

DIRECTORS' REPORT

The Directors have pleasure in submitting their Report and Audited Financial Statements for the year ended 31st December, 2017.

PRINCIPAL ACTIVITIES

The Bank provides a comprehensive range of commercial banking services. Banking operations are considered a single business operation that includes lending, investments, foreign exchange trading and deposit taking. The contribution of these activities to overall revenues is included in Note 30 of the financial statements.

FINANCIAL RESULTS

Net Profit after Taxation	\$ <u>1,520,395,000</u>
Interim Dividend	\$ <u>(160,000,000)</u>
Retained Earnings	\$ <u>13,797,756,000</u>
Proposed Final Dividend	\$ <u>400,000,000</u>

DIVIDENDS

The Directors recommend a dividend of \$14.00 per share, of which \$4.00 per share has already been paid.

RESERVES & RETAINED EARNINGS

The Bank's Statutory Reserve Account equals its Paid-Up Capital thus no sum is transferred. The sum of \$1,360,502,000 was placed to the Retained Earnings Account.

SHARE CAPITAL

The authorised Share Capital for the Bank is \$500,000,000 divided into 50,000,000 shares of which 40,000,000 have been issued and fully paid.

DIRECTORS

At the 29th Annual General Meeting of the Bank, the following persons retired and were re-appointed Directors of the Bank:

- Mr. Suresh Beharry
- Mrs. Kathryn Eytle-McLean
- Mr. Richard Isava ▶



In accordance with By Law 94 of the Bank's by Laws, Mr Basil Mahadeo, Mr Carlton James, and Mr Edward Beharry, retire from the Board, and being eligible, offer themselves for re-election.

Mr Richard Isava was appointed Executive Director on January 8, 2018.

DIRECTORS' INTERESTS

The interests of the Directors holding office as at December 31, 2017, in the ordinary shares of Guyana Bank for Trade and Industry Limited were as follows:

Directors	Directors' Interest		Associate's Interest	
	Beneficial	Non Beneficial	Beneficial	Non Beneficial
Mr. Robin Stoby, SC	NIL	NIL	NIL	NIL
Mr. Edward A. Beharry	NIL	NIL	NIL	NIL
Mr. Suresh E. Beharry	NIL	NIL	NIL	NIL
Mrs. Kathryn Eytile-Mc Lean	NIL	NIL	NIL	NIL
Mr. Carlton James	NIL	NIL	NIL	NIL
Mr. Basil Mahadeo	3,800	NIL	NIL	NIL
Mr. Richard A. Isava	NIL	NIL	NIL	NIL

No Director or any associate of the Director has any right to subscribe to equity or debt securities of the Bank.

DIRECTORS' FEES PER ANNUM

	2017
	\$000
Chairman	3,553
Executive Director	403
Non- Executive Director	7,159
	<u>11,115</u>

GEOGRAPHICAL ANALYSIS OF REVENUE AND CONTRIBUTION TO RESULTS

The Bank's operations are based in Guyana but investments are maintained overseas from which income of \$1223M (2016: \$1286M) was earned during the year. ►



CAPITALISED INTEREST

The amount of interest capitalized by the Bank for the year was \$69,434,798

CAPITAL EXPENDITURE

The bank incurred a total of \$211M on capital expenditure in 2017 in areas including branch expansion and equipment and software upgrades.

FINANCIAL HIGHLIGHTS

Summary of Assets and Liabilities

	2017 \$000	2016 \$000
Total Assets	<u>98,583,151</u>	<u>98,368,174</u>
Liabilities	83,214,716	83,943,560
Shareholders Equity	<u>15,368,435</u>	<u>14,424,614</u>
	<u>98,583,151</u>	<u>98,368,174</u>

Summary of Income and Expenditure

Net Interest Income	4,223,423	5,045,016
Other Income	<u>2,467,361</u>	<u>2,351,821</u>
	6,690,784	7,396,837
Loan Impairment Expenses	(587,496)	(899,152)
Operating Expense	(4,215,940)	(3,965,375)
Share of Associate Profit/ (Loss)	<u>620</u>	<u>143</u>
Net Profit Before Taxes	1,887,968	2,532,453
Taxation	<u>(367,573)</u>	<u>(499,951)</u>
Net Profit After Taxes	1,520,395	2,032,502
Interim Dividend Paid	(160,000)	(240,000)
Retained Earnings	<u>1,360,395</u>	<u>1,792,502</u>
Proposed Final Dividend	<u>400,000</u>	<u>440,000</u>



SUBSTANTIAL SHAREHOLDERS

	2017 Amount	2017 %	2016 Amount	2016 %
Secure International Finance Company Incorporated	24,400,000	61	24,400,000	61

A substantial shareholder is defined as a person or entity entitled to exercise control of five (5%) or more of the voting power at any general meeting.

PENSION SCHEME

The valuation of the company's Defined Benefit Pension Plan was completed as at December 31, 2017 in accordance with Section 111,(1) (2) and (3) of the Insurance Act of 1998. The status of the plan revealed that the valuation of the scheme's assets exceeded the value of its liabilities by \$66.1M (2016: \$30.5M surplus). The bank conducts annual actuarial valuations of the pension plan. IAS 19 disclosures are included in Note 24 of the audited financial statements.

AUDITORS

TSD Lal & Co. – Chartered Accountants, retire and being eligible, offer themselves for re-appointment.

PRINCIPAL ACTIVITY OF OUR SUBSIDIARY COMPANY

The Bank owns 100% of the issued share capital of GBTI Property Holdings Inc. The principal activity of this subsidiary is real estate management and gold trading. GBTI Property Holdings Inc. Operating Loss for the year 2017 was \$9,010,948.

PRINCIPAL ACTIVITY OF OUR ASSOCIATE COMPANY

The Bank owns 40% of the issued share capital of Guyana Americas Merchant Bank Inc. The principal activity of this associate company is the provision of investment management and advisory services. The Guyana Americas Merchant Bank Inc. Operating Profit for the year 2017 was \$3,283,602.

SERVICE CONTRACTS

There are no service contracts between the Bank and any of its Directors or any Director proposed for election at the forthcoming Annual General Meeting.

There were no contracts of significance in which the Directors had material interest. ►



TRANSACTIONS WITH RELATED PARTIES

Related Party transactions with the Parent company are addressed in Note 26 of the financial statements.

The Bank leases space in its Corporate Head Office building to Guyana Americas Merchant Bank, an associate company. The Bank leases space in a few of its branches to Nalico/Nafico.

CONTROLLING SHAREHOLDER CONTRACT

The Bank maintains a non-contributory Defined Contribution Pension Plan which is administered under the terms of a Trust Deed by North American Life Insurance Company Limited, a wholly owned subsidiary of Edward B. Beharry and Company Limited. The Bank also maintains a non-contributory Group Life and Accidental Death & Dismemberment Plan and Group Health Plan with North American Life Insurance Company Limited.

BY ORDER OF THE BOARD



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SHALEEZA SHAW (MS.)
CORPORATE SECRETARY

