reporting period. Management therefore carefully manages its exposure to credit risk.

The Group structures the level of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower, or group of borrowers, and to geographical and industry segments. Such risks are monitored on an ongoing basis, and limits on the levels of credit risk that the Group can engage in are approved by the Board of Directors.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 39. Risk management (continued)

### Credit risk management (continued)

Exposure to credit risk is further managed through regular analysis of the ability of borrowers to meet capital and interest repayment obligations and by changing these lending limits when appropriate. In addition, collateral, corporate, state and personal guarantees are obtained.

Reinsurance is used to manage insurance risk. This does not, however, discharge the Group's liability as the primary underwriter. If a reinsurer fails to pay a claim for any reason, the Group remains liable for the payment to the policyholder. The creditworthiness of reinsurers is considered on an annual basis by reviewing their financial strength prior to finalisation of any contract.

### Maximum exposure to credit risk without taking account of any collateral and other credit enhancements

The following table shows the maximum exposure to credit risk which represents a worst case scenario of credit risk exposure, without taking account of any collateral held or other credit enhancements attached. The amount and type of collateral required depends on an assessment of the credit risk of the counterparty. Guidelines are implemented regarding the acceptability of types of collateral and valuation parameters.

| Parent       |                        | Grou                      | ıp                    |           |  |
|--------------|------------------------|---------------------------|-----------------------|-----------|--|
| Gross maximu | Gross maximum exposure |                           | Gross maximum exposur |           |  |
| 2011         | 2012                   |                           | 2012                  | 2011      |  |
| 316,627      | 279,430                | Cash and short-term funds | 806,035               | 484,623   |  |
| <u></u>      | 22                     | Fixed deposits            | 26,586                | 21,390    |  |
| 640,543      | 761,212                | Net leases                | 760,866               | 640,089   |  |
| 436,144      | 401,598                | Loans and advances        | 501,575               | 521,905   |  |
| 982,642      | 575,514                | Investment securities     | 2,470,384             | 2,739,258 |  |
| 18,316       | 7,468                  | Interest receivable       | 26,908                | 42,051    |  |
| _            | _                      | Insurance receivables     | 47,328                | 37,082    |  |
|              |                        | Reinsurance assets        | 84,579                | 125,138   |  |
| 2,394,272    | 2,025,222              |                           | 4,724,261             | 4,611,536 |  |
| 3,265        | 612                    | Contingent liabilities    | 612                   | 3,265     |  |
|              | , i = -                | Mortgages with recourse   | 104                   | 104       |  |
|              |                        | Commitments               | 18                    | 16,612    |  |
| 2,397,537    | 2,025,834              |                           | 4,724,995             | 4,631,517 |  |

The main types of collateral obtained are as follows:

- · For hire purchase and leases charges over auto vehicles and industrial and general equipment;
- For reverse repurchase transactions cash and securities;
- For corporate loans charges over real estate property, industrial equipment, inventory and trade receivables:
- For mortgage loans mortgages over commercial and residential properties.



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### 39. Risk management (continued)

### Cash and short-term funds and fixed deposits

These funds are placed with highly rated local banks and Central Banks within the Caribbean region where the Group transacts business. In addition, cash is held by international financial institutions with which the Group has relationships as custodians or fund managers. All custodians and fund managers are highly rated by Moody's and have been classified with a 'stable' outlook. Management therefore considers the risk of default of these counterparties to be very low.

### Net investment in leased assets and other installment loans, mortgages and policy loans

These leases and loans are individually insignificant. With the exception of policy loans, these facilities are typically secured by the related asset. Policy loans are lent up to the maximum cash surrender value of the policy to which it relates, and therefore there is no risk of loss to the Group.

An aging analysis of these facilities is as follows:

|              |         | In Arrears |            |            |         |         |
|--------------|---------|------------|------------|------------|---------|---------|
|              | Current | 1-30 days  | 31-60 days | 61-90 days | Over 90 | Total   |
|              |         |            |            |            | days    |         |
| Parent       |         |            |            |            |         |         |
| 2012         | 694,589 | 52,646     | 9,215      | 1,689      | 3,073   | 761,212 |
| 2011         | 577,947 | 51,747     | 7,067      | 2,009      | 1,773   | 640,543 |
| Group        |         |            |            |            |         |         |
| 2012         |         |            |            |            |         |         |
| Net leases   | 694,401 | 52,488     | 9,215      | 1,689      | 3,073   | 760,866 |
| Mortgages    | 73,914  | 11,555     | 3,271      | 3          | 368     | 89,111  |
| Policy loans | 10,866  |            |            |            |         | 10,866  |
|              | 779,181 | 64,043     | 12,486     | 1,692      | 3,441   | 860,843 |
| 2011         |         |            |            |            |         |         |
| Net leases   | 577,493 | 51,747     | 7,067      | 2,009      | 1,773   | 640,089 |
| Mortgages    | 67,769  | -          | 2,113      | 1,516      | 3,283   | 74,681  |
| Policy loans | 11,081  |            |            |            |         | 11,081  |
|              | 656,343 | 51,747     | 9,180      | 3,525      | 5,056   | 725,851 |



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 39. Risk management (continued)

### Other loans and advances

The credit quality of other loans and advances has been analysed into the following categories:

High grade These facilities are current and have been serviced in accordance with the loan

agreements. In addition, these loans are well secured typically by mortgages over properties in desirable locations, or shares in publicly traded companies on the local stock exchange. Also included in this category are loans with

Related Parties which meet all of the above criteria.

Standard These facilities are current and have been serviced in accordance with the loan

agreements.

Special monitoring These are loans that are typically not serviced on time, but are in arrears for

less than 90 days. Payments are normally received after follow up with the

client.

Sub-standard These facilities are either greater than 90 days in arrears but are not considered

to be impaired, or have been restructured in the past financial year.

Impaired These facilities are non-performing.

### **Parent**

|      | High grade | Standard | Special<br>monitoring | Sub-<br>standard | Impaired | Total   |
|------|------------|----------|-----------------------|------------------|----------|---------|
| 2012 | 233,782    | 155,449  | _                     | 12,367           | _        | 401,598 |
| 2011 | 408,290    | 15,504   | _                     | 12,350           | _        | 436,144 |

### Investment debt securities

The credit quality of investment debt securities has been analyzed into the following categories:

High grade These include Regional Sovereign Debt Securities issued directly or through a

state intermediary body where there has been no history of default.

Standard These securities are current and have been serviced in accordance with the

terms and conditions of the underlying agreements. In addition, included in this category are securities issued by related parties and fellow subsidiaries

within the ANSA McAL Group of companies.

Sub-standard These securities are either greater than 90 days in arrears but are not

considered to be impaired, or have been restructured in the past financial year.

Impaired These securities are non-performing.



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### 39. Risk management (continued)

### Investment debt securities (continued)

|        |            |           | Sub-     |          |           |
|--------|------------|-----------|----------|----------|-----------|
|        | High grade | Standard  | standard | Impaired | Total     |
| Parent |            |           |          |          |           |
| 2012   | 157,518    | 325,475   | 65,853   | 26,668   | 575,514   |
| 2011   | 361,137    | 528,491   | 33,615   | 59,399   | 982,642   |
| Group  |            |           |          |          |           |
| 2012   | 1,114,710  | 1,209,380 | 79,460   | 66,834   | 2,470,384 |
| 2011   | 1,009,498  | 1,557,901 | 107,346  | 64,513   | 2,739,258 |

### Insurance receivablesg

An aged analysis of insurance receivables held by the Group is as follows:

|  | Up to 45 days | 45-90 days | Over 90 days | Total           |
|--|---------------|------------|--------------|-----------------|
| 2012   |               |            |              |                 |
| Gross premiums receivable                            | 22,307        | 4,298      | 16,120       | 42,725          |
| Provision for premiums receivables Gross reinsurance | _             | _          | (5,048)      | (5,048)         |
| receivables  | 1,045         | 210        | 9,478        | 10,733          |
| Provision for reinsurance                            |               |            |              | (F) (F) (F) (F) |
| receivables  |               |            | (1,082)      | (1,082)         |
|  | 23,352        | 4,508      | 19,468       | 47,328          |
| 2011   |               |            |              |                 |
| Gross premiums receivable                            | 7,486         | 4,101      | 23,756       | 35,343          |
| Provision for premiums                               |               |            |              |                 |
| receivables  | 1 <u>—</u> 1  | _          | (4,923)      | (4,923)         |
| Gross reinsurance                                    |               |            |              |                 |
| receivables  | 2,695         | 62         | 4,987        | 7,744           |
| Provision for reinsurance receivables                |               |            | (1,082)      | (1,082)         |
|  | 10,181        | 4,163      | 22,738       | 37,082          |





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### 39. Risk management (continued)

#### Interest rate risk

Interest rate risk arises from the possibility that changes in interest rates will affect future cash flows or the fair values of financial instruments. The Group manages its interest rate exposure by offering fixed rates on its funding instruments over the respective term. On the lending side, loans will be granted at fixed rates over specified periods. As interest rates on both deposits and loans remain fixed over their lives, the risk of fluctuations in market conditions is mitigated.

Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. The Group takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on both its fair value and cash flow risks. Interest margins may increase as a result of such changes but may reduce losses in the event that unexpected movements arise. The Board sets limits on the level of mismatch of interest rate repricing that may be undertaken, which is monitored daily by the Group Treasury department.

The table below demonstrates the sensitivity to a reasonably possible change in interest rates on the Group's income with all other variables held constant. The sensitivity of income is the effect of the assumed changes in interest rates on the income for one year, based on the floating rate non-trading financial assets and financial liabilities held at 31 December.

|        | 8 <u>4 -</u>           | Sensitivity of in | come    |
|--------|------------------------|-------------------|---------|
|        | Change in basis points | 2012              | 2011    |
| Parent | + 100                  | 200               | 1,745   |
|        | - 100                  | (200)             | (1,745) |
| Group  | + 100                  | 25,635            | 21,191  |
|        | - 100                  | (25,635)          | 21,191  |

#### Currency risk

The Group takes on exposure to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows. Currency risk is the risk that the value of a financial instrument will fluctuate due to changes in foreign exchange rates. The Board sets limits on the level of exposure by currency and in aggregate for both overnight and intra-day positions, which are monitored daily. The tables on the following pages indicate the currencies to which the Parent and Group had significant exposure at 31 December on its monetary assets and liabilities. The analysis also calculates the effects of a reasonably possible movement of each currency rate against the Trinidad and Tobago dollar, with other variables held constant.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 39. Risk management (continued)

### Currency risk (continued)

| Parent                        | USD            | EURO              | JPY        | OTHER              | TOTAL   |
|-------------------------------|----------------|-------------------|------------|--------------------|---------|
| 2012                          |                |                   |            |                    |         |
| Cash and short-term funds     | 228,156        | 2,102             | 47         | 1,442              | 231,747 |
| Loans and advances            | 227,374        | <u>174</u> 7      | <u> 22</u> | _                  | 227,374 |
| Investment securities         | 373,906        | 35,465            | -          | 4,777              | 414,148 |
| Interest receivable           | 5,289          | <u> </u>          | _          | 46                 | 5,335   |
| Total financial assets        | 834,725        | 37,567            | 47         | 6,265              | 878,604 |
| Customers' deposits and other |                |                   |            |                    |         |
| funding instruments           | 238,551        | <del>577</del> 21 | ===        | V <del>.=</del> 00 | 238,551 |
| Debt securities               | 319,073        |                   | _          |                    | 319,073 |
| Total financial liabilities   | 557,624        |                   | _          |                    | 557,624 |
| Net currency risk exposure    | <u>277,101</u> | 37,567            | 47         | 6,265              | 320,980 |
| Reasonably possible change in |                |                   |            |                    |         |
| currency rate                 | 5%             | 5%                | 5%         | 5%                 | 5%      |
| Effect on profit before tax   | 13,855         | 1,878             | 2          | 313                | 16,049  |
| 2011                          |                |                   |            |                    |         |
| Cash and short-term funds     | 182,233        | 23                | 46         | 137                | 182,439 |
| Loans and advances            | 234,815        | -                 | =          | ·                  | 234,815 |
| Investment securities         | 504,196        | 41,119            | _          |                    | 545,315 |
| Total financial assets        | 921,244        | 41,142            | 46         | 137                | 962,569 |
| Customers' deposits and other |                |                   |            |                    |         |
| funding instruments           | 732,760        |                   | _          |                    | 732,760 |
| Total financial liabilities   | 732,760        |                   |            |                    | 732,760 |
| Net currency risk exposure    | 188,484        | 41,142            | 46         | 137                | 229,809 |
| Reasonably possible change in |                |                   |            |                    |         |
| currency rate                 | 5%             | 5%                | 5%         | 5%                 | 5%      |
| Effect on profit before tax   | 9,424          | 2,057             | 2          |                    | 11,490  |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 39. Risk management (continued)

Currency risk (continued)

| ( | , | r | 0 | u | p |
|---|---|---|---|---|---|
|   |   |   |   |   |   |

| 2012                          | USD       | BDS     | EURO  | OTHER  | TOTAL     |
|-------------------------------|-----------|---------|-------|--------|-----------|
| Cash and short-term funds     | 371,633   | 3,184   | 2,102 | 2,069  | 378,988   |
| Fixed deposits                | -         | 22,255  | _     | 4,331  | 26,586    |
| Loans and advances            | 227,799   | -       | _     | _      | 227,799   |
| Investment securities         | 1,040,740 | 22,573  | -     | 6,550  | 1,069,863 |
| Interest receivable           | 7,938     | 609     | _     | 128    | 8,675     |
| Insurance receivables         | 3,544     | 15,049  |       |        | 18,593    |
| Total financial assets        | 1,651,654 | 63,670  | 2,102 | 13,078 | 1,730,504 |
| Customers' deposits and other |           |         |       |        |           |
| funding instruments           | 238,551   | _       | _     | _      | 238,551   |
| Bank overdraft                | 319,073   | <u></u> |       |        | 319,073   |
| Total financial liabilities   | 557,624   | _       | _     | _      | 557,624   |
| Net currency risk exposure    | 1,094,030 | 63,670  | 2,102 | 13,078 | 1,172,880 |
| Reasonably possible change in |           |         |       |        |           |
| currency rate                 | 5%        | 5%      | 5%    | 5%     | 5%        |
| Effect on profit before tax   | 54,701    | 3,184   | 105   | 654    | 58,644    |
| 2011                          |           |         |       |        |           |
| Cash and short-term funds     | 256,418   | 15,707  | 23    | 669    | 272,817   |
| Fixed deposits                | _         | 14,832  | _     | 4,436  | 19,268    |
| Loans and advances            | 234,815   | _       | _     |        | 234,815   |
| Investment securities         | 1,123,169 | 23,468  | 2,323 | 3,445  | 1,152,405 |
| Insurance receivables         | 1,282     | 11,488  |       |        | 12,770    |
| Total financial assets        | 1,615,684 | 65,495  | 2,346 | 8,550  | 1,692,075 |
| Financial liabilities         |           |         |       |        |           |
| Customers' deposits and other |           |         |       |        |           |
| funding instruments           | 665,825   |         |       |        | 665,825   |
| Total financial liabilities   | 665,825   |         |       |        | 665,825   |
| Net currency risk exposure    | 949,859   | 65,495  | 2,346 | 8,550  | 1,026,250 |
| Reasonably possible change in |           |         |       |        |           |
| currency rate                 | 5%        | 5%      | 5%    | 5%     | 5%        |
| Effect on profit before tax   | 47,493    | 3,275   | 117   | 428    | 51,313    |



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### 39. Risk management (continued)

### Liquidity risk

Liquidity risk is the risk that the Group may encounter difficulty in meeting obligations associated with financial instruments when they fall due under normal and stress circumstances. To mitigate this risk, Management has arranged diversified funding sources in addition to its core deposit base, manages assets with liquidity in mind and monitors future cash flows and liquidity on a daily basis. This incorporates an assessment of expected cash flows and the availability of high grade collateral which could be used to secure additional funding if required.

The Group sources funds for the provision of liquidity from three main sources; retail and wholesale deposits, funding instruments and the capital markets. A substantial portion of the funding for the Group is provided by core deposits and premium income. The Group maintains a core funding base which can be drawn on to meet immediate liquidity needs. Facilities are also established with correspondent banks, which can provide additional liquidity if conditions demand.

The matching and controlled mismatching of the maturities and interest rates of assets and liabilities are fundamental to the management of the Group. The Group employs various asset/liability techniques to manage liquidity gaps. Liquidity gaps are mitigated by the marketable nature of a substantial segment of the Group's assets as well as generating sufficient cash from new and renewed customer deposits and insurance policies.

Analysis of financial liabilities by remaining contractual maturities

The table below summarises the maturity profile of the Group's financial liabilities as at 31 December 2012 and 2011, based on contractual undiscounted repayment obligations, over the remaining life of those liabilities.

|   | Up to one | Two to five      | Over five |           |
|---|-----------|------------------|-----------|-----------|
| Parent  | year      | years            | years     | Total     |
| 2012  |           |                  |           |           |
| Customers' deposits and other funding instruments | 834,154   | 91,494           | -         | 925,648   |
| Bank overdraft                                    | 9,343     | 77 <del>4-</del> | _         | 9,343     |
| Debt securities in issue                          |           | 573,351          | 95,722    | 669,073   |
|   | 843,497   | 664,845          | 95,722    | 1,604,064 |
| 2011  |           |                  |           |           |
| Customers' deposits and other funding instruments | 861,169   | 403,748          | 12,951    | 1,277,868 |
| Bank overdraft                                    | 52,611    |                  | _         | 52,611    |
| Debt securities in issue                          |           | 574,326          | 183,528   | 757,854   |
|   | 913,780   | 978,074          | 196,479   | 2,088,333 |





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### 39. Risk management (continued)

### Liquidity risk (continued)

Analysis of financial liabilities by remaining contractual maturities (continued)

|                               | Up to     | Two to five | Over five |           |
|-------------------------------|-----------|-------------|-----------|-----------|
| Group                         | one year  | years       | years     | Total     |
| 2012                          |           |             |           |           |
| Customers' deposits and other |           |             |           |           |
| funding instruments           | 1,744,096 | 23,325      |           | 1,767,421 |
| Bank overdraft                | 9,343     | 2           | <u></u>   | 9,343     |
| Debt securities in issue      | _         | 573,351     | 95,722    | 669,073   |
| Investment contracts          | 160,150   |             |           | 160,150   |
|                               | 1,913,589 | 596,676     | 95,722    | 2,605,987 |
| 2011                          |           |             |           |           |
| Customers' deposits and other |           |             |           |           |
| funding instruments           | 1,670,993 | 96,798      | -         | 1,767,792 |
| Bank overdraft                | 55,871    | -           |           | 55,871    |
| Debt securities in issue      | _         | 574,326     | 183,528   | 757,854   |
| Investment contracts          | 156,795   | <u> </u>    | <u> </u>  | 156,795   |
|                               | 1,883,659 | 671,124     | 183,528   | 2,738,312 |

### Equity price risk

Equity price risk is the risk that the fair values of equities will decrease as the result of decrease in equity indices and the value of individual stocks. The non-trading equity price risk exposure arises from the Group's investment portfolio. The effect on income will arise as a result of the change in fair value of equity instruments categorised as fair value through the statement of income. The effect on income at 31 December due to a reasonably possible change in equity indices, with all other variables held constant, is as follows:

| Market indices | Change in equity price | Effect on income |        |
|----------------|------------------------|------------------|--------|
|                | %                      | 2012             | 2011   |
| Parent         |                        |                  |        |
| TTSE           | +/- 3                  | 223              | 3      |
| S&P 500        | +/- 8                  | 20               | 713    |
| Group          |                        |                  |        |
| TTSE           | +/- 3                  | 7,743            | 6,925  |
| S&P 500        | +/- 8                  | 3,531            | 13,881 |



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 40. Capital management

The primary objectives of the Group's capital management policy are to ensure that the Group complies with externally imposed capital requirements and that the Group maintains strong credit ratings and healthy capital ratios in order to support its business and to maximise shareholder value.

When managing capital which is a broader concept than the 'equity' in the statement of financial position the objectives of the Parent and its subsidiaries are:

- To comply with the capital requirements set by the regulators of the markets where the parent and its subsidiaries operate;
- To safeguard the parent and the subsidiaries' ability to continue as a going concern so that they can
  continue to provide returns for shareholders and benefits for other stakeholders; and
- To maintain a strong capital base to support the development of its business.

Capital adequacy and the use of regulatory capital are monitored monthly by Management, employing techniques based on the guidelines developed and implemented by the Central Bank of Trinidad & Tobago for supervisory purposes. The required information is filed with the Central Bank on a monthly basis.

The Central Bank requires each bank or banking group to: (a) hold the minimum level of the regulatory capital of \$15 million, and (b) maintain a ratio of total regulatory capital to the risk-weighted asset (the 'Basel ratio') at or above the internationally agreed minimum of 8%.

In each country in which the Group's insurance subsidiaries operates, the local insurance regulator indicates the required minimum amount and type of capital that must be held by each of the subsidiaries in addition to their insurance liabilities. The Group is subject to the insurance solvency regulations in all the territories in which it issues insurance contracts. The minimum required capital must be maintained at all times throughout the year.

For 2012 and 2011, the Parent and its subsidiaries complied with all of the externally imposed capital and funding requirements to which they are subject at the date of this report.





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 41. Maturity analysis of assets and liabilities

The table below shows an analysis of assets and liabilities analysed according to when they are expected to be recovered or settled based on contractual undiscounted cashflows.

| Parent                 |                 | 2012      |           |         | 2011      |           |
|------------------------|-----------------|-----------|-----------|---------|-----------|-----------|
|                        | Less            |           |           | Less    |           |           |
|                        | than 12         | Over 12   |           | than 12 | Over 12   |           |
|                        | months          | months    | Total     | months  | months    | Total     |
| Assets                 |                 |           |           |         |           |           |
| Cash and short-term    |                 |           |           |         |           |           |
| funds                  | 279,430         |           | 279,430   | 316,627 |           | 316,627   |
| Net leases             | 68,571          | 692,641   | 761,212   | 51,186  | 589,357   | 640,543   |
| Loans and advances     | 318,914         | 82,684    | 401,598   | 221,924 | 214,220   | 436,144   |
| Investment securities  | 107,020         | 532,557   | 639,577   | 90,370  | 962,597   | 1,052,967 |
| Interest receivable    | 7,468           | -         | 7,468     | 18,316  |           | 18,316    |
| Other debtors and      |                 |           |           |         |           |           |
| prepayments            | 9,932           |           | 9,932     | 14,869  | -         | 14,869    |
| Taxation recoverable   | 11,163          |           | 11,163    | 4,559   | -         | 4,559     |
| Investment in          |                 |           |           |         |           |           |
| subsidiaries           |                 | 632,500   | 632,500   | _       | 632,500   | 632,500   |
| Property and           |                 |           |           |         |           |           |
| equipment              | 2,000           | 4,229     | 4,229     | -       | 3,448     | 3,448     |
| Deferred tax asset     | -               | 915       | 915       |         | 2,253     | 2,253     |
| Employee benefit       |                 | 8,507     | 8,507     |         | 8,100     | 8,100     |
| Total assets           | 802,498         | 1,954,033 | 2,756,531 | 717,851 | 2,412,475 | 3,130,326 |
| Liabilities            |                 |           |           |         |           |           |
| Customers' deposits    | 849,734         | 75,914    | 925,648   | 861,169 | 416,699   | 1,277,868 |
| Bank overdraft         | 9,343           | -         | 9,343     | 52,611  | —         | 52,611    |
| Accrued interest       | 8               |           |           |         |           |           |
| and other payables     | 119,607         | 8=3       | 119,607   | 47,822  |           | 47,822    |
| Debt securities in     |                 |           |           |         |           |           |
| issue                  | $(x) \mapsto x$ | 669,073   | 669,073   | -       | 757,854   | 757,854   |
| Deferred tax liability | 10-             | 22,343    | 22,343    |         | 8,886     | 8,886     |
| Employee benefit       |                 |           |           |         |           |           |
| obligation             |                 | 434       | 434       |         | 380       | 380       |
| Total liabilities      | 978,684         | 767,764   | 1,746,448 | 961,602 | 1,183,819 | 2,145,421 |





For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 41. Maturity analysis of assets and liabilities (continued)

| Group                  | 2012      |   |           | 2011      |           |            |
|------------------------|-----------|---|-----------|-----------|-----------|------------|
|                        | Less      |   |           | Less      |           |            |
|                        | than 12   | Over 12                                 |           | than 12   | Over 12   |            |
|                        | months    | months                                  | Total     | months    | months    | Total      |
| Assets                 |           |   |           |           |           |            |
| Cash and short-term    | 806,035   |   | 806,035   | 484,623   |           | 484,623    |
| Fixed deposits         | 26,586    | _                                       | 26,586    | 21,390    | _         | 21,390     |
| Net leases             | 68,571    | 692,295                                 | 760,866   | 51,186    | 588,903   | 640,089    |
| Loans and advances     | 318,982   | 182,593                                 | 501,575   | 221,988   | 299,917   | 521,905    |
| Investment securities  | 877,331   | 1,948,906                               | 2,826,237 | 937,323   | 2,205,538 | 3,142,861  |
| Interest receivable    | 26,908    |   | 26,908    | 42,051    |           | 42,051     |
| Insurance receivables  | 47,328    |   | 47,328    | 37,082    |           | 37,082     |
| Other debtors and      |           |   |           |           |           | 0.000      |
| prepayments            | 33,230    | -                                       | 33,230    | 43,016    | · ·       | 43,016     |
| Reinsurance assets     | 76,879    | 7,700                                   | 84,579    | 125,138   |           | 125,138    |
| Taxation recoverable   | 12,373    | _                                       | 12,373    | 5,158     |           | 5,158      |
| Investment properties  |           | 128,943                                 | 128,943   | -         | 119,469   | 119,469    |
| Property and           |           |   |           |           |           |            |
| equipment              |           | 36,738                                  | 36,738    | <u>-</u>  | 35,506    | 35,506     |
| Goodwill               | _         | 133,762                                 | 133,762   |           | 133,762   | 133,762    |
| Deferred tax asset     |           | 11,192                                  | 11,192    |           | 9,364     | 9,364      |
| Employee benefit       |           |   |           |           |           | 10.80000   |
| asset                  |           | 95,002                                  | 95,002    |           | 87,635    | 87,635     |
| Total assets           | 2,294,224 | 3,237,130                               | 5,531,354 | 1,968,955 | 3,480,094 | 5,449,049  |
| Liabilities            |           |   |           |           |           |            |
| Customers' deposits    | 1,744,096 | 23,325                                  | 1,767,421 | 1,670,994 | 96,798    | 1,767,792  |
| Debt securities in     |           |   |           |           |           |            |
| issue                  |           | 669,073                                 | 669,073   |           | 757,854   | 757,854    |
| Bank overdraft         | 9,343     |   | 9,343     | 55,871    |           | 55,871     |
| Accrued interest       |           |   |           |           |           |            |
| and other payables     | 172,971   | 8=8                                     | 172,971   | 82,707    |           | 82,707     |
| Taxation payable       | 2,945     | 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - | 2,945     | 2,666     |           | 2,666      |
| Deferred tax liability |           | 138,597                                 | 138,597   |           | 119,121   | 119,121    |
| Employee benefit       |           |   |           |           |           |            |
| obligation             |           | 3,548                                   | 3,548     |           | 3,129     | 3,129      |
| Investment contract    |           |   |           |           |           |            |
| liabilities            | 160,150   | 8=8                                     | 160,150   | 156,795   | · ·       | 156,795    |
| Insurance contract     |           |   |           |           |           |            |
| liabilities            | 286,753   | 793,371                                 | 1,080,124 | 333,015   | 723,094   | _1,056,109 |
| Total liabilities      | 2,376,258 | 1,627,914                               | 4,004,172 | 2,302,048 | 1,699,996 | 4,002,044  |



For the year ended 31st December 2012 (Expressed in Thousands of Trinidad and Tobago dollars)

### 42. Capital commitments

| Parer | ıt   |                       | Group | )      |
|-------|------|-----------------------|-------|--------|
| 2011  | 2012 |                       | 2012  | 2011   |
|       |      | Capital commitments   |       |        |
| -     | _    | Contracts outstanding | 18    | 16,612 |

### 43. Contingent liabilities

### (i) Customers' liability under acceptances, guarantees, indemnities and letters of credit

The Group's potential liability, for which there are equal and offsetting claims, against its customers in the event of a call on these commitments is as follows:

| Parei | nt   |             | Group | p     |
|-------|------|-------------|-------|-------|
| 2011  | 2012 |             | 2012  | 2011  |
| 3,265 | 612  | Acceptances | 612   | 3,265 |

### (ii) Litigation

At 31 December 2012, there were certain legal proceedings outstanding against the Group. Provisions have been established as indicated necessary based on professional advice received.

### 44. Proposed dividends

The Board of Directors declared a final dividend of \$0.70 (2011: \$0.70) per share for the year ended 31 December 2012. This dividend amounting to \$59,924 (2011: \$59,924) is not recorded as a liability in the statement of financial position.

### 45. Subsequent events

As at 1 January 2013, the Bank entered into an agreement to acquire 100% of Consolidated Finance Company Limited, which will become a subsidiary of the Bank and form part of the Bank Group. The details of the acquisition are expected to be completed within the first half of 2013.





# Our Leadership Team Reliable Financial Solutions









ANSA MERCHANT BANK ANNUAL REPORT 2012

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### **Board of Directors**

Anthony N. Sabga (Chairman)
Ray A. Sumairsingh (Deputy Chairman)
Gregory N. Hill (Managing Director)
Kathleen Galy
Chip Sa Gomes
Judy Chang
Timothy Hamel-Smith
Jeremy Matouk
Nicholas W. S. Owen
Ian E. Welch

### Corporate Secretary

Nigel Edwards

### Management Team

Melissa Deo-Mohammed – Chief Financial Officer Robert I. Ferreira – Manager Risk Ian Chin- Corporate Manager, Merchant Banking Randy Cyrus – Transaction & Advisory Manager Carla Kelshall – Manager Investments Kennedy Sammy – Corporate Manager Collections Arnand Ramlal – Manager, San Fernando Branch Aaron Armoogam–Manager, Grand Bazaar Branch

### Registered Office

ANSA Centre, 11A Maraval Road Port of Spain

### Registrar & Transfer Office

W. Keith Welch 11<sup>th</sup> Floor, TATIL Building 11A Maraval Road Port of Spain

### Head Office

ANSA Centre, 11A Maraval Road Port of Spain

### **Branch Offices**

ANSA Mc AL Centre 25 Royal Road San Fernando

Building L, First Floor Grand Bazaar Mall Valsayn

### Classes of Business

- 1. Confirming House/Acceptance House
- 2. Finance House/Finance Company
- 3. Leasing Corporation
- 4. Mortgage Institution
- 5. Merchant Bank
- Trust Company
- 7. Unit Trust
- 8. Financial Services

### Auditors

Ernst & Young 5/7 Sweet Briar Road Port of Spain

### Principal Bankers

Republic Bank Limited 59 Independence Square Port of Spain

### Attorneys at Law

M. Hamel-Smith & Co. Eleven Albion Cor. Dere & Albion Streets Port of Spain

J.D. Sellier & Co. 129-131 Abereromby Street Port of Spain

### **Audit Committee**

Judy Chang Timothy Hamel-Smith Jeremy Matouk Nicholas W. S. Owen

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#### BOUNDLESS FAITH

### Tatil & Tatil Life Assurance Limited

Corporate Information

### Board of Directors

Anthony N. Sabga (Chairman)
Ray A. Sumairsingh (Deputy Chairman)
M. Musa Ibrahim (Managing Director, Tatil)
Nigel Edwards (Chief Executive, Tatil Life)
Chip Sa Ginnes
Genry Brooks
W. David Clarke
Dr. Michael A. Moses (Tatil Life)
Irez Sinanan
Michael Andrews

### Corporate Secretary

Ronald Lai Fang

### Management Team Tatil

Vijay Seudath - Technical Manager
Sarira Parsad - Manager Legal and Compliance
Daran Seondarsingh - Manager Finance
Ricardo St. Cyr - Manager Claims
Gary Chung - Operations Manager
Derek Jindar - Manager, Group Risk
Joseph Elias - Asst Manager, non-Motor Claims
Andy Livingston - Manager Motor Claims
Padma Ramesh - Manager, Accident & Health
Mokesh Saroop - Manager, Corporate Sales and
Agents Compliance

### Vlanagement Team Tatil Life

Stafford Yorke – GM - Agencies
Michelle Newallo – Finance Manager
Ulric Miller – Chief Risk Officer
Feyand Khan - Manager, Actuary
Claudine Allert - Life Operations Manager
Allison Scales - Lead, Sales Administration
Erica Ortiz - Manager, Client Services

### Registered Office

11 Marayal Road. Port of Spain

### Principal Bankers

Republic Bank Limited 59 Incependence Square Port of Spain

#### Auditors

Ernst & Young 5/7 Sweet Brian Road Port of Spain

### Attorneys at Law

J. D. Sellier & Co. 129-131 Abereromby Street Port of Spain

Pollonais, Blanc, de La Bastide & Jacolon 17-19 Pembroke Street Port of Spain

### **Audit Committee**

W. David Clarke (Chairman) Ray A. Sumairsingh Inez Sinanan Michal Andrews

#### Branch Offices

67 Independence Square Port of Spain

Cor. Green & Cocorite Streets Arima

Mid Centre Mall Chaguanas

Grand Bazaar Valsayn

13A Quenca Street San Fernando

ANSA MeAL Centre 25 Royal Road San Fernando

ANSA McAL Building Milford Road Scarborough, Tobago

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## Directors' and Substantial Interests

ANSA MERCHANT BANK ANNUAL REPORT 2012

|                       | March 31, 2012 | March 31, 2013 |
|-----------------------|----------------|----------------|
|                       | Beneficial     | Beneficial     |
|                       |                |                |
| Anthony N. Sabga, CMT | 0              | 0              |
| Ray A. Sumairsingh    | 2,000          | 2,000          |
| Chip Sa Gomes         | 4,000          | 5,000          |
| Gregory Hill          | 0              | 0              |
| Kathleen Galy         | 0              | 0              |
| Timothy Hamel-Smith   | 0              | 0              |
| Judy Chang            | 0              | 0              |
| Jeremy Matouk         | 3,202          | 3,202          |
| Nicholas W. S. Owen   | 0              | 0              |
| Ian E. Welch          | 0              | 0              |

### NOTES:

(a) Dr. Anthony N. Sabga has a beneficial interest in ANSA INVESTMENTS LIMITED, the major shareholder of ANSA McAL LTD.

SUBSTANTIAL INTERESTS

Shares of no par value as at March 31, 2013

ANSA McAL Limited 70,605,263

A substantial interest means a holding of one-twentieth or more of the issued shares of the Company.

The Directors present their report and Statement of Accounts for the year ended December 31, 2012.

Report of the Directors

| FINANCIAL RESULTS FOR THE YEAR           | \$000       | \$000    |
|--|-------------|----------|
| Profit attributable to shareholders      |             | 149,620  |
| Dividends on ordinary shares             |             |          |
| - Final paid (2011) - 75€                | (59,884)    |          |
| - Interim paid - 15¢                     | (12,840)    |          |
|  |             | (72,724) |
| Transfer to Statutory Reserve            |             | (16,440) |
| Transfer to General contingency reserves |             | (1,005)  |
| Other Life Insurance Movements           |             | (2,315)  |
| Other reserve Movements                  |             | 3,570    |
|  | <del></del> | 60,706   |
| Adjusted prior year balance              |             | 653,348  |
| Retained profits at the end of the year  |             | 714,054  |

### DIVIDENDS

The Directors declared a final dividend of 70¢ per ordinary share, which, with the interim of 15¢ already paid, makes a total of 85¢ for the year. The final dividend will be paid on May 24, 2013 to members on the register of shareholders at May 16, 2013.

### DIRECTORS

Pursuant to paragraph 4.4 of By-Law No. 1 of the Bank, Messrs Anthony N. Sabga, Ray A. Sumairsingh, Timothy Hamel-Smith, Jeremy Matouk, Nicholas W. S. Owen, and Ian E. Welch elected at the last Annual Meeting, together with Mr. Chip Sa Gomes, retire and, being eligible, offer themselves for re-election.

Pursuant to paragraph 4.3 of By-Law No. 1 of the Company, the Directors propose that Mrs. Kathleen Galy and Judy Chang be elected as Directors.

#### AUDITORS

Auditors, Ernst & Young, have expressed their willingness to continue in office and offer themselves for re-election.

BY ORDER OF THE BOARD

Nigel Edwards Corporate Secretary

> ANSA Centre 11 Maraval Road Port of Spain April 15, 2013

# Notice of Annual Meeting of Shareholders

ANSA MERCHANT BANK ANNUAL REPORT 2012

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NOTICE IS HEREBY GIVEN that the Thirty Fifth Annual Meeting of Shareholders of ANSA MERCHANT BANK LIMITED will be held at the ANSA MeAL Board Room, 10<sup>th</sup> Floor, Tatil Building, 11A Maraval Road, Port of Spain on Wednesday May 22, 2013 at 4:00 p.m. for the following purpose:

### ORDINARY BUSINESS

- To receive and consider the Report of the Directors and the Audited Financial Statements for the financial year ended December 31, 2012 together with the Report of the Auditors and to note the final dividend.
- To elect Directors.
- 3. To appoint the Auditors and to authorize the Directors to fix their remuneration.

DATED at Port of Spain, Trinidad, this 15th day of April, 2013

BY ORDER OF THE BOARD

Nigel Edwards Corporate Secretary

### NOTES

- 1. No service contracts were entered into between the Company and any of its Directors.
- A member of the company entitled to attend and vote at the above meeting is entitled to appoint proxy to attend and vote in his or her stead. Such proxy need not also be a member of the Company.
- Attached is a Proxy Form which must be completed, signed and deposited with the Corporate Secretary of the Company not less than 48 hours before the time fixed for holding the Meeting.

# Management Proxy Calendar

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BOUNDLESS FAITH

1. NAME OF COMPANY: ANSA Merchant Bank Limited COMPANY NO: A – 350 (c)

### 2. PARTICULARS OF MEETING:

The Thirty Fifth Annual Meeting of the Company to be held at the ANSA McAL Board Room, 10<sup>th</sup> Floor, Tatil Building, 11A Maraval Road, Port of Spain, Wednesday May 22, 2013 at 4:00pm

### SOLICITATION:

It is intended to vote the Proxy solicited hereby (unless the Shareholder(s) directs otherwise) in favour of all resolutions therein.

### ANY DIRECTOR'S STATEMENT SUBMITTED PURSUANT TO SECTION 76 (2): No statement has been received from any Director pursuant to Section 76 (2) of The Companies Act, 1995.

### ANY AUDITOR'S STATEMENT SUBMITTED PURSUANT TO SECTION 171 (1): No statement has been received from the Auditors of the Company pursuant to Section 171 (1) of The Companies Act, 1995.

### ANY SHAREHOLDER'S PROPOSAL AND/OR STATEMENT SUBMITTED PURSUANT TO SECTIONS 116 (a) AND 117 (2);

No proposal has been received from any shareholder pursuant to Sections 116 (a) and 117 (2) of The Companies Act, 1995.

| DATE           | NAME AND TITLE                       | SIGNATURE |
|----------------|--------------------------------------|-----------|
| April 15, 2013 | Nigel Edwards<br>Corporate Secretary | plu-l     |

# Form of Proxy

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REPUBLIC OF TRINIDAD AND TOBAGO. THE COMPANIES ACT, 1995. [SECTION 144]

|                               | being a   |
|-------------------------------|---|
| member/members of ANSA        | Merchant Bank Limited hereby appoint Dr. Anthony N.           |
| Sabga of Port of Spain, or fa | iling him Mr. Ray A. Sumairsingh of Port of Spain, or failing |
|                               |   |
| held on Wednesday, May 22     | , 2013 and at any adjournment thereof.                        |
| Dated this                    | day of  |
| Signed                        |   |

### PLEASE INDICATE WITH AN "X" IN THE SPACES BELOW HOW YOU WISH YOUR VOTES TO BE CAST.

- 1. To receive the Directors' Report and Financial Statements.
- 2. To elect the following Directors in place of those retiring:
  - Dr. Anthony N. Sabga
  - Mr. Ray A. Sumairsingh
  - Mr. Chip Sa Gomes
  - Mr. Timothy Hamel-Smith
  - Mr. Jeremy Matouk
  - Mr. Nicholas W.S. Owen
  - Mr. Ian E. Welch
- 3. To elect Mrs. Kathleen Galy and Mrs. Judy Chang as a Director of the company.
- 4. To appoint Auditors and to authorize the Directors to fix their remuneration.

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FOR

AGAINST

#### NOTES:

- To be effective, this Form or other authority (if any) must be deposited at the Registered Office of the Company, ANSA Centre, 11A Maraval Road, Port of Spain, not less than forty-eight hours before the time appointed for holding the Meeting.
- 2. Any alteration made to this Form of Proxy should be initialed.
- If the appointer is a Corporation, this Form of Proxy must be under its Common Seal, or under the hand of an officer or attorney duly authorized in writing.
- In the case of joint holders, the signature of any holder is sufficient but the names of all joint holders should be stated.
- Return of the completed Form of Proxy will not preclude a member from attending and voting at the Meeting.

### **Notes**

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# **Notes**

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BOUNDLESS FAITH



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