

## CONTENTS

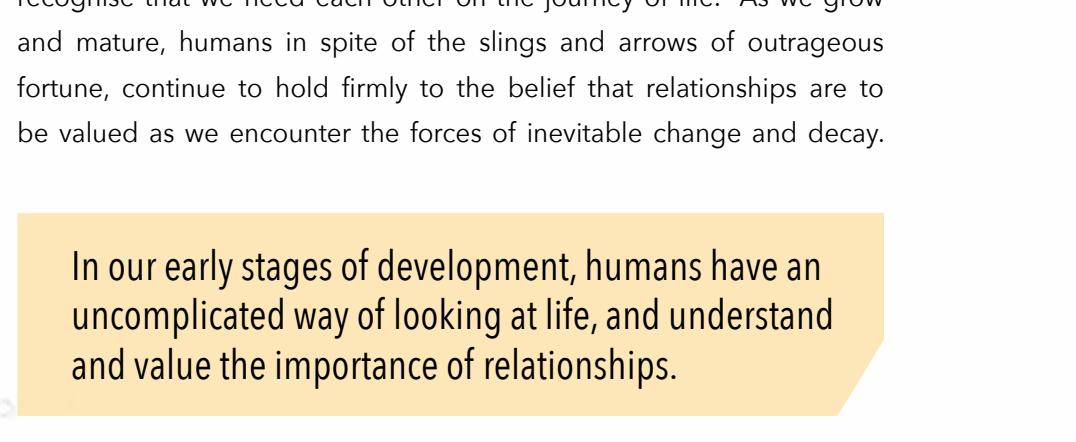
Cover Story	2-7
Chairman's Report	8-11
Report of the Directors	12-15
Programme for the 61st Annual General Meeting	16
Notice of the Meeting	17-18
Report of the Independent Auditors	19
Consolidated Statement of Financial Position	20
Consolidated Statement of Income	21
Consolidated Statement of Comprehensive Income	22
Consolidated Statement of Changes in Equity	23
Consolidated Statement Cash Flows	24-25
Statement of Financial Position	26
Statement of Income	27
Statement of Comprehensive Income	28
Statement of Changes in Equity	29
Statement of Cash Flows	30-31
Notes to the Financial Statements	32-91
Five Year Statistical Summary	92
Social Distribution of Gross Income 2016	93
Notes	94
Procedure for Transfer of Shares	95
Notes	96
Proxy Form	97
Notes	98
Shareholder's Questionnaire	99
Notes	100-104

# Valuing our human connections



Have you ever taken time out to observe human behaviours and attitudes, and to reflect on how humans interact with one another and what can be seen as they interact? Relationships which form a part of the human experience require the capacity to trust, to care and to have an enquiring disposition. The stresses and strains which accompany transitioning into adulthood take away our innocence and replace it with cynicism and fear of so many things. As we become older, humans tend to forget the things we learnt while growing up.

We lose our capacity to trust and become world weary, cynical about most everything and anything. We lose our "joie de vivre" and innocence. In our early stages of development, humans have an uncomplicated way of looking at life, and understand and value the importance of relationships. At that stage of development, we somehow intuitively recognise that we need each other on the journey of life. As we grow and mature, humans in spite of the slings and arrows of outrageous fortune, continue to hold firmly to the belief that relationships are to be valued as we encounter the forces of inevitable change and decay.



In our early stages of development, humans have an uncomplicated way of looking at life, and understand and value the importance of relationships.

This reality has motivated us to refocus our attention and energies on the relational side of our corporate responsibility. As we retooled by way of structured Capital Expenditure programmes, to bring our company into the 21st Century, we recognised that for this vision to become reality and to bear fruit, all of our stakeholders, will have to be involved and be a part of this expanding relationship which will drive our company's growth and future development.

In the fast paced environment of the 21st century, aided and abetted by the insidious culture of Social Media, the understanding of relationships has undergone a drastic change. Whether for the better or worse, is yet to be determined. For a significant section of the society, communication within relationships has been replaced with faceless texts, emojis and emoticons. The need for instant gratification has resulted in mankind no longer having an appreciation for the reality that there are no short cuts to be taken in the building and sustaining of meaningful relationships. Social Media and the Internet keeps us in touch but as some have discovered in painful ways, they are not to be considered as a substitute for getting to know a real person. This truth may be self-evident but a friendly word; a smile; empathy communicated in different ways, can make the difference in someone's day.



# Exploring new relationships

What this accomplishes, is satisfying that need which we all experience, and that is to have close connections with others which is just another way of saying that we all long for the intimacy of personal relationships.

If it is your intention to build relationships, then of necessity you need to go where people are.

Over the years of our Company's existence, we have come to recognise and appreciate that there are a few basic requirements that are the foundation of the relationship we enjoy with our suppliers, employees, customers and shareholders. One such requirement is communication and that in its broadest possible understanding means dialogue. People enjoy speaking about themselves, their dreams, hopes and aspirations and what they think about many things. We have found out that as we share, our interconnectedness is strengthened resulting in multiple benefits. Another requirement is the building of trust. One of life's truisms teaches us that people trust those who trust them. This in turn serves to remind us of the value and importance of relationships to enable us to get along with each other.

History is replete with examples of nation states and individuals who have attempted to travel the road of isolationism. Perhaps the words taken from, John Donne's Mediation 17 "Devotions upon Emergent Occasions" served as our motivation to pursue the road of relationships:

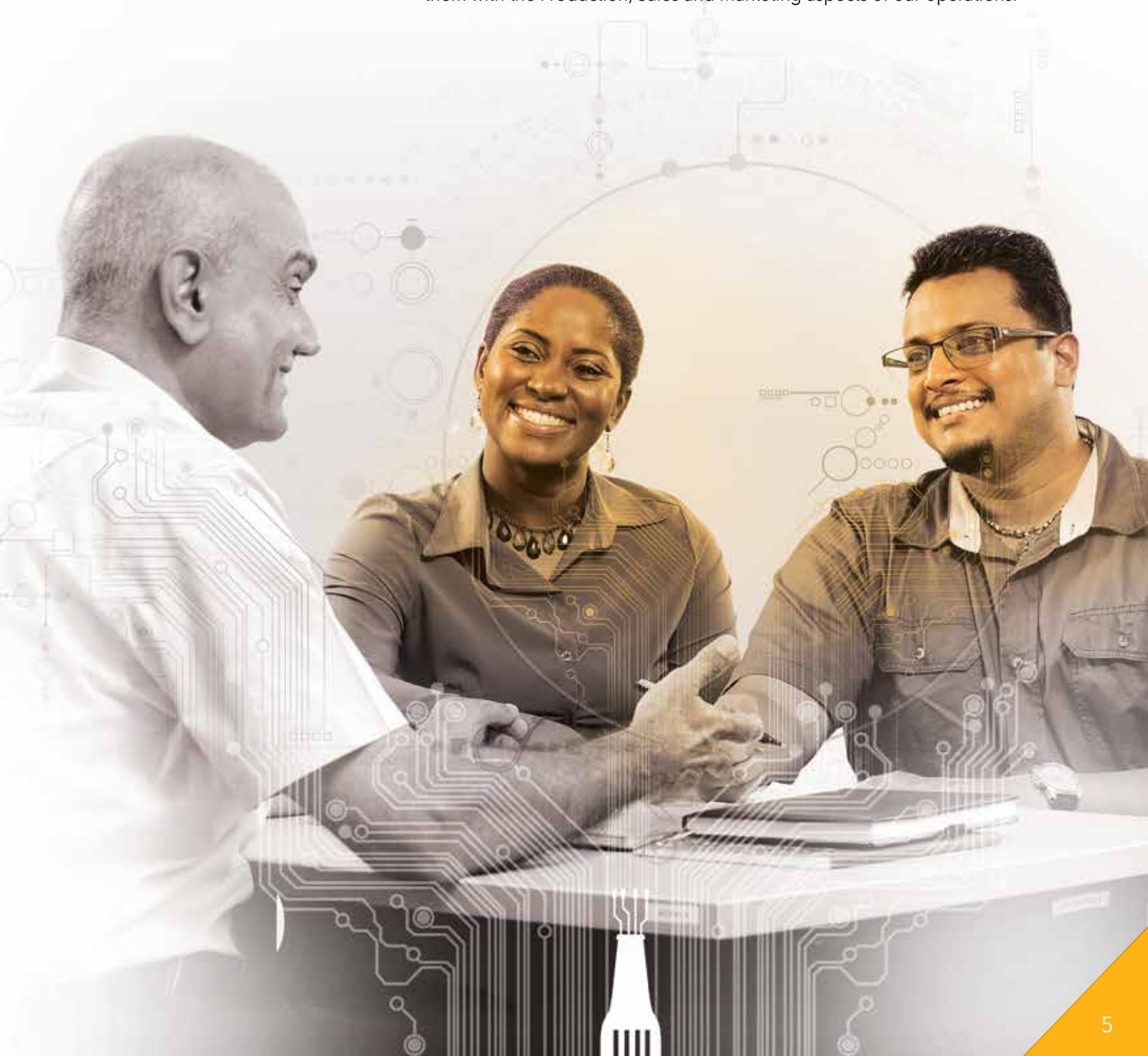
"No man is an island, entire of itself.

Everyman is a piece of the continent, a part of the main.

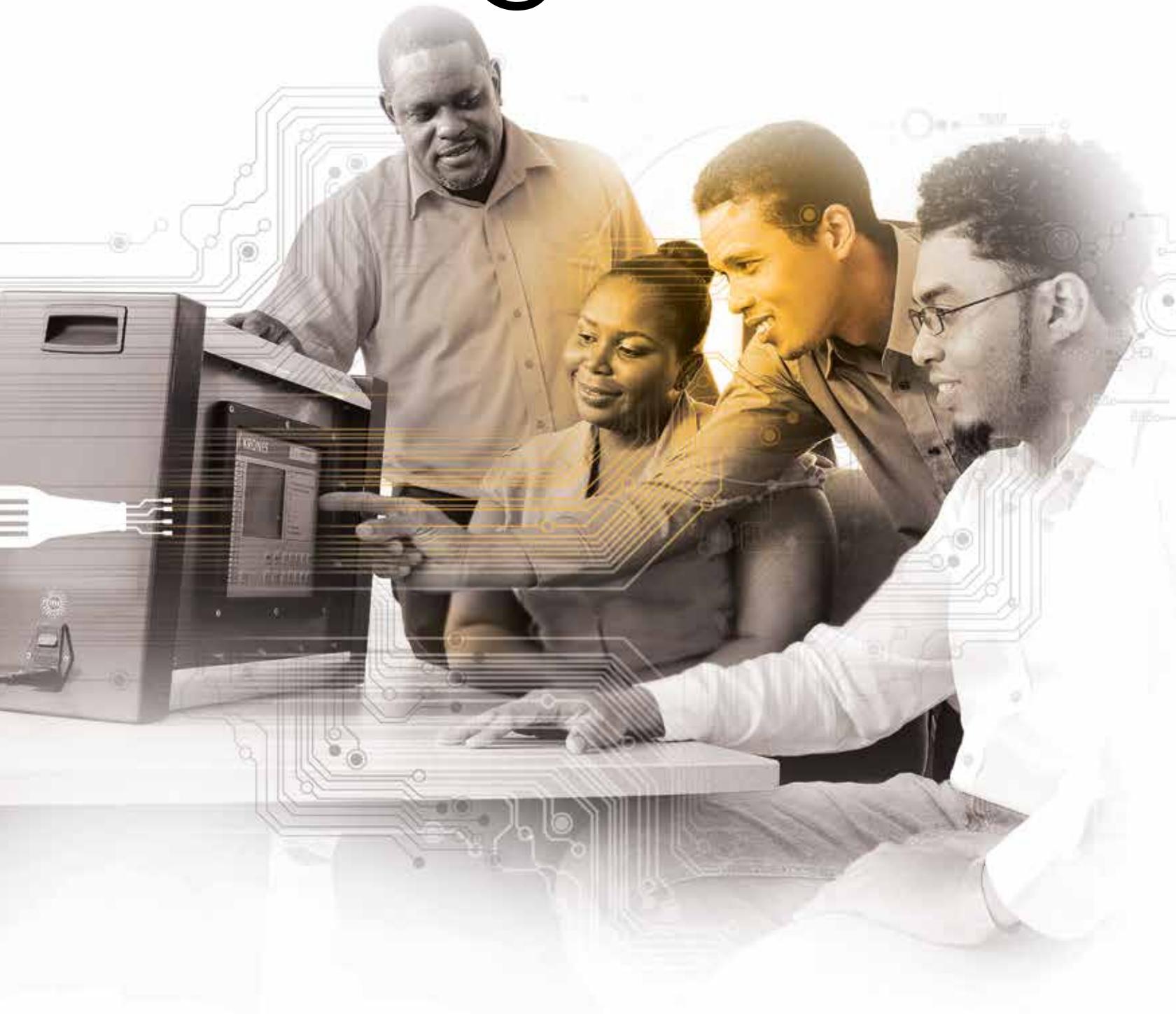
Any man's death diminishes me, because I am involved in Mankind. And therefore never send to know for whom the Bell tolls,  
it tolls for thee."



If it is your intention to build relationships, then of necessity you need to go where people are. This understanding caused us to expand beyond the boundaries of Thirst Park and to create our Branches Network in Berbice, Linden, Essequibo and Bartica, and Demico House. The concept of taking the Annual General Meetings to the shareholders who are unable to come to Thirst Park had its genesis in that understanding while a variation of the same theme was explored and refined with the bringing of our Dealers to Thirst Park to familiarize them with the Production, Sales and Marketing aspects of our operations.



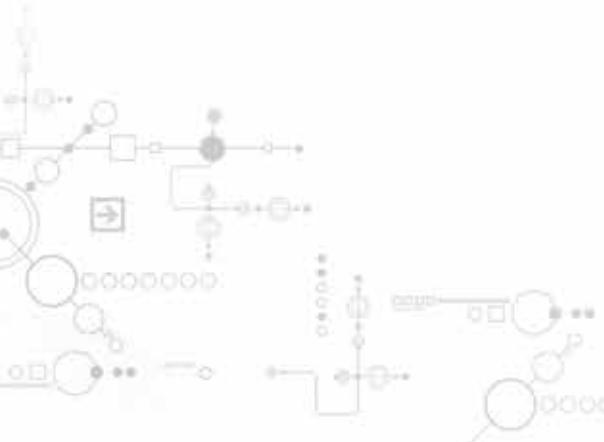
# Sharing our mutual benefits



"Sometimes we need someone to turn the flashlight on for us, other times, we need to turn it on for others."

*Lizzie Velasquez*

A better understanding of each other's motivation and point of view has resulted in a closer and more meaningful working relationship with our Dealers and Customers. Our relationship with our employees is considered by us to be a work in progress as the dynamics within the relationship are fluid and require close monitoring and attention. Our attention to this relationship is reflected in our ensuring that the employees' financial security and well-being are taken care of and that their work environment is conducive to ensuring that their contribution is maximised.



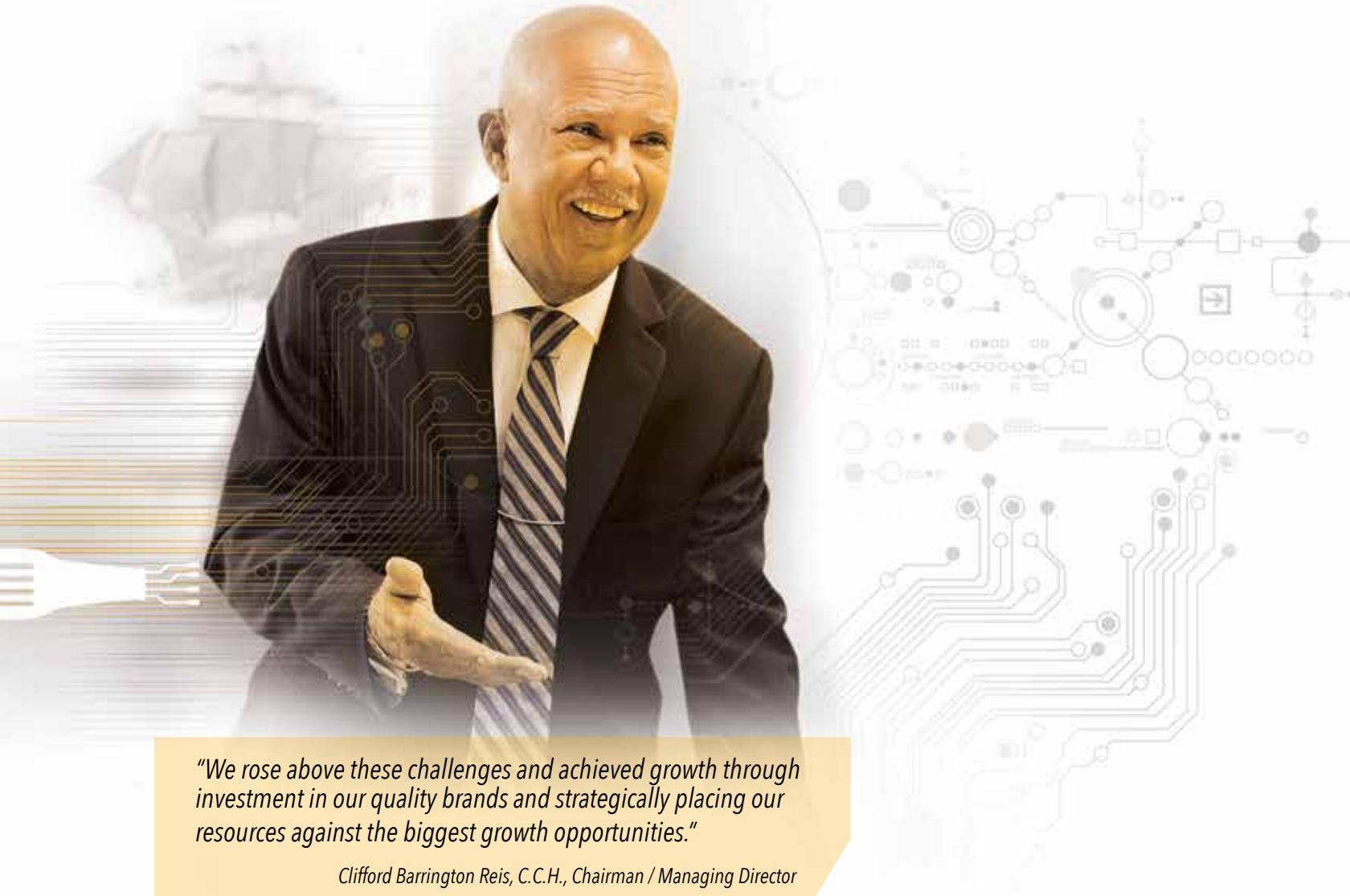
A better understanding of each other's motivation and point of view has resulted in a closer and more meaningful working relationship...

As we reflect on the growth and development of our Company over the years, the role of our Suppliers cannot be understated. The relationship we have enjoyed with our Suppliers has delivered multiple benefits to our mutual advantage. The improvements and upgrades to our production plants utilising 21st Century technology and the savings accrued as a result of better efficiencies and the significant reduction in waste were facilitated by way of the relationships we enjoy with our Suppliers.

All that will be accomplished within the vision we have for our Company as we journey together to the future will be as a result of the relationships we continue to enjoy with our suppliers, employees, customers and shareholders.



# Chairman's Report



*"We rose above these challenges and achieved growth through investment in our quality brands and strategically placing our resources against the biggest growth opportunities."*

*Clifford Barrington Reis, C.C.H., Chairman / Managing Director*

My fellow shareholders, it gives me great pleasure to present my report on the performance of our Company for the period ended September 30, 2016 and to advise on the excellent results produced during the year.

The Profit after Tax for the Company was \$4.357 billion compared to \$2.569 billion in 2015, an increase of \$1.788 billion. Included in this profit is a gain of \$1.409 billion arising from the sale of its holding of ordinary shares in Banks Holdings Limited and Desnoes & Geddes (Jamaica) Ltd, and the dissolution of BCL (Barbados) Ltd which resulted in a surplus of \$29.2 million over the cost of the Investment.

The Profit after Tax from the Company's operating activities was \$2.948 billion compared to \$2.569 billion achieved in 2015, an increase of \$379.0 million or 14.7%. These improved results were attributed to increases in revenues and physical unit sales, improvement in cost reduction and prudent management of our capital, human and financial resources.

During the year we operated in a global environment where sluggish economic growth in most advanced economies continued, due in part to the decline in commodity prices and incremental increases in oil prices. The reduction in export earnings for Sugar, Bauxite, Rice and Timber has negatively affected the domestic environment. This, in combination with reduced public spending caused consumer uncertainty which led to reduced demand.

We rose above these challenges and achieved growth through investment in our quality brands and strategically placing our resources against the biggest growth opportunities. Necessary steps were taken to strengthen our Company's operating capabilities to drive sustainable growth and value creation for our shareholders, customers and employees.

The Group's turnover net of taxes was \$25.516 billion compared to \$24.875 billion in 2015, an increase of \$641.0 million or 2.6%. The Group's operational Profit before Tax was \$6.528 billion compared to \$5.285 billion, an increase of \$1.243 billion or 23.5%. The Group's Profit after Tax attributable to shareholders was \$4.468 billion compared to \$2.945 billion, an increase of \$1.523 billion or 51.7%.

The Group's Net Asset Value per share has increased from \$28.6 to \$31.7 or by 10.8%, and the Company has increased its dividend proposal to shareholders to \$0.88 per share unit resulting in an overall cost of \$880 million. This is in addition to the special dividend of \$0.60 per share unit that was paid in February 2016. Total dividends proposed for the current year equate to \$1.480 billion.

## Capital Expenditure

In recent years the Company made capital expenditure decisions regarding investments in fixed assets as part of its journey of consolidation. These investments benefited the Company's operations by increasing output capabilities, reducing costs and providing quality products to satisfy consumer taste and new demand. During the year a new Krones state-of-the-art Filler, along with associated Conveyors, a Bottle inspection facility and CIP Systems were installed in the Beer Plant.

An on-line Blow Moulding Machine was commissioned in the Water Bottling Plant and the upgrade of the Electrical Power Distribution System continued. The upgrading of Demico Restaurant and Bar facilities and the Fleet Replacement Policy with the acquisition of additional trucks and forklifts, continued during the year. Our I.C.T. Department's capacity and capability were improved by way of System upgrades.

## Citizens Bank Guyana Inc

The Revenue of Citizens Bank Guyana Inc, a 51% owned subsidiary of the Company was \$3.266 billion compared to \$3.708 billion, a reduction of \$442.0 million. Profit after Tax was \$479.0 million compared to \$907.0 million in 2015. The Total Assets increased from \$43.1 billion by \$7.1 billion or 16.5% to \$50.2 billion. Loan Assets decreased from \$30.7 billion to \$29.2 billion and customers' deposits increased from \$34.9 billion to \$42.1 billion. Earnings per share is \$8.05 and Net Interest Income decreased from \$2.65 billion in 2015 to \$2.11 billion.



# Chairman's Report

## Dividends

The Board of Directors declared a first interim dividend of \$0.25 per share unit which was paid on 16 May 2016. A second interim dividend of \$0.25 per share unit was also paid on 17 October 2016 and now the Board recommends a final dividend of \$0.38 per share unit with the overall cost being \$880.0 million, an increase of \$190.0 million or 27.5%. This is in addition to a special dividend that was paid in February 2016 of \$0.60 per share unit. The total dividend payment for the year will be \$1.480 Billion.

*"Over the years, continuous efforts have been made to increase shareholders' equity...by re-investing savings, reducing costs and the implementation of more efficient production processes."*

## Growth in Shareholders' Value

Over the years, continuous efforts have been made to increase shareholders' equity. This was achieved by re-investing savings, reducing costs and the implementation of more efficient production processes. From the profits of \$4.357 billion, a dividend payment of \$1.480 billion is proposed leaving the amount of \$2.877 billion for transfer to Retained Earnings. The total shareholders' equity amounted to \$28.541 billion compared to \$25.569 billion in 2015, an increase of 11.6%.

## Quality Control

Fellow shareholders, the Company continues to comply with requirements that enable it to manufacture products that meet international standards. In this regard the implementation of dedicated activities to obtain continuous improvement and enhance the Company's production efficiencies are given priority. For fiscal year 2015-2016, the Soft Drink and Novelty/Dairy Plants successfully completed their Recertification and Certification Process with Lloyds Register Control and South America Limited for the following:-

- ISO 9001: 2008 - Quality Management System
- ISO 22000: 2005 - Food Safety Management System
- FSSC 22000: 2014 - Food Safety System Certification
- ISO/TS 22002-1: 2009 - Prerequisite Programme on Food Safety

During the period under review, we have also achieved ISO Certification which is ISO/TS 22002-4:2013 for Prerequisite Programme on Packaging Manufacturing for our Non-returnable and PET Processes. In addition, we were successful at the Finance, and Environment and Safety audits that were conducted on our Company by the Coca Cola Administration. At the time of writing, the Company achieved high scores in the Guinness League of Excellence which resulted in the Company's present position being 2nd in the Americas and 19th worldwide for the manufacture of quality Guinness.

## Environmental Responsibility

The Company operates within the principles of sustainability so as to ensure the Health and Safety of its employees and to show concern for the environment. Our commitment to environmental responsibility is reflected in the ISO Certification 14001:2004 and 18001: 2007 - Environmental and Safety Standards in our manufacturing facilities.

## Customer Service/Distribution

We manufacture local and international brands of products that are demanded by consumers across the Country. The investments in plant and machinery and good manufacturing practices allowed us the opportunity to build quality brands. Complemented by our flexible marketing model and our distribution capacity, we are able to ensure country-wide distribution of all of our products. Our export sales initiatives are improving. We have now extended into the North American market with the introduction of our Rum and Wine products, and Biscuits in the State of New York in the United States of America to satisfy the Guyanese diaspora.

## Community Relations/Partnerships

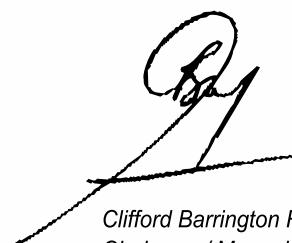
The Company continues to enjoy good relations with the Communities within which it operates. We have had ongoing community relation programmes in the form of sponsoring Brand Ambassadors, Sports Events, Apprenticeships and Work Study programmes. During the year we participated in the Country's Jubilee Celebrations and presented a gift to the Nation of the Independence Arch which was placed at Agricola, the new Georgetown City limit. Additionally the Company sponsored a Mega Concert at the National Stadium and participated in the Guy Expo activities. In honour of the Jubilee celebration, the Company launched a Jubilee Beer as well as a Jubilee Aged Rum.

## Future Outlook

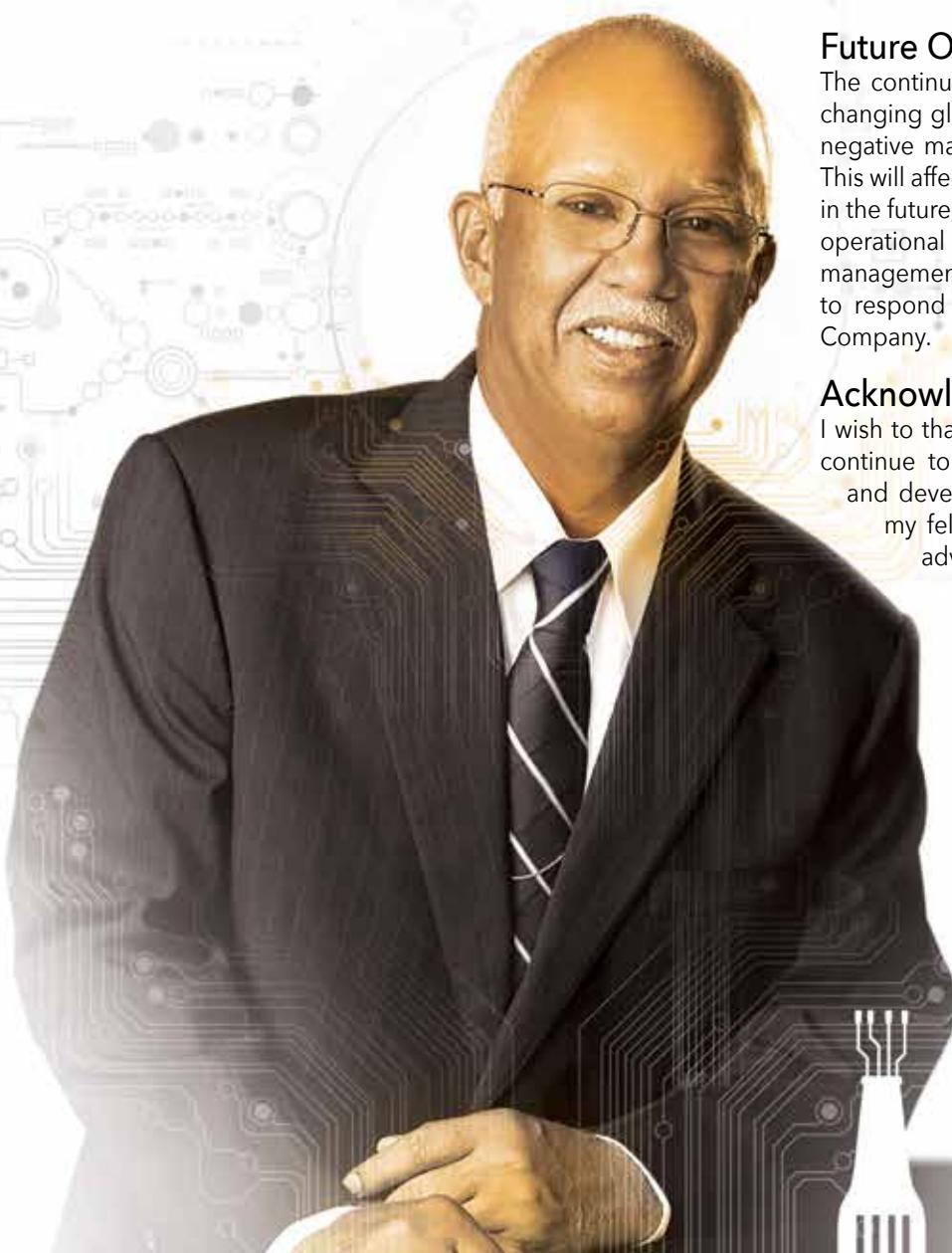
The continuing international economic uncertainty, and changing global weather patterns are projected to have negative macroeconomic consequences on the Nation. This will affect the way in which we manage our Company in the future. We have to continue to re-examine our core operational competencies, the exercise of prudent fiscal management and preparation of succession planning, to respond to the future challenges of managing our Company.

## Acknowledgement

I wish to thank the Executive Team and Employees who continue to dedicate their efforts towards the growth and development of the Group. I also wish to thank my fellow Directors for their encouragement and advice given throughout the year and also our shareholders, loyal customers, suppliers and businesses who continue to support our products and services.



Clifford Barrington Reis, C.C.H.  
Chairman / Managing Director



# Board of Directors Report



B U I L D I N G   R E L A T I O N S H I P S



## board of directors

*left to right*

- **Richard Berkeley Fields, S.C.**, Director
- **Michael Henry Pereira**, Operations Director
- **Roy Errol Cheong, A.A.**, Vice Chairman
- **Christopher J. Fernandes, A.A.**, Director
- **Terrence Bynoe**, Secretary / I.C.T. Executive
- **Dan Bryan Stoute**, Director

- **Clifford Barrington Reis,C.C.H.**, Chairman / Managing Director
- **George Gladstone McDonald**, Co-Managing Director / Marketing Director
- **Carl Richard Cozier**, Director
- **Mohamed Shabir Hussein**, Engineering Services Director
- **Leslie B. Doodnauth**, Worker Management Participation Board Director
- **Frances Sarah Parris**, Director
- **Paul Andrew Carto**, Human Resources / Trisco Director

# Board of Directors Report

The Directors have pleasure in presenting their 61st Annual Report and the audited Financial Statements for the year ended 30 September 2016.

## Principal Activities

The Principal Activities of the Group are the brewing, blending, bottling and wholesale marketing of beers, wines, liquors, and assorted beverages, the processing of food items, the operation of restaurants, bars, laundry services, hotel and the operation of commercial banking.

## Revenue & Results

The Group's third party revenue was \$28.763 billion compared to \$27.894 billion achieved in 2015, an increase of \$869.0 million or 3.1%. The profit after tax for the Group was \$4.703 billion compared to \$3.389 billion in 2015, an increase of \$1.314 billion.

Included in the increase is a gain of \$1.409 billion arising from the sale of ordinary shares in Banks Holdings Limited and Desnoes & Geddes (Jamaica) Ltd and the dissolution of BCL (Barbados) Ltd which resulted in a surplus of \$29.2 million over the cost of the investment. The profit after tax for the Group attributable to shareholders of the parent Company was \$4.468 billion compared to \$2.945 billion, an increase of \$1.523 billion.

The Profit before Tax for the Company was \$5.907 billion compared to \$3.906 billion in 2015, an increase of \$2.001 billion, while the Profit after Tax was \$4.357 billion compared to \$2.569 billion in 2015, an increase of \$1.788 billion. Included in the profit is the gain of \$1.409 billion. Citizens Bank Guyana Inc, a 51% owned subsidiary of the Company achieved an after tax profit of \$479.0 million compared to \$907.0 million in 2015.

## Dividends

A first interim dividend of \$0.25 per share unit was paid on 16 May 2016, a second interim dividend of \$0.25 per share unit was paid on 21 October 2016, and a final dividend of \$0.38 per share unit is now recommended, aggregating to a total of \$0.88 per share unit or \$880.0 million. This is in addition to a Special Dividend that was paid in February 2016 of \$0.60 per share equating to a total dividend payment of \$1.480 billion.

Citizens Bank Guyana Inc paid an interim dividend of \$0.70 per share unit and a final dividend of \$1.10 per share unit is being recommended aggregating to a total of \$1.80 per share unit or \$107.0 million.

## Capital Expenditure

In 2016, the Group's capital spending amounted to \$3.093 billion which included the acquisition and installation of a new Krones state-of-the-art filler and associated accessories for the Beer Plant, an on-line Blow Mould Machine for the Water Bottling Plant, the

upgrade of the Electrical Power Distribution System and further enhancement of Demico Restaurants and Bars. There was also the purchase of additional trucks and forklifts to strengthen the Transport and Distribution fleet and the addition of Merchandising Freezers and Coolers. The Company's capital spending authorised for 2017 is \$4.941 billion of which \$1.125 billion is authorised and contracted for.

## Reserves

The sum of \$4.468 billion has been transferred as profit resulting in the reserves at the end of the year amounting to \$29.356 billion.

## Directors

The following Directors retire by rotation in accordance with Article 108 and being eligible offer themselves for election: Messrs. Richard Berkeley Fields, S.C., and Dan Bryan Stoute.

## Auditors

The retiring Auditors, Messrs. Jack A. Alli, Sons & Company have indicated their willingness to be appointed.

## Directors' Interests

The interests of the Directors holding office at 30 September 2016, in the ordinary shares of the Company and its subsidiaries were as follows:

Ordinary Shares of No Par Value			
Banks DIH Ltd	Beneficial	Non Beneficial	Associates' Beneficial Interest
Clifford B. Reis	636,635	-	2,022,865
R. Errol Cheong	562,500	-	293,985
Christopher J. Fernandes	18,750	-	-
Richard B. Fields	360,057	-	-
George G. Mc Donald	656,353	-	-
Michael H. Pereira	1,436,177	64,591	319,983
Paul A. Carto	567,911	-	567,911
Mohamed S. Hussein	610,180	-	-
Frances S. Parris	1,000	-	-
Leslie Doodnauth	49,050	20,000	38,750

Citizens Bank Guyana Inc	Associates' Beneficial Interest
Clifford B. Reis	125,000
R. Errol Cheong	31,250

No other Director of Banks DIH Ltd or any of their associates has any beneficial interest in any shares issued by Citizens Bank Guyana Inc.

## Caribanks Shipping Company Ltd

No Director of Banks DIH Ltd has any beneficial interest in any shares issued by Caribanks Shipping Company Ltd.

### Interest in Contract

During the year none of the Directors had a material interest in any contract of significance to the Company.

### Directors' Fees per Annum

	\$
R. Errol Cheong	1,492,959
Christopher J. Fernandes	1,312,902
Richard B. Fields	1,312,902
Frances Sarah Parris	1,312,902
Carl R. Cozier	1,312,902
Dan B. Stoute	1,312,902

### Directors' Service Contracts

Other than normal Service Contracts with Directors under the Companies Act 1991, there are no other Service Contracts with the Directors.

### Intra Group Loan

Banks DIH Ltd as at 30 September 2016, had an outstanding loan of \$521.2 million owing to its subsidiary, Citizens Bank Guyana Inc., which was executed on commercial terms.

### Substantial Shareholders

The following held substantial shareholdings in the Share Capital of the Company at 30 September 2016.

#### Banks Holdings Limited

	No. of Shares	% Shareholding
2016	200,184,619	20.0
2015	200,184,619	20.0

#### Demerara Life Group of Companies

	No. of Shares	% Shareholding
2016	96,931,679	9.7
2015	96,931,679	9.7

#### Trust Company (Guyana) Ltd

	No. of Shares	% Shareholding
2016	76,803,344	7.7
2015	75,990,201	7.6

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

### Issued Share Capital of Subsidiaries at 30 September 2016

#### Ordinary Shares of No Par Value

Citizens Bank Guyana Inc	59,491,300
Caribanks Shipping Co Ltd	250

### Post Year End Event

On 01 December 2016 the Company repurchased 150,138,464 of its ordinary shares, representing 15 percent of the issued share capital, from Banks Holdings Limited. However Banks Holdings Limited still holds 5% of the issued share capital of the Company. This is because the company and Banks Holdings Limited under its new controlling shareholder, Ambev, have now agreed to co-operate in the marketing of beverages in the future. The consideration for the repurchase of ordinary shares was \$5.524 billion financed through cash resources of \$4.524 billion and borrowings of \$1.0 billion. The expected impact will be a reduction in capital and reserves attributable to shareholders by an amount equivalent to the consideration given.

### Corporate Governance

We remain dedicated to the Principles of Good Corporate Governance and to ensure that the integrity of the Group remains untarnished. The Board recognises the equitable rights of shareholders, ensures the timely and accurate disclosure of all material matters including its financial Situation, performance and ownership and the strategic guidance of the business.

The standing Committees of the Board during the year were:-

**The Audit & Finance Committee** comprising Mr. R. Errol Cheong (Chairman), Messrs. C.J. Fernandes and R. Cozier.

**The Corporate Governance & Human Resources Committee** comprising Messrs. R.B. Fields (Chairman), R. Errol Cheong, D. Stoute and Ms. Frances S. Parris.

The Board of Directors of Banks DIH Ltd is charged with the supervision of the management and business affairs of the Company and monitors the manner in which the Company conducts its business. The Board sets policies, approves and assesses their implementation and reviews the results. The election of Non-executive Directors takes place at the Annual General Meeting of the Company. Non-executive Directors are elected to hold office for a period of two years and can offer themselves for election. Executive Directors are nominated to hold office for a period of two years. Their continuation as Executive Directors for any subsequent period following their nomination to the Board requires the Board's ratification.

The positions of Chairman of the Board and Chief Executive Officer or Managing Director are combined positions and held by Executive Director, Mr. Clifford B. Reis. The position of Vice-Chairman is held by a Non-executive Director, Mr. R. Errol Cheong. The position of Co-Managing Director/Marketing Director is held by Mr. George G. McDonald. A minimum of twelve Board meetings are held each year at the Company's Corporate Headquarters, Thirst Park, Ruimveldt, Georgetown.

# Programme for the 61st Annual General Meeting

## **Thirst Park, Georgetown, Saturday 28 January 2017**

1. Presentation of Long Service Awards.
2. The Meeting called to order at 5.00 p.m.
3. Presentation of the Financial Statements for the year ended 30 September 2016 and the Reports of the Directors and Auditors thereon.
4. Chairman's Report and Question Period.
5. Declaration of Dividend.
6. Directors' Service Agreements providing for their remuneration and other items as listed under the Notice of Meeting.
7. After the Meeting is declared closed, bars will be opened until 8.30 p.m.

NOTE: One gift voucher will be presented to each shareholder/shareholding on arrival at the entrance to the meeting.  
This voucher will be exchanged for a gift either on arrival or after the meeting, and not at anytime thereafter.

Children, family or friends of shareholders are not entitled to attend the meeting.

### **BOARD OF DIRECTORS**

#### **EXECUTIVE DIRECTORS**

Clifford Barrington Reis, C.C.H.	Chairman/Managing Director	Roy Errol Cheong, A.A.-Vice Chairman, Banks DIH Limited
George Gladstone McDonald	Co. Managing Director/Marketing Director	Richard Berkeley Fields, S.C. Principal Partner, Fields & Company
Michael Henry Pereira	Operations Director	Christopher Joseph Fernandes, A.A. Chairman/CEO, John Fernandes Limited
Paul Andrew Carto	Human Resources/Trisco Director	Carl Richard Cozier CEO/Managing Director, Banks Holdings Limited
Mohamed Shabir Hussein	Engineering Services Director	Dan Bryan Stoute Consultant, Banks Holdings Limited
Leslie Doodnauth	Worker Management Participation Board Director	Frances Sarah Parris General Manager/Corporate Secretary, Citizens Bank Guyana Inc.
Terrence I. Bynoe	Secretary/I.C.T. Executive	

#### **BANKERS**

Citizens Bank Guyana Inc., 201 Camp & Charlotte Streets, Georgetown  
Republic Bank (Guyana) Limited, 38/40 Water Street, Georgetown  
Guyana Bank for Trade & Industry Limited, 47 Water Street, Georgetown  
Bank of Baroda, 10 Regent Street & Avenue of the Republic, Georgetown  
Bank of Nova Scotia, 104 Carmichael Street, Georgetown  
Demerara Bank Limited, 230 Camp & South Streets, Georgetown

#### **AUDITOR**

Messrs. Jack A. Alli, Sons & Co.  
145 Crown Street, Queenstown  
Georgetown, Guyana

#### **ATTORNEYS-AT-LAW**

Messrs. Cameron & Shepherd  
2 Avenue of the Republic  
Georgetown, Guyana

Messrs. Boston & Boston  
2 Croal Street, Stabroek  
Georgetown, Guyana

# Notice of the Meeting

Notice is hereby given that the 61st Annual General Meeting of Banks DIH Limited will be held at Thirst Park, Georgetown on Saturday, 28 January 2017 at 5.00 p.m. for the following purposes:-

- A. To receive the Financial Statements for the year ended 30 September 2016 and the Reports of the Directors and Auditors thereon.
- B. To consider and (if thought fit) pass the following Resolution:
  - 1. "That the Financial Statements for the year ended 30 September 2016 and the Reports of the Directors and Auditors thereon be and are hereby adopted."
- C. To consider the declaration of a Final Dividend of \$0.38 per share as recommended by the Directors in addition to a Special Interim Dividend of \$0.60 per share, an Interim Dividend of \$0.25 per share and a second Interim Dividend of \$0.25 per share previously declared by them and (if thought fit) pass the following Resolution:
  - 2. "That the Special Interim Dividend of \$0.60 per share, the Interim Dividend of \$0.25 per share and a second Interim Dividend of \$0.25 per share already paid be confirmed and that a Final Dividend of \$0.38 per share as recommended by the Directors in respect of the year ended 30 September 2016 be approved and paid to shareholders on the Company's Register at the close of the business on 28 January 2017."
- D. To elect Directors in accordance with Article 109 of the Company's by-laws. The Directors retiring by rotation are Messrs. Richard Berkeley Fields, S.C. and Dan Bryan Stoute, who being eligible, offer themselves for election.  
To consider and (if thought fit) pass the following Resolutions:
  - 3. (a) "That the Directors be elected en bloc."
  - (b) "That the retiring Directors Messrs. Richard Berkeley Fields, S.C., and Dan Bryan Stoute, be and are hereby elected Directors of the Company."
- E. To fix the remuneration of the Directors in accordance with Article 86 of the Company's by-laws and Section 104 of the Companies' Act 1991.  
To consider and (if thought fit) pass the following Resolution:
  - 4. "That the remuneration of \$1,112,742 per annum be paid to the Non-Executive Vice Chairman; the remuneration of \$927,283 per annum be paid to each Non-Executive Director in accordance with Article 86 of the Company's by-laws and Section 104 of the Companies' Act 1991 and that a Travelling Allowance for each Non-Executive Director be fixed at \$343,987 per annum; and that the additional sum of \$68,640 per annum be provided for additional remuneration for each Director serving on Technical Committees."
- F. To appoint Auditors in accordance with Article 143 of the Company's by-laws.  
To consider and (if thought fit) pass the following resolution:
  - 5. "That Messrs. Jack A. Alli, Sons & Company be and are hereby appointed Auditors for the period ending with the conclusion of the next Annual General Meeting."
- G. To fix the remuneration of the Auditors in accordance with Article 146 of the Company's by-laws.  
To consider and (if thought fit) pass the following Resolution:
  - 6. "That the remuneration of the Auditors be fixed at \$16,100,000 for the current financial year."



# Notice of the Meeting

H. To fix charitable donations in accordance with Article 62 of the Company's by-laws.

To consider and (if thought fit) pass the following Resolution:

7. "That the amount appropriated for charitable donations be fixed at \$4,130,000 for the current financial year."

I. To transact any other business of an Ordinary Meeting.

Any member entitled to attend and vote is entitled to appoint a proxy to attend and vote instead of him. A proxy need not be a member of the Company. The instrument appointing a proxy must be stamped and deposited at the Registered Office of the Company not less than forty-eight (48) hours before the time for holding the Meeting. (Note: Saturdays and Holidays are to be excluded when determining the forty-eight hour period.)

**BY ORDER OF THE BOARD**



Terrence I. Bynoe  
Secretary/I.C.T. Executive

**REGISTERED OFFICE**

Thirst Park  
Georgetown  
Guyana

22 December 2016

# Report of the independent auditors to the members of Banks DIH Limited

We have audited the accompanying financial statements of Banks DIH Limited and its Subsidiaries which comprise the statements of financial position of the Group and the Company as at 30 September 2016, and the statements of income, statements of comprehensive income, statements of changes in equity and statements of cash flows for the year then ended for the Group and Company, and a summary of significant accounting policies and other explanatory notes as set out on pages 32 to 91.

## **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 the Companies Act, 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 misstatement.

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 auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in 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 financial statements give a true and fair view of the financial position of the Group and the Company as at 30 September 2016 and of the financial performance and the cash flows for the Group and the Company for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Companies Act.



JACK A. ALLI, SONS & CO.

15 December 2016

# Consolidated Statement of Financial Position

## 30 September 2016

Thousands of Guyana Dollars	Note	2016	2015
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	4	23,375,880	22,845,865
Investment in associates	5	5,661	47,122
Investment securities	7	1,014,693	2,644,390
Loans and advances	8	25,715,052	26,130,708
Deferred taxation	9	259,272	459,838
		50,370,558	52,127,923
<b>Current assets</b>			
Inventories	10	5,163,906	5,217,051
Receivables and prepayments	11	984,801	1,058,588
Investment securities	7	1,333,055	565,748
Loans and advances	8	2,923,474	3,964,731
Cash resources	12	16,341,579	9,566,037
Taxation recoverable		143,505	3,247
		26,890,320	20,375,402
<b>TOTAL ASSETS</b>		77,260,878	72,503,325
<b>EQUITY AND LIABILITIES</b>			
<b>Capital and reserves</b>			
<b>attributable to shareholders</b>			
Share capital	13	2,364,966	2,364,966
Reserves	14	29,356,337	26,260,314
		31,721,303	28,625,280
Non-controlling interest		3,723,849	3,547,140
<b>Total equity</b>		35,445,152	32,172,420
<b>Non-current liabilities</b>			
Customers' deposits	17	2,295,043	985,855
Deferred taxation	9	2,302,353	2,343,234
Provision for employee benefits	18	861,620	1,529,153
		5,459,016	4,858,242
<b>Current liabilities</b>			
Payables and accruals	19	2,881,829	4,253,478
Customers' deposits	17	32,871,429	30,482,450
Taxation payable		603,452	736,735
		36,356,710	35,472,663
<b>TOTAL EQUITY AND LIABILITIES</b>		77,260,878	72,503,325

The notes on pages 32 to 91 form an integral part of these financial statements. The Board of Directors approved these financial statements for issue on 15 December 2016.



CLIFFORD B. REIS  
CHAIRMAN



ROY E. CHEONG  
VICE-CHAIRMAN

# Consolidated Statement of Income

for the year ended 30 September 2016

2016

2015

Thousands of Guyana Dollars	Note	2016	2015
Revenue	20	28,762,971	27,894,378
Changes in inventories of finished goods and work in progress		66,517	(102,953)
Raw materials and consumables used		(7,105,039)	(7,288,589)
Excise taxes		(3,246,676)	(3,019,646)
Staff costs		(4,312,882)	(3,941,433)
Depreciation		(2,400,346)	(2,226,115)
Interest payable - banking		(701,276)	(595,190)
Other operating expenses		(5,997,133)	(5,531,441)
<b>PROFIT FROM OPERATIONS</b>		<b>5,066,136</b>	<b>5,189,011</b>
Net finance income	21	25,992	16,176
Share of results of associates		(1,084)	94
Other income	22	1,436,658	79,475
<b>PROFIT BEFORE TAXATION</b>	23	<b>6,527,702</b>	<b>5,284,756</b>
Taxation	24	(1,824,790)	(1,895,878)
<b>PROFIT AFTER TAXATION</b>		<b>4,702,912</b>	<b>3,388,878</b>
<b>ATTRIBUTABLE TO:</b>			
Equity holders of the parent		4,468,141	2,944,523
Non-controlling interest		234,771	444,355
		<b>4,702,912</b>	<b>3,388,878</b>
<b>EARNINGS PER SHARE</b>	25	<b>4.47 Dollar</b>	<b>2.94 Dollar</b>

The notes on pages 32 to 91 form an integral part of these financial statements.

BANKS DIH ANNUAL REPORT

2016

2015



# Consolidated Statement of Comprehensive Income

for the year ended 30 September 2016

Thousands of Guyana Dollars	Note	2016	2015
<b>PROFIT FOR THE YEAR</b>		<b>4,702,912</b>	<b>3,388,878</b>
<b>OTHER COMPREHENSIVE INCOME:</b>			
<i>Items that will not be reclassified to profit or loss:</i>			
Remeasurement of provision for employee benefits		(66,236)	30,525
Deferred tax credit / (charge) arising on remeasurement of provision for employee benefits		19,870	(9,158)
Revaluation of property		28,960	0
Deferred tax charge arising on revaluation of property		(5,063)	0
		<b>(22,469)</b>	<b>21,367</b>
<i>Items that may be subsequently reclassified to profit or loss:</i>			
Fair value (losses) / gains on available-for-sale assets		(95,407)	419,453
Deferred tax charge on gains on available-for-sale assets		(262)	(1,160)
		<b>(95,669)</b>	<b>418,293</b>
<b>OTHER COMPREHENSIVE INCOME</b>		<b>(118,138)</b>	<b>439,660</b>
<b>TOTAL COMPREHENSIVE INCOME</b>		<b>4,584,774</b>	<b>3,828,538</b>
<b>ATTRIBUTABLE TO:</b>			
Equity holders of the parent		4,338,103	3,383,330
Non-controlling interest		246,671	445,208
		<b>4,584,774</b>	<b>3,828,538</b>

# Consolidated Statement of Changes in Equity

for the year ended 30 September 2016

**Thousands of Guyana Dollars**      **Note**

	ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT						<b>NON-CONTROLLING INTEREST</b>	<b>TOTAL</b>
	Share Capital	Revaluation Reserve	Statutory Reserve	Retained Earnings	General Banking Risk Reserve	Available-for-Sale Investments Reserve		
<b>YEAR ENDED 30 SEPTEMBER 2016</b>								
<b>Balance as at beginning of year</b>	2,364,966	6,015,769	303,407	18,982,918	299,415	658,805	3,547,140	32,172,420
<i>Comprehensive income:</i>								
Net profit for the year	0	0	0	4,468,141	0	0	234,771	4,702,912
(Losses) / gains on available-for-sale assets, net of tax	0	0	0	0	0	(95,859)	190	(95,669)
Reversal of net losses on available-for-sale assets sold	0	0	0	0	0	127,920	0	127,920
Revaluation of property, net of tax	0	12,187	0	0	0	0	11,710	23,897
Remeasurement of provision for employee benefits, net of tax	0	0	0	(46,366)	0	0	0	(46,366)
Unwinding of deferred tax on revaluation	0	15,772	0	(15,772)	0	0	0	0
<b>Total comprehensive income</b>	0	27,959	0	4,406,003	0	32,061	246,671	4,712,694
<i>Statutory transfer and transactions with owners:</i>								
Transfer from general banking risk reserve	14	0	0	0	(66,761)	66,761	0	0
Dividends paid to shareholders	15	0	0	(1,370,000)	0	0	0	(1,370,000)
Dividends paid to non-controlling interest		0	0	0	0	0	(69,962)	(69,962)
<b>Total of transfers and transactions with owners</b>	0	0	0	(1,436,761)	66,761	0	(69,962)	(1,439,962)
<b>Balance as at end of year</b>	2,364,966	6,043,728	303,407	21,952,160	366,176	690,866	3,723,849	35,445,152
<b>YEAR ENDED 30 SEPTEMBER 2015</b>								
<b>Balance as at beginning of year</b>	2,364,966	5,999,997	303,407	16,798,879	165,360	241,365	3,179,870	29,053,844
<i>Comprehensive income:</i>								
Net profit for the year	0	0	0	2,944,523	0	0	444,355	3,388,878
Gains on available-for-sale assets, net of tax	0	0	0	0	0	417,440	853	418,293
Remeasurement of provision for employee benefits, net of tax	0	0	0	21,367	0	0	0	21,367
Unwinding of deferred tax on revaluation	0	15,772	0	(15,772)	0	0	0	0
Other	0	0	0	7,976	0	0	(7,976)	0
<b>Total comprehensive income</b>	0	15,772	0	2,958,094	0	417,440	437,232	3,828,538
<i>Statutory transfer and transactions with owners:</i>								
Transfer to general banking risk reserve	14	0	0	0	(134,055)	134,055	0	0
Dividends paid to shareholders	15	0	0	(640,000)	0	0	0	(640,000)
Dividends paid to non-controlling interest		0	0	0	0	0	(69,962)	(69,962)
<b>Total of transfers and transactions with owners</b>	0	0	0	(774,055)	134,055	0	(69,962)	(709,962)
<b>Balance as at end of year</b>	2,364,966	6,015,769	303,407	18,982,918	299,415	658,805	3,547,140	32,172,420

The notes on pages 32 to 91 form an integral part of these financial statements.

# Consolidated Statement of Cash Flows

for the year ended 30 September 2016

Thousands of Guyana Dollars	2016	2015
<b>OPERATING ACTIVITIES</b>		
Profit before taxation	6,527,702	5,284,756
Adjustments to reconcile net profit to net cash provided by operating activities:		
Depreciation of property, plant and equipment	2,400,346	2,226,115
Provision for defined benefit obligations	(733,769)	45,190
Loss on disposal of property, plant and equipment	176,984	41,737
Gain on disposals of investment securities	(1,380,293)	0
Loss on dissolution of associate	688	0
Dividends receivable	(25,294)	(71,551)
Net finance income	(25,992)	(16,176)
Net impairment of investment securities	(7,007)	6,818
Net impairment of loans and advances	555,451	472,600
Net impairment of receivables	20,425	17,773
Share of results of associated companies	1,084	(94)
Loans and advances	901,462	(2,309,168)
Customers' deposits	3,698,167	145,585
Inventories	53,145	555,715
Receivables and prepayments	53,362	5,101
Reserve requirement with Bank of Guyana	(985,031)	17,330
Payables and accruals	(1,371,649)	357,641
Taxes paid	(1,923,880)	(1,751,002)
<b>Net Cash Inflow - Operating Activities</b>	<b>7,935,901</b>	<b>5,028,370</b>
<b>INVESTING ACTIVITIES</b>		
Purchase of property, plant and equipment	(3,093,350)	(4,357,003)
Purchase of investment securities	(5,213,000)	0
Net proceeds from sale of property, plant and equipment	14,965	2,325
Proceeds from sale/maturity of investment securities	7,280,083	2,273,736
Proceeds from dissolution of associate	39,468	0
Dividends received	25,294	71,551
Interest received	25,992	18,574
<b>Net Cash Outflow - Investing Activities</b>	<b>(920,548)</b>	<b>(1,990,817)</b>

# Consolidated Statement of Cash Flows

for the year ended 30 September 2016

Thousands of Guyana Dollars	Note	2016	2015
<b>FINANCING ACTIVITIES</b>			
Repayments of borrowings		0	(1,342,081)
Dividends paid to shareholders		(1,370,000)	(640,000)
Dividends paid to non-controlling interest		(69,962)	(69,962)
Interest paid		0	(2,398)
<b>Net Cash Outflow - Financing Activities</b>		<b>(1,439,962)</b>	<b>(2,054,441)</b>
<b>NET MOVEMENT IN CASH AND CASH EQUIVALENTS</b>			
		5,575,391	983,112
<b>CASH AND CASH EQUIVALENTS AS AT BEGINNING OF YEAR</b>			
		5,971,482	4,988,370
<b>CASH AND CASH EQUIVALENTS AS AT END OF YEAR</b>			
		11,546,873	5,971,482
<b>CASH AND CASH EQUIVALENTS COMPRIZE:</b>			
Cash resources	12	11,441,814	5,651,303
Investment securities with original maturity of less than three months		105,059	320,179
		<b>11,546,873</b>	<b>5,971,482</b>

The notes on pages 32 to 91 form an integral part of these financial statements.



# Statement of Financial Position

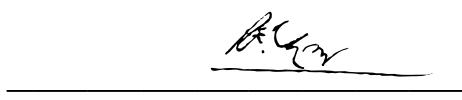
## 30 September 2016

Thousands of Guyana Dollars	Note	2016	2015
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	4	20,246,462	20,541,425
Investment in associates	5	8,000	18,253
Investment in subsidiaries	6	387,178	387,178
Investment securities	7	708,760	2,452,980
Deferred taxation	9	258,485	458,746
		21,608,885	23,858,582
<b>Current assets</b>			
Inventories	10	5,163,906	5,217,051
Receivables and prepayments	11	856,912	931,973
Cash resources	12	7,560,582	4,060,487
		13,581,400	10,209,511
<b>TOTAL ASSETS</b>		<b>35,190,285</b>	<b>34,068,093</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Capital and reserves</b>			
Share capital	13	2,364,966	2,364,966
Reserves	14	26,176,358	23,203,886
		28,541,324	25,568,852
<b>Non-current liabilities</b>			
Borrowings	16	451,381	520,598
Deferred taxation	9	2,264,074	2,293,748
Provision for employee benefits	18	861,620	1,529,153
		3,577,075	4,343,499
<b>Current liabilities</b>			
Payables and accruals	19	2,454,772	3,504,594
Borrowings	16	69,806	64,137
Taxation		547,308	587,011
		3,071,886	4,155,742
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>35,190,285</b>	<b>34,068,093</b>

The notes on pages 32 to 91 form an integral part of these financial statements. The Board of Directors approved these financial statements for issue on 15 December 2016.



CLIFFORD B. REIS  
CHAIRMAN



ROY E. CHEONG  
VICE-CHAIRMAN

# Statement of Income

for the year ended 30 September 2016

Thousands of Guyana Dollars	Note	2016	2015
Revenue	20	25,575,042	24,245,546
Changes in inventories of finished goods and work in progress		66,517	(102,953)
Raw materials and consumables used		(7,105,039)	(7,288,589)
Excise taxes		(3,246,676)	(3,019,646)
Staff costs		(3,907,657)	(3,553,945)
Depreciation		(2,265,474)	(2,097,017)
Other operating expenses		(4,791,062)	(4,450,410)
<b>PROFIT FROM OPERATIONS</b>		4,325,651	3,732,986
Net finance cost	21	(8,079)	(30,633)
Other income	22	1,589,557	203,277
<b>PROFIT BEFORE TAXATION</b>	23	5,907,129	3,905,630
Taxation	24	(1,550,154)	(1,337,124)
<b>PROFIT AFTER TAXATION</b>		4,356,975	2,568,506

The notes on pages 32 to 91 form an integral part of these financial statements.

# Statement of Comprehensive Income

for the year ended 30 September 2016

Thousands of Guyana Dollars	2016	2015
<b>PROFIT FOR THE YEAR</b>	<b>4,356,975</b>	<b>2,568,506</b>
<b>OTHER COMPREHENSIVE INCOME:</b>		
<i>Items that will not be reclassified to profit or loss:</i>		
Remeasurement of provision for employee benefits	(66,236)	30,525
Deferred tax credit / (charge) arising on remeasurement of provision for employee benefits	19,870	(9,158)
	<b>(46,366)</b>	<b>21,367</b>
<i>Items that may be subsequently reclassified to profit or loss:</i>		
Fair value (losses) / gains on available-for-sale assets	(96,057)	416,552
<b>OTHER COMPREHENSIVE INCOME</b>	<b>(142,423)</b>	<b>437,919</b>
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>4,214,552</b>	<b>3,006,425</b>

# Statement of Changes in Equity

for the year ended 30 September 2016

**Thousands of Guyana Dollars**

**Note**

<b>YEAR ENDED 30 SEPTEMBER 2016</b>	<b>Share Capital</b>	<b>Revaluation Reserve</b>	<b>Retained Earnings</b>	<b>Available- for-Sale Investments Reserve</b>	<b>Total</b>
<b>Balance as at beginning of year</b>	2,364,966	5,923,107	16,621,233	659,546	25,568,852
<i>Comprehensive income:</i>					
Net profit for the year	0	0	4,356,975	0	4,356,975
Losses on available-for-sale assets	0	0	0	(96,057)	(96,057)
Reversal of net losses on available-for-sale assets sold	0	0	0	127,920	127,920
Remeasurement of provision					
for employee benefits, net of tax	0	0	(46,366)	0	(46,366)
Unwinding of deferred tax on revaluation	0	15,772	(15,772)	0	0
<b>Total comprehensive income</b>	0	15,772	4,294,837	31,863	4,342,472
<i>Transactions with owners:</i>					
Dividends paid to shareholders	15	0	0	(1,370,000)	0
<b>Total transactions with owners</b>		0	0	(1,370,000)	0
<b>Balance as at end of year</b>	2,364,966	5,938,879	19,546,070	691,409	28,541,324
<b>YEAR ENDED 30 SEPTEMBER 2015</b>					
<b>Balance as at beginning of year</b>	2,364,966	5,907,335	14,687,132	242,994	23,202,427
<i>Comprehensive income:</i>					
Net profit for the year	0	0	2,568,506	0	2,568,506
Gains on available-for-sale assets	0	0	0	416,552	416,552
Remeasurement of provision					
for employee benefits, net of tax	0	0	21,367	0	21,367
Unwinding of deferred tax on revaluation	0	15,772	(15,772)	0	0
<b>Total comprehensive income</b>	0	15,772	2,574,101	416,552	3,006,425
<i>Transactions with owners:</i>					
Dividends paid to shareholders	15	0	0	(640,000)	0
<b>Total transactions with owners</b>		0	0	(640,000)	0
<b>Balance as at end of year</b>	2,364,966	5,923,107	16,621,233	659,546	25,568,852

The notes on pages 32 to 91 form an integral part of these financial statements.

# Statement of Cash Flows

for the year ended 30 September 2016

Thousands of Guyana Dollars	2016	2015
<b>OPERATING ACTIVITIES</b>		
Profit before taxation	5,907,129	3,905,630
Adjustments to reconcile net profit to net cash provided by operating activities:		
Depreciation of property, plant and equipment	2,265,474	2,097,017
Investment property fair value gains	(28,584)	(9,733)
Provision for defined benefit obligations	(733,769)	45,190
Loss on disposal of property, plant and equipment	171,783	41,200
Gain on disposals of investment securities	(1,380,293)	0
Surplus on dissolution of associate	(29,215)	0
Dividends receivable	(92,249)	(138,624)
Net finance cost	8,079	30,633
Net impairment of receivables	20,425	17,773
Inventories	53,145	555,715
Receivables and prepayments	54,636	(56,722)
Payables and accruals	(1,049,822)	481,941
Taxes paid	(1,399,400)	(1,142,595)
<b>Net Cash Inflow - Operating Activities</b>	<b>3,767,339</b>	<b>5,827,425</b>
<b>INVESTING ACTIVITIES</b>		
Purchase of property, plant and equipment	(2,122,660)	(3,409,797)
Net proceeds from sale of property, plant and equipment	8,950	1,725
Proceeds from sale of investment securities	3,156,376	0
Proceeds from dissolution of associate	39,468	0
Dividends received	92,249	138,624
Interest received	39,961	24,906
<b>Net Cash Inflow / (Outflow) - Investing Activities</b>	<b>1,214,344</b>	<b>(3,244,542)</b>

# Statement of Cash Flows

for the year ended 30 September 2016

Thousands of Guyana Dollars	Note	2016	2015
<b>FINANCING ACTIVITIES</b>			
Repayments of borrowings		(63,548)	(100,527)
Dividends paid to shareholders		(1,370,000)	(640,000)
Interest paid		(48,040)	(55,539)
<b>Net Cash Outflow - Financing Activities</b>		<b>(1,481,588)</b>	<b>(796,066)</b>
<b>NET MOVEMENT IN CASH AND CASH EQUIVALENTS</b>			
		3,500,095	1,786,817
<b>CASH AND CASH EQUIVALENTS AS AT BEGINNING OF YEAR</b>			
		4,055,423	2,268,606
<b>CASH AND CASH EQUIVALENTS AS AT END OF YEAR</b>			
	<b>12</b>	<b>7,555,518</b>	<b>4,055,423</b>

The notes on pages 32 to 91 form an integral part of these financial statements.

# Notes to the Financial Statements

30 September 2016

## 1. INCORPORATION AND BUSINESS ACTIVITIES

### **Incorporation**

Banks DIH Limited was incorporated in Guyana on 09 September 1955. Its registered office is located at Thirst Park, Greater Georgetown.

### **Principal Activities**

The principal activities of the Company and its subsidiaries (the Group) are as follows:

#### **(a) Beverages**

The brewing, blending and wholesale marketing of beers, wines, liquors and assorted beverages.

#### **(b) Financial Services**

The operation of commercial banking.

#### **(c) Food and Restaurants**

The processing of food items and the operation of restaurants.

#### **(d) Others**

The operation of hotel and laundry services.

## 2. SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to the years presented.

### **(a) Basis of Preparation**

The financial statements have been prepared under the historical cost convention, as modified by the revaluation of the properties and available-for-sale investments. The financial statements have been prepared in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board ('IFRSs'). The Company's financial statements are presented to satisfy the requirements of the Companies Act 1991.

The preparation of the Group's financial statements requires management to make estimates and assumptions that affect the reported amounts of revenue, expenses, assets and liabilities, and the disclosure of contingent liabilities at the date of the financial statements. Such estimates and assumptions are based on historical experience and various other factors that are believed to be reasonable in the circumstances and constitute management's best judgement at the date of the financial statements. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are disclosed in note 3.

# Notes to the Financial Statements

30 September 2016

2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (a) Basis of Preparation (Cont'd)

#### *Pronouncements effective in future periods*

The following new standards and amendments and improvements to existing standards have been published and are effective in future financial years.

IFRS 9	Financial instruments
IFRS 14	Regulatory deferral accounts
IFRS 15	Revenue from contracts with customers
IFRS 16	Leases
IFRS 2	Amendments - Classification and measurement for share-based payment transactions
IFRS 4	Amendments - Applying IFRS 9 with IFRS 4 <i>Insurance Contracts</i>
IFRS 11	Amendments - Accounting for acquisition of interests in joint operations
IAS 1 / IAS 7	Amendments - Disclosure initiative
IAS 16 / IAS 38	Clarification of acceptable methods of depreciation and amortisation
IAS 16 / IAS 41	Amendments - Bearer plants
IAS 27	Amendments - Equity method in separate financial statements
IAS 12	Amendments - Recognition of deferred tax assets for unrealised losses
Annual improvements cycle (2012 - 2014):	
- IFRS 5	Changes in methods of disposal
- IFRS 7	Servicing contracts
- IAS 19	Discount rate: regional market issue
- IAS 34	Disclosure of information elsewhere in the interim financial report

Of these pronouncements, those that are expected to be relevant to the Group's financial reporting are described below.

#### *IFRS 9 - Financial instruments*

The standard will be effective for the financial period beginning on 01 October 2018. One component of the standard sets out a single approach to determine whether a financial asset is measured at amortised cost or fair value based on how an entity manages its financial instruments (its business model) and the contractual cash flow characteristics of the financial assets. The other components of the standard introduce a single, forward-looking 'expected loss' impairment model and a substantially-reformed approach to hedge accounting. Management is reviewing the provisions of this standard to determine the impact against current practices.

#### *IFRS 15 - Revenue from contracts with customers*

The standard will be effective for the financial period beginning on 01 October 2018. The core principle of the new standard is the recognition of revenue to depict the transfer of goods or services to customers in amounts that reflect the consideration to which an entity expects to be entitled in exchange for those goods or services. The standard contains enhanced disclosure requirements relative to revenue and also provides guidance for transactions that were not previously addressed comprehensively. Management is reviewing the provisions of this standard to determine the impact, if any, against current practices.

#### *IFRS 16 - Leases*

The standard will be effective for the financial period beginning on 01 October 2019. It replaces IAS 17 and removes the classification of leases as either operating or finance leases. A single model is introduced for lessee accounting that requires assets and liabilities for all leases with a term of more than 12 months to be recognised, and the depreciation of lease assets to be shown separately from interest on lease liabilities in the income statement. Management is reviewing the provisions of this standard to determine the impact, if any, against current practices.



# Notes to the Financial Statements

30 September 2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (b) Basis of Consolidation

The consolidated financial information includes the accounts of Banks DIH Limited and its subsidiaries, together with the Group's share of the results of its associates.

Subsidiaries are entities over which the Group has control. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. All inter-company transactions, balances and unrealised gains on transactions with subsidiaries are eliminated for consolidation purposes.

The Group applies a policy of treating transactions with non-controlling interests as transactions with parties external to the Group.

An associate is an entity over which the Group has significant influence but not control, generally accompanying a shareholding of between 20% to 50% of the voting rights. The investments in the associated companies are accounted for under the equity method of accounting.

### (c) Foreign Currencies

#### *Functional and presentation currency*

Items included in the financial statements are measured using the currency of the primary economic environment in which the Group operates. The financial statements are presented in Guyana Dollars, which is the Group's functional currency.

#### *Transactions and balances*

Transactions involving foreign currencies are translated into the functional currency using exchange rates prevailing at the dates of the transactions. Foreign currency gains and losses resulting from the settlement of such transactions and from the translation at year end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the statement of income.

Translation differences arising on non-monetary financial assets, such as equity holdings classified as available-for-sale, are included in other comprehensive income.

### (d) Property, Plant and Equipment

Freehold properties of the Group are stated at revalued amounts less accumulated depreciation and impairment losses. Other properties, plant and equipment are stated at cost less accumulated depreciation and impairment losses. Property values are subject to annual management reviews. Professional valuations are conducted when these reviews indicate a potentially significant variation from recorded values.

Depreciation is provided on a straight line basis at rates estimated to write-off the assets over their expected useful lives. The estimated useful lives of assets are reviewed by taking account of commercial and technological obsolescence as well as normal wear and tear. Depreciation rates are adjusted, if appropriate.

The current rates of depreciation are:

Freehold properties	2% per annum
Leasehold properties	Life of lease
Plant and machinery	5 - 10% per annum
Furniture, fittings and equipment	6.66 - 33.33% per annum
Motor vehicles	20 - 25% per annum
Containers	20% per annum

No depreciation is provided on construction in progress.

# Notes to the Financial Statements

30 September 2016

2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (d) Property, Plant and Equipment (Cont'd)

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the statement of income during the financial period in which they are incurred.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date.

### (e) Investment Property

Property leased by the parent Company to the banking subsidiary is considered to be investment property in the Company's financial statements. Investment property is measured initially at cost and subsequently at fair value. Changes in fair values are recognised in the statement of income.

### (f) Intangible Assets (Computer Software)

The costs of acquiring, customising and installing computer software are capitalised and amortised on a straight line basis over the estimated useful economic life of five years. Costs associated with maintenance of computer software are expensed as incurred.

### (g) Impairment of Non-financial Assets

Assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable or at least at every reporting date. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

### (h) Investment Securities

The Group classifies its investment securities into the following categories: 'available-for-sale' and 'held-to-maturity'. Management determines the classification of an investment security at the time of purchase.

Available-for-sale assets are non-derivative securities that are intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. Such securities are carried at fair value, which is determined by reference to current trading price. Unrealised gains and losses arising from changes in the fair value are recognised in other comprehensive income.

Held-to-maturity assets are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity. Were the Group to sell other than an insignificant amount of held-to-maturity assets, the entire category would be tainted and reclassified as available-for-sale. Held-to-maturity investment securities are carried at amortised cost.

Investments in the associated companies and subsidiary companies are stated at cost in the Company's financial statements.



# Notes to the Financial Statements

30 September 2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (i) Loans and Advances

Loans and advances to customers are stated at amortised cost net of an allowance for impairment losses. These are financial assets with fixed or determinable payments that are not quoted in an active market.

In accordance with the Bank of Guyana's Supervision Guideline 5 "*Loan Portfolio Review, Classification, Provisioning, and Other Related Requirements*" (SG 5), the banking subsidiary classifies loans and advances as 'non-performing' when:

- (a) for a loan or an account with fixed repayment dates -
  - (i) principal or interest is due and unpaid for three months or more; or
  - (ii) interest charges for three months or more have been capitalised, refinanced, or rolled-over.
- (b) for an overdraft or an account without fixed repayment dates -
  - (i) approved limit has been exceeded for three months or more; or
  - (ii) credit line has expired for three months or more; or
  - (iii) interest charges for three months or more have not been covered by deposits; or
  - (iv) the account has developed a hardcore which was not converted into a term loan after three months or more.

A non-performing account may be restored to a performing status when all arrears of principal and interest have been paid or when it otherwise becomes well-secured and full collection is expected within three months.

Loans which have been refinanced, rescheduled, rolled-over, or otherwise modified because of weaknesses in the borrower's financial position or the non-repayment of the debt as arranged are classified as renegotiated. Facilities are only renegotiated if the banking subsidiary is satisfied that the financial position of the borrower can service the debt under the new conditions.

### (j) Impairment of Financial Assets

The Group assesses at each reporting date whether there is objective evidence that a financial asset or group of financial assets is impaired. The Group's financial assets include investment securities, loans and advances, receivables and cash resources.

The Group's approach to impairment of financial assets is guided by IAS 39 - *Financial Instruments: Recognition and Measurement*. The banking subsidiary is also subject to prudential reserving rules as stipulated by the Bank of Guyana in its Supervision Guideline 5 (SG 5). Where the impairment provision required under SG 5 is greater than that required under IAS 39, the excess is dealt with as an appropriation of retained earnings to a general banking risk reserve. Both approaches are described in this note.

#### *International Accounting Standard 39*

##### (a) Assets carried at amortised cost

A financial asset or a group of financial assets is impaired and impairment losses are incurred if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset ('loss event') and that loss event (events) adversely affects the amount or timing of future cash flows from the asset.

Objective evidence that a financial asset or group of financial assets is impaired includes observable data that comes to the Group about the following loss events:

- significant financial difficulties of the counterparty;
- actual delinquencies;
- adverse change in the payment status of the counterparty;
- bankruptcy or reorganisation by the counterparty.

# Notes to the Financial Statements

30 September 2016

2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (j) Impairment of Financial Assets (Cont'd)

#### (a) Assets carried at amortised cost (Cont'd)

If there is objective evidence that an impairment loss on a financial asset has been incurred, the amount of the allowance for impairment is measured as the difference between the carrying amount and the present value of the expected future cash flows, including amounts recoverable from guarantees and collateral, discounted at the original effective interest rate of the asset. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in the statement of income. The treatment of impairment arising on an equity security classified as available-for-sale is described below.

For loans and advances, the Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant. If the Group determines no objective evidence of impairment exists for an individually assessed loan or advance, whether significant or not, it includes the asset in a group of loans and advances with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognised are not included in a collective assessment of impairment.

#### (b) Assets classified as available-for-sale

The Group assesses at each reporting date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is also evidence that the assets are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative fair value losses are removed from equity and recognised in the statement of income. Impairment losses recognised in income on equity investments are not reversed through income.

#### *Supervision Guideline 5*

The banking subsidiary is required to conduct a loan review of at least 70 percent of its portfolio including large accounts and off-balance sheet commitments, and all past-due and non-performing accounts.

The following information should be considered in the review:

- a) original terms and purpose of facility against current balance and status;
- b) financial information on the borrower;
- c) evaluation of the project being financed;
- d) status of collateral including recent valuation, legal assignments and insurance;
- e) past record of the borrower; and
- f) performance of other members of the group (if applicable).

BANKS DIH ANNUAL REPORT



# Notes to the Financial Statements

30 September 2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (j) Impairment of Financial Assets (Cont'd)

*Supervision Guideline 5 (Cont'd)*

Following the review of the portfolio, accounts are classified into one of five categories being Pass, Special Mention, Substandard, Doubtful or Loss.

The provision levels stipulated in SG 5 are as follows.

Classification	Provision
Pass	0%
Special Mention	0%
Substandard	<ul style="list-style-type: none"> <li>- portion secured by cash, cash substitutes, government securities or government guarantees 0%</li> <li>- others 20%</li> </ul>
Doubtful	50%
Loss	100%

Each of the five categories has specific classification criteria based on facility performance, collateral status and financial condition of borrower. Additionally, a general provision equivalent to 1 percent of the portfolio not reviewed is required.

#### *Write-offs and Recoveries*

When an asset is uncollectible, it is written off against the related provision for impairment. Recoveries in part or in full of amounts previously written-off are credited to the statement of income.

### (k) Taxation

The tax expense for the year comprises of current and deferred tax and is recognised in the statement of income and in the other comprehensive income, as appropriate.

The current corporate tax charge is identified on the basis of the tax laws enacted at the reporting date. It establishes provisions where appropriate on the basis of amounts expected to be paid to the tax authorities.

The Group provides for deferred tax using the liability method for all temporary differences arising between the tax bases of the assets and liabilities and their carrying values for financial reporting purposes. Currently enacted tax rates are used to determine deferred corporation tax.

The principal temporary differences arise from depreciation on property, plant and equipment, revaluations of certain assets, provision for post-employment benefits and deferred income previously subject to taxation. Deferred tax assets are recognised to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

### (l) Inventories

Inventories are valued at the lower of cost and net realisable value. Cost is determined by the weighted average method. Cost of finished goods and work in progress comprise raw material costs, direct labour costs, other direct costs and related production overheads. Net realisable value is the estimated selling price in the ordinary course of business, less costs to completion and selling expenses.

# Notes to the Financial Statements

30 September 2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (m) Trade Receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method, less a provision for impairment. A provision for impairment of trade receivables is established when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables.

### (n) Cash and Cash Equivalents

Cash and cash equivalents comprise cash in hand, balances with banks, the non-restricted balance with the Bank of Guyana and investment securities with an original maturity of less than three months but excludes external payment deposits with commercial banks.

### (o) Share Capital and Dividends

Ordinary shares with discretionary dividends are classified as equity.

Dividends are recognised as a deduction from shareholders' equity in the period in which they are approved by shareholders or, as in the case of interim dividends, when paid by the directors as authorised under the Company's by-laws.

### (p) Borrowings

Borrowings are recognised initially at the proceeds received and subsequently at amortised cost. Borrowing costs that are directly attributable to the acquisition, construction or production of an asset are capitalised as part of the cost of that asset.

### (q) Customers' Deposits

Customers' deposits are recognised initially at the nominal amount of funds received and subsequently at amortised cost.

### (r) Employee Benefits

#### (i) Post-employment benefits

The Group operates defined contribution schemes for the majority of employees. The Group's contributions to the defined contribution schemes are charged to the statement of income in the year to which they relate.

The Company also guarantees a certain level of post-employment benefit to long-serving employees. The guaranteed benefit is based on number of years service and salary levels at retirement. The Company has made a provision for this obligation.

The governance of the post-employment benefit arrangements is the responsibility of the Trustees appointed by the Group.

#### (ii) Termination gratuities

The Company offers a termination gratuity to employees after a minimum number of years service, which is based on years of service and salary level at termination. The expected costs of these gratuity payments are accrued over the period of employment. The Company has made a provision for this obligation.

# Notes to the Financial Statements

30 September 2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (r) Employee Benefits (Cont'd)

The provisions in respect of the guaranteed post-employment benefits and the termination gratuities represent the present value of the obligations at the year end minus the fair value of any asset held to cover the obligations. The obligations have been calculated by an independent actuary using the projected unit credit method. Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are charged or credited to equity in other comprehensive income in the period in which they arise. Past service costs are recognised immediately in the statement of income.

### (s) Trade Payables

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective rate method.

### (t) Revenue Recognition

Revenue from sale of goods is recognised when significant risks and rewards of ownership of the goods are transferred to the buyer.

Interest income for the banking subsidiary is recognised on an accrual basis using the effective interest method. In accordance with Guyana banking regulations, where collection of interest income is considered doubtful or payment is outstanding for 90 days or more, interest is accounted for on a cash basis. IFRS require that when loans become impaired, they are written down to their recoverable amounts and interest income is thereafter recognised based on the rate of interest that was used to discount the future cash flows for the purpose of measuring the recoverable amount. The difference between the regulatory and IFRS bases of interest recognition in this circumstance was assessed to be immaterial.

Other revenues earned by the Group are recognised as follows:

- Fees and commissions are generally recognised on an accrual basis when the service has been provided. Loan commitment fees for loans that are likely to be drawn down are deferred over the term of the loan.
- Dividend income is recognised when the right to receive dividend is established.
- Lease income is recognised over the term of the lease to reflect a constant rate of return.

### (u) Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. As lessee, payments made under an operating lease are charged to the statement of income on a straight-line basis over the period of the lease. As lessor, payments received under an operating lease are credited to the statement of income on a straight-line basis over the period of the lease.

### (v) Segmental Reporting

The Group's business activities have been classified into three categories for segmental reporting in a manner consistent with the internal reporting provided to the chief operating decision-maker and based largely on the nature of the products and services. The chief operating decision-maker has been identified as the Board of Directors of the parent company.

The categories are Beverages, Commercial Banking and All Other Segments. The 'All Other Segments' category includes the Food and Restaurants, Hotel and Laundry Services segments as these do not meet the quantitative thresholds specified in IFRS 8. The types of products and services in each reportable segment are identified in note 1 to these financial statements.

The Group's operations are located in Guyana.

# Notes to the Financial Statements

30 September 2016

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONT'D)

### (w) Financial Instruments

Financial instruments carried on the statement of financial position include investment securities, loans and advances, receivables, customers' deposits, payables, accruals, borrowings and cash resources. The recognition methods adopted for each significant instrument is disclosed in the individual policy statements.

## 3. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS IN APPLYING ACCOUNTING POLICIES

### (a) Impairment Losses on Financial Assets

To identify impairment in the Group's loans, investment securities (except available-for-sale equity investments) and receivables portfolios, judgements are made as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from those assets. Estimating the quantum and timing of future recoveries involves significant judgement. The size of receipts will depend on the future performance of the borrower/issuer/customer and the value of security, both of which will be affected by future economic conditions; additionally, collateral may not be readily marketable. The actual amount of future cash flows and the date they are received may differ from these estimates and consequently actual losses incurred may differ from those recognised in these financial statements.

The Group follows the guidance of IAS 39 to determine whether an available-for-sale equity investment is impaired. This determination requires significant judgement. In making this judgement, the Group evaluates, among other factors, the duration and extent to which the fair value of an investment is less than its cost; and the financial health of and short-term business outlook for the investee, including factors such as industry and sector performance, and operational and financial cash flow.

### (b) Provisions for Employee Benefits

The provision for employee benefits is based on the application of the projected unit credit method by an independent actuary using certain assumptions (stated in note 18). The future payments of employee benefits may differ from the estimated amounts due to deviations from the assumptions used.

### (c) Held-to-Maturity Investments

The Group follows the guidance of IAS 39 on classifying non-derivative financial assets with fixed or determinable payments and fixed maturity as held-to-maturity. This classification requires significant judgement for which management evaluates its intention and ability to hold such investments to maturity.

### (d) Values of Property, Plant and Equipment

The residual values and useful lives of property, plant and equipment are reviewed at each reporting date and estimates made of the values expected to be obtained from disposal of the assets at the end of their useful lives and the expected period over which the assets are expected to be available for use.



# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

#### 4. PROPERTY, PLANT AND EQUIPMENT

##### Group

Cost / Valuation	Freehold Properties	Leasehold Properties	Plant and Machinery	Furniture, Fittings and Equipment	Motor Vehicles	Containers	Construction in Progress	Total
As at 01 October 2015	8,052,215	74,579	13,438,697	3,367,743	2,224,084	4,373,945	3,167,115	34,698,378
Additions	15,367	0	301,123	457,044	92,643	824,364	1,402,809	3,093,350
Transfers	129,551	0	1,016,570	30,294	233,588	0	(1,410,003)	0
Disposals	0	0	(796,757)	(50,849)	(159,904)	(231,234)	0	(1,238,744)
Revaluation	21,900	0	0	0	0	0	0	21,900
As at 30 September 2016	8,219,033	74,579	13,959,633	3,804,232	2,390,411	4,967,075	3,159,921	36,574,884

##### Depreciation & Impairment

As at 01 October 2015	(220,186)	(69,361)	(5,096,878)	(2,163,646)	(1,755,418)	(2,547,024)	0	(11,852,513)
Depreciation charge	(110,327)	(5,147)	(846,645)	(375,858)	(304,729)	(757,640)	0	(2,400,346)
Written back on disposals	0	0	635,767	48,485	156,964	205,579	0	1,046,795
Written back on revaluation	7,060	0	0	0	0	0	0	7,060
As at 30 September 2016	(323,453)	(74,508)	(5,307,756)	(2,491,019)	(1,903,183)	(3,099,085)	0	(13,199,004)

##### Net Carrying Amount

As at 30 September 2016	7,895,580	71	8,651,877	1,313,213	487,228	1,867,990	3,159,921	23,375,880
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##### Cost / Valuation

As at 01 October 2014	7,666,093	74,486	12,689,926	3,008,150	2,130,726	3,885,994	1,435,787	30,891,162
Additions	24,779	93	340,516	444,744	61,176	756,497	2,729,198	4,357,003
Transfers	361,343	0	530,580	55,933	47,792	0	(995,648)	0
Disposals	0	0	(122,325)	(141,084)	(15,610)	(268,546)	(2,222)	(549,787)
As at 30 September 2015	8,052,215	74,579	13,438,697	3,367,743	2,224,084	4,373,945	3,167,115	34,698,378

##### Depreciation & Impairment

As at 01 October 2014	(112,863)	(67,769)	(4,398,794)	(1,956,746)	(1,479,465)	(2,116,486)	0	(10,132,123)
Depreciation charge	(107,323)	(1,592)	(803,603)	(339,017)	(291,563)	(683,017)	0	(2,226,115)
Written back on disposals	0	0	105,519	132,117	15,610	252,479	0	505,725
As at 30 September 2015	(220,186)	(69,361)	(5,096,878)	(2,163,646)	(1,755,418)	(2,547,024)	0	(11,852,513)

##### Net Carrying Amount

As at 30 September 2015	7,832,029	5,218	8,341,819	1,204,097	468,666	1,826,921	3,167,115	22,845,865
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# Notes to the Financial Statements

## 30 September 2016

2016

**Thousands of Guyana Dollars**

### 4. PROPERTY, PLANT AND EQUIPMENT (CONT'D)

#### Company

Cost / Valuation	Freehold Properties	Plant and Machinery	Furniture, Fittings and Equipment	Motor Vehicles	Containers	Construction in Progress	Total
As at 01 October 2015	7,683,868	13,468,014	2,216,896	2,134,470	4,373,945	1,605,353	31,482,546
Additions	15,367	301,123	367,148	81,531	824,364	533,127	2,122,660
Transfers	129,551	1,016,570	30,294	233,588	0	(1,410,003)	0
Disposals	0	(796,757)	(32,800)	(142,713)	(223,695)	0	(1,195,965)
Fair value gains	28,584	0	0	0	0	0	28,584
As at 30 September 2016	7,857,370	13,988,950	2,581,538	2,306,876	4,974,614	728,477	32,437,825

#### Depreciation and Impairment

As at 01 October 2015	(188,085)	(5,104,609)	(1,398,906)	(1,702,497)	(2,547,024)	0	(10,941,121)
Depreciation charge	(97,939)	(851,496)	(267,365)	(291,034)	(757,640)	0	(2,265,474)
Written back on disposals	0	635,767	31,173	142,713	205,579	0	1,015,232
As at 30 September 2016	(286,024)	(5,320,338)	(1,635,098)	(1,850,818)	(3,099,085)	0	(12,191,363)

#### Net Carrying Amount

As at 30 September 2016	7,571,346	8,668,612	946,440	456,058	1,875,529	728,477	20,246,462
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#### Cost / Valuation

As at 01 October 2014	7,288,013	12,719,243	1,920,331	2,045,539	3,885,994	683,444	28,542,564
Additions	24,779	340,516	315,541	52,685	756,497	1,919,779	3,409,797
Transfers	361,343	530,580	55,933	47,792	0	(995,648)	0
Disposals	0	(122,325)	(74,909)	(11,546)	(268,546)	(2,222)	(479,548)
Fair value gains	9,733	0	0	0	0	0	9,733
As at 30 September 2015	7,683,868	13,468,014	2,216,896	2,134,470	4,373,945	1,605,353	31,482,546

#### Depreciation and Impairment

As at 01 October 2014	(92,791)	(4,401,674)	(1,231,349)	(1,438,427)	(2,116,486)	0	(9,280,727)
Depreciation charge	(95,294)	(808,454)	(234,636)	(275,616)	(683,017)	0	(2,097,017)
Written back on disposals	0	105,519	67,079	11,546	252,479	0	436,623
As at 30 September 2015	(188,085)	(5,104,609)	(1,398,906)	(1,702,497)	(2,547,024)	0	(10,941,121)

#### Net Carrying Amount

As at 30 September 2015	7,495,783	8,363,405	817,990	431,973	1,826,921	1,605,353	20,541,425
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Included in the Company's freehold property are properties leased to the banking subsidiary with a carrying value of \$617,193 (2015-\$588,609). These properties are considered to be investment properties in the Company's financial statements and are carried at fair values determined at the year end by Rodrigues Architects Limited. A fair value gain of \$28,584 (2015 - \$9,733) is recognised in the statement of income.

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 4. PROPERTY, PLANT AND EQUIPMENT (CONT'D)

If freehold properties were stated on the historical cost basis, the total carrying value of properties would be as follows:

	GROUP		COMPANY	
	2016	2015	2016	2015
Cost	2,988,474	2,843,556	2,645,843	2,500,925
Accumulated depreciation	(512,120)	(469,121)	(423,300)	(386,266)
Net carrying amount	2,476,354	2,374,435	2,222,543	2,114,659

## 5. INVESTMENT IN ASSOCIATES

Nature of investment in associates	Principal activity	Place of business	Interest held in ordinary	Interest held in ordinary
			shares 2016	shares 2015
B&B Farms Inc.	Poultry rearing	Guyana	40%	40%
BCL (Barbados) Ltd.	Beverage distribution	Barbados	0%	25%

During the current year BCL (Barbados) Ltd. filed for dissolution in Barbados. A surplus of \$29,215 over the cost of the investment was received by the Company from the dissolution.

Cost of investment in associates	GROUP		COMPANY	
	2016	2015	2016	2015
Cost of investment in associates	8,000	18,253	8,000	18,253
Share of post acquisition reserves	(2,339)	28,869	0	0
	5,661	47,122	8,000	18,253
Share of associates' loss after tax from continuing operations	(1,304)	(52)	0	0

The prior year financial information for one of the associates was based on financial statements as at 31 August which represents that entity's financial year end.

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 6. INVESTMENT IN SUBSIDIARIES

	Principal activity	Place of business	Interest held in ordinary shares
<b>Nature of investment in subsidiaries</b>			
Citizens Bank Guyana Inc.	Commercial banking	Guyana	51%
Caribanks Shipping Company Ltd.	Dormant	Guyana	100%

	COMPANY	
	2016	2015
Cost of investment in subsidiaries		

Cost of equity investment in subsidiaries 387,178 387,178

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## Non-controlling interest

Summarised below is financial information for the banking subsidiary which has a 49 percent non-controlling interest. The financial information is before inter-company eliminations.

	BANKING SUBSIDIARY	
	2016	2015
Summarised Statement of Financial Position:		
Assets	50,223,938	43,114,457
Liabilities	42,624,245	35,875,395
Net assets	7,599,693	7,239,062

## Summarised Statement of Comprehensive Income:

Revenue	3,265,865	3,701,967
Expenses	(2,506,609)	(2,234,568)
<b>Profit before tax</b>		
Tax charge	759,256	1,467,399
	(280,131)	(560,553)
<b>Profit after tax</b>		
Other comprehensive income	479,125	906,846
	24,285	1,741
<b>Total comprehensive income</b>		
	503,410	908,587

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

**6. INVESTMENT IN SUBSIDIARIES (CONT'D)** **BANKING SUBSIDIARY**

**2016**                   **2015**

**Non-controlling interest (cont'd)**

Dividends paid to non-controlling interest	69,962	69,962
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Summarised Statement of Cash Flows:

Net cash generated from operating activities	7,760,386	846,477
Net cash (used in) / generated from investing activities	(2,053,968)	1,327,129
Net cash used in financial activities	(142,779)	(1,442,779)
Net increase in cash and cash equivalents	5,563,639	730,827
Cash and cash equivalents as at beginning of year	5,353,278	4,622,451
Cash and cash equivalents as at end of year	10,916,917	5,353,278

**7. INVESTMENT SECURITIES**

**GROUP**

**COMPANY**

**2016**                   **2015**                   **2016**                   **2015**

Held-to-maturity securities at amortised cost (net of provision for impairment)	1,505,108	623,929	0	0
Available for sale securities at fair value:				
Quoted equity securities	841,735	2,585,426	707,855	2,452,197
Unquoted equity securities	905	783	905	783
	2,347,748	3,210,138	708,760	2,452,980

**As reported in the statement of financial position:**

Non-current	1,014,693	2,644,390	708,760	2,452,980
Current	1,333,055	565,748	0	0
	2,347,748	3,210,138	708,760	2,452,980

# Notes to the Financial Statements

30 September 2016

Thousands of Guyana Dollars

## 8. LOANS AND ADVANCES (BANKING SEGMENT)

### GROUP

### COMPANY

	2016	2015	2016	2015
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Overdrafts	2,302,646	2,695,599	0	0
Term loans	12,614,367	14,892,532	0	0
Mortgages	10,162,922	9,585,431	0	0
Non-accrual accounts	4,694,359	3,386,076	0	0
	29,774,294	30,559,638	0	0
Accrued interest receivable	247,227	363,346	0	0
Provision for impairment	(1,382,995)	(827,545)	0	0
	28,638,526	30,095,439	0	0

### As reported in the statement of financial position:

Non - current	25,715,052	26,130,708	0	0
Current	2,923,474	3,964,731	0	0
	28,638,526	30,095,439	0	0

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 9. DEFERRED TAXATION

Deferred taxes are calculated in full on temporary differences under the liability method using the applicable tax rates. There is no enforceable right to set off tax assets against liabilities within the Group and the following amounts are shown in the statement of financial position.

<b>Deferred Tax Assets</b>	<b>GROUP</b>				<b>COMPANY</b>	
	<b>Deferred income</b>	<b>Provisions for employee benefits</b>	<b>Fair value loss on investment securities</b>	<b>Total</b>	<b>Provisions for employee benefits</b>	<b>Total</b>
<i>For the year ended 30 September 2016</i>						
As at beginning of year	121	458,746	971	459,838	458,746	458,746
Charged to statement of income	(43)	(220,131)	0	(220,174)	(220,131)	(220,131)
Credited / (charged) to other comprehensive income	0	19,870	(262)	19,608	19,870	19,870
As at end of year	78	258,485	709	259,272	258,485	258,485
Balance expected to be recovered after more than 12 months	0	258,485	0	258,485	258,485	258,485
<i>For the year ended 30 September 2015</i>						
As at beginning of year	163	454,346	2,131	456,640	454,346	454,346
(Charged) / credited to statement of income	(42)	13,558	0	13,516	13,558	13,558
Charged to other comprehensive income	0	(9,158)	(1,160)	(10,318)	(9,158)	(9,158)
As at end of year	121	458,746	971	459,838	458,746	458,746
Balance expected to be recovered after more than 12 months	0	458,746	0	458,746	458,746	458,746
 <b>GROUP</b>						
<b>Deferred Tax Liabilities</b>	<b>GROUP</b>				<b>COMPANY</b>	
	<b>Accelerated tax depreciation</b>	<b>Revaluation gains on property</b>	<b>Fair value gains on investment securities</b>	<b>Total</b>	<b>Accelerated tax depreciation</b>	<b>Revaluation gains on property</b>
<i>For the year ended 30 September 2016</i>						
As at beginning of year	1,598,912	744,083	239	2,343,234	1,559,141	734,368
Credited to statement of income	(30,172)	(15,772)	0	(45,944)	(19,618)	(10,056)
Charged to other comprehensive income	0	5,063	0	5,063	0	0
As at end of year	1,568,740	733,374	239	2,302,353	1,539,523	724,312
Balance expected to be realised after more than 12 months	1,568,740	713,217	239	2,282,196	1,539,523	708,154
<i>For the year ended 30 September 2015</i>						
As at beginning of year	1,471,000	760,180	239	2,231,419	1,433,111	748,194
Charged / (credited) to statement of income	127,912	(16,097)	0	111,815	126,030	(13,826)
As at end of year	1,598,912	744,083	239	2,343,234	1,559,141	734,368
Balance expected to be realised after more than 12 months	1,598,912	727,986	239	2,327,137	1,559,141	718,596

# Notes to the Financial Statements

30 September 2016

2016

**Thousands of Guyana Dollars**

## 10. INVENTORIES

	GROUP		COMPANY	
	2016	2015	2016	2015
Production raw materials and work in progress	1,492,435	1,486,752	1,492,435	1,486,752
Packaging material	991,619	1,083,694	991,619	1,083,694
Spares and expense stocks	1,189,651	1,096,995	1,189,651	1,096,995
Finished goods	666,728	578,689	666,728	578,689
Goods in transit	823,473	970,921	823,473	970,921
	5,163,906	5,217,051	5,163,906	5,217,051

## 11. RECEIVABLES AND PREPAYMENTS

Trade receivables (gross)	650,872	703,434	650,872	703,434
Provision for impairment	(38,414)	(26,994)	(38,414)	(26,994)
Trade receivables (net)	612,458	676,440	612,458	676,440
Other receivables	275,103	285,903	221,203	245,376
Prepayments	97,240	96,245	23,251	10,157
	984,801	1,058,588	856,912	931,973

## 12. CASH RESOURCES

Balance with Bank of Guyana				
in excess of reserve requirement	4,817,269	1,384,096	0	0
Balance with subsidiary	0	0	6,925,562	3,437,219
Cash in hand and balances with other banks	6,624,545	4,267,207	629,956	618,204
Included in cash and cash equivalents	11,441,814	5,651,303	7,555,518	4,055,423
Reserve requirement with Bank of Guyana	4,894,701	3,909,670	0	0
External payment deposit	5,064	5,064	5,064	5,064
	16,341,579	9,566,037	7,560,582	4,060,487

The Group's banking entity is required to maintain a monetary reserve with the Bank of Guyana which is based on customers' deposits and other specified liabilities. External payment deposits are to be remitted to foreign creditors subject to approval from the Bank of Guyana.

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

13. SHARE CAPITAL	<b>COMPANY</b>	
	<b>2016</b>	<b>2015</b>
<i>Authorised</i>		
1,400,000,000 ordinary shares of no par value		
<i>Issued and Fully Paid</i>		
1,000,000,000 ordinary shares of no par value	2,364,966	2,364,966

## 14. RESERVES

The nature and purpose of reserves held by the Group, other than retained earnings, are:

### Revaluation Reserve

The surplus arising on the revaluation of freehold properties is transferred to this reserve.

### Available-for-Sale Investments Reserve

The movements in the fair values of available-for-sale investment securities are transferred to this reserve.

### Statutory Reserve

The Financial Institutions Act 1995, requires registered institutions to transfer annually a minimum of 15% of profit after taxation to a statutory reserve until the balance on this reserve is equal to the paid up capital of the institution. This reserve is relevant to the Group's interest in commercial banking.

### General Banking Risk Reserve

This reserve represents the statutory and other loss provisions that exceed the loan impairment provision. This reserve is relevant to the Group's interest in commercial banking.

15. DIVIDENDS PAID	<b>COMPANY</b>	
	<b>2016</b>	<b>2015</b>
Prior year interim paid - \$0.17 per share (2015 - \$0.17 per share)	170,000	170,000
Prior year final dividend paid - \$0.35 per share (2015 - \$0.30 per share)	350,000	300,000
Current year interim paid - \$0.60 per share (2015 - nil)	600,000	0
Current year interim paid - \$0.25 per share (2015 - \$0.17 per share)	250,000	170,000
	1,370,000	640,000

# Notes to the Financial Statements

30 September 2016

Thousands of Guyana Dollars

## 15. DIVIDENDS PAID (CONT'D)

A third interim dividend in respect of the financial year of \$0.25 per share (2015 - \$0.17 per share), totalling \$250,000 (2015 - \$170,000), has been declared and paid after the year end. A final dividend in respect of the financial year of \$0.38 per share (2015 - \$0.35 per share), totalling \$380,000 (2015 - \$350,000), is to be proposed at the annual general meeting on 28 January 2017.

## 16. BORROWINGS

	GROUP 2016	2015	COMPANY 2016	2015
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Loan from banking subsidiary:  
2012 / 2022 (8.5% per annum)

0	0	521,187	584,735
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### As reported in the statement of financial position:

Current	0	0	69,806	64,137
Non-current	0	0	451,381	520,598
	0	0	521,187	584,735

### Repayments analysed as:

Within 1 year	0	0	69,970	64,353
Over 1 year but not exceeding 2 years	0	0	76,155	70,042
Over 2 years but not exceeding 3 years	0	0	82,887	76,233
Over 3 years but not exceeding 5 years	0	0	188,400	173,276
Over 5 years	0	0	103,775	200,831
	0	0	521,187	584,735

The Company has pledged certain property, plant and equipment as security against borrowings with an outstanding balance of \$521,187 at the year-end (2015 - \$584,735). The net carrying amount of the pledged property, plant and equipment at the year-end was \$2,035,981 (2015 - \$2,093,563).

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

17. CUSTOMERS' DEPOSITS (BANKING SEGMENT)	GROUP		COMPANY	
	2016	2015	2016	2015
Demand deposits	6,630,785	7,724,673	0	0
Savings deposits	13,729,370	11,298,024	0	0
Term deposits	14,490,710	12,111,431	0	0
Accrued interest payable	315,607	334,177	0	0
	35,166,472	31,468,305	0	0

**As reported in the statement of financial position:**

Non-current	2,295,043	985,855	0	0
Current	32,871,429	30,482,450	0	0
	35,166,472	31,468,305	0	0

## 18. PROVISION FOR EMPLOYEE BENEFITS

	GROUP AND COMPANY		
	2016		
	Post-Employment Benefits	Termination Gratuities	Total

Amount recognised in statement of financial position:

Present value of obligations	1,182,469	738,766	1,921,235
Fair value of assets held	(1,059,615)	0	(1,059,615)
	122,854	738,766	861,620

Amount recognised in statement of income:

Current service cost	11,477	27,593	39,070
Past service cost	10,896	0	10,896
Interest cost	66,584	40,723	107,307
	88,957	68,316	157,273

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 18. PROVISION FOR EMPLOYEE BENEFITS (CONT'D)

### GROUP AND COMPANY

2016

Post-Employment Benefits	Termination Gratuities	Total
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Amount recognised in other comprehensive income:

Experience losses - demographic	19,090	12,936	32,026
Experience losses - financial	34,210	0	34,210
	53,300	12,936	66,236

Movement in present value of obligation:

As at beginning of year	1,133,555	672,326	1,805,881
Current service cost	11,477	27,593	39,070
Past service cost	10,896	0	10,896
Interest cost	66,584	40,723	107,307
Actuarial losses	19,090	12,936	32,026
Benefits paid	(59,133)	(14,812)	(73,945)
As at end of year	1,182,469	738,766	1,921,235

Movement in fair value of plan assets:

As at beginning of year	276,728	0	276,728
Interest	50,794	0	50,794
Contributions	825,436	0	825,436
Benefits paid	(59,133)	0	(59,133)
Actuarial losses	(34,210)	0	(34,210)
As at end of year	1,059,615	0	1,059,615
Actual returns on assets held	16,584	0	16,584

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

**18. PROVISION FOR EMPLOYEE BENEFITS (CONT'D)**

**GROUP AND COMPANY**

**2015**

	<b>Post-Employment Benefits</b>	<b>Termination Gratuities</b>	<b>Total</b>
--	-------------------------------------	-----------------------------------	--------------

Amount recognised in statement of financial position:

Present value of obligations	1,133,555	672,326	1,805,881
Fair value of assets held	(276,728)	0	(276,728)
	<b>856,827</b>	<b>672,326</b>	<b>1,529,153</b>

Amount recognised in statement of income:

Current service cost	12,029	26,829	38,858
Interest cost	49,811	39,728	89,539
	<b>61,840</b>	<b>66,557</b>	<b>128,397</b>

Amount recognised in other comprehensive income:

Experience losses / (gains) - demographic	113,422	(35,684)	77,738
Experience gains - financial	(108,263)	0	(108,263)
	<b>5,159</b>	<b>(35,684)</b>	<b>(30,525)</b>

Movement in present value of obligation:

As at beginning of year	1,006,790	655,985	1,662,775
Current service cost	12,029	26,829	38,858
Interest cost	59,037	39,728	98,765
Actuarial losses / (gains)	113,422	(35,684)	77,738
Benefits paid	(57,723)	(14,532)	(72,255)
As at end of year	<b>1,133,555</b>	<b>672,326</b>	<b>1,805,881</b>

Movement in fair value of plan assets:

As at beginning of year	148,287	0	148,287
Recovery of Clico assets	113,395	0	113,395
Interest	9,226	0	9,226
Contributions	68,675	14,532	83,207
Benefits paid	(57,723)	(14,532)	(72,255)
Actuarial losses	(5,132)	0	(5,132)
As at end of year	<b>276,728</b>	<b>0</b>	<b>276,728</b>
Actual returns on assets held	<b>4,093</b>	<b>0</b>	<b>4,093</b>

# Notes to the Financial Statements

30 September 2016

2016

Thousands of Guyana Dollars

## 18. PROVISION FOR EMPLOYEE BENEFITS (CONT'D)

### Principal Assumptions

### GROUP AND COMPANY

2016                    2015

Principal actuarial assumptions used:

Discount rate	6%	6%
Future salary increase	4%	4%

### Sensitivity Analysis

The impact on the defined benefit obligations of changes in the key assumptions are:

	GROUP AND COMPANY		GROUP AND COMPANY	
	2016	2015	2016	2015
<i>Post-employment Benefits:</i>	1% increase	1% decrease	1% increase	1% decrease
Discount rate	(69,375)	77,710	(76,584)	88,297
Future salary increase	Nil	Nil	(2,692)	2,746
<hr/>				
<i>Termination Gratuities:</i>	2016		2015	
	1% increase	1% decrease	1% increase	1% decrease
Discount rate	(24,917)	28,115	(22,531)	25,429
Future salary increase	19,387	(17,340)	14,607	(12,674)

### Assets, Funding and Maturity Profile

The plan assets for the post-employment benefit arrangement is comprised as follows.

### GROUP AND COMPANY

2016                    2015

Cash resources	967,879	93,931
Receivable from the Company	0	113,398
Individual contribution accounts in insured pension scheme	91,736	69,399
	1,059,615	276,728

Where a post-employment benefit materialises, the Company is obligated to meet the amount in excess of the related plan assets. Where a termination gratuity materialises, the Company is obligated to meet the amount in full.

Expected contributions to the post-employment benefit arrangement for the year ending 30 September 2017 are \$70,735 (2015 - \$69,668). The weighted average durations of the post-employment benefit arrangement and termination gratuities are 8 years and 4 years respectively.

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

	<b>GROUP</b>		<b>COMPANY</b>	
	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
Trade payables	1,172,038	2,194,598	1,172,038	2,194,598
Other payables	523,901	948,298	308,190	462,719
Accruals	1,004,299	913,322	921,757	786,765
Deferred income	181,591	197,260	52,787	60,512
	<b>2,881,829</b>	<b>4,253,478</b>	<b>2,454,772</b>	<b>3,504,594</b>
<b>20. REVENUE</b>				
Earned in Guyana:				
Sales of goods	25,169,477	23,833,041	25,169,477	23,833,041
Banking income	3,179,832	3,632,149	0	0
Provision of other services	56,667	53,627	56,667	53,627
Earned out of Guyana:				
Sales of goods	348,898	358,878	348,898	358,878
Banking income	8,097	16,683	0	0
	<b>28,762,971</b>	<b>27,894,378</b>	<b>25,575,042</b>	<b>24,245,546</b>
<b>21. NET FINANCE INCOME / (CHARGE)</b>				
Interest payable to licensed financial entities	0	(2,398)	(48,040)	(55,539)
Interest receivable (non-banking)	25,992	18,574	39,961	24,906
	<b>25,992</b>	<b>16,176</b>	<b>(8,079)</b>	<b>(30,633)</b>
<b>22. OTHER INCOME</b>				
Dividends from quoted equity securities	25,294	71,551	92,249	138,624
Fair value gains on investment property	0	0	28,584	9,733
Gain on disposals of investment securities	1,380,293	0	1,380,293	0
Other	31,071	7,924	88,431	54,920
	<b>1,436,658</b>	<b>79,475</b>	<b>1,589,557</b>	<b>203,277</b>

On 02 December 2015 the Company sold its holding of ordinary shares in Banks Holdings Limited, which amounted to 4,358,815 ordinary shares or 6.7 percent of the issued share capital of that entity, to SLU Beverages Limited. The transaction was carried out on the Barbados Stock Exchange at a price of BD\$7.10 per share, which is in excess of the original cost of acquisition.

The gain recognised in the statement of income (net of associated costs and accumulated fair value losses) arising on the disposal of Banks Holdings Limited ordinary shares amounted to \$1,375,353. The gain is not subject to taxation.

# Notes to the Financial Statements

## 30 September 2016

**Thousands of Guyana Dollars**

23. PROFIT BEFORE TAXATION	GROUP		COMPANY	
	2016	2015	2016	2015
Profit before taxation is shown after charging / (crediting) the following:				
<b>Cost of inventories</b>				
(excluding inventory write-downs) - restated	7,038,522	7,391,542	7,038,522	7,391,542
Inventory write-downs	215,678	190,527	215,678	190,527
Depreciation of property, plant and equipment	2,400,346	2,226,115	2,265,474	2,097,017
Impairment of receivables	28,508	20,963	28,508	20,963
Reversal of impairment of receivables	(8,083)	(3,190)	(8,083)	(3,190)
Impairment of loans and advances	730,586	604,357	0	0
Reversal of impairment of loans and advances	(175,136)	(131,757)	0	0
Impairment of investment securities	0	10,205	0	0
Reversal of impairment of investment securities	(7,007)	(3,387)	0	0
Net foreign exchange gains	29,408	104,236	29,755	101,583
Auditors' remuneration (including expenses)	30,111	29,340	18,656	18,155
Directors' fees and expenses (note 28)	14,867	14,085	8,058	7,514
Operating lease expenses	66,080	60,829	4,500	4,500
Defined contribution scheme contributions	53,881	43,908	46,894	37,777
<b>24. TAXATION</b>				
Current taxation	1,649,161	1,797,010	1,358,797	1,238,055
Deferred taxation	174,230	98,299	190,457	98,646
Prior year adjustment	1,178	423	900	423
Associated companies' tax	221	146	0	0
	1,824,790	1,895,878	1,550,154	1,337,124
Reconciliation of tax expense and accounting profit:				
Accounting profit	6,527,702	5,284,756	5,907,129	3,905,630
Tax calculated at the tax rate of 30% or 40% (2015 - 30% or 40%) as appropriate	2,048,498	1,736,948	1,772,138	1,171,689
Income exempt from corporation tax	(518,421)	(108,146)	(458,576)	(45,480)
Expenses not deductible for tax purposes	15,213	9,869	13,721	9,064
Property, withholding and capital gains taxes	278,322	256,784	221,971	201,428
Prior year adjustment	1,178	423	900	423
	1,824,790	1,895,878	1,550,154	1,337,124

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 24. TAXATION (CONT'D)

The corporation tax rate applicable to companies within the Group is dependent on the tax classification as a commercial or non-commercial company bearing the rate of 40% or 30% (2015 - 40% or 30%) respectively. These rates have been recognised in the above reconciliation.

The dormant subsidiary has tax losses available to set off against future pre-tax income of \$18,246 (2015 - \$18,082). The deferred tax asset of \$5,474 (2015 - \$5,426) in relation to the tax losses associated with the dormant subsidiary was not recognised.

	<b>GROUP</b>	
	<b>2016</b>	<b>2015</b>

Profit attributable to equity holders of the parent	4,468,141	2,944,523
Weighted average number of shares in issue (thousands)	1,000,000	1,000,000
Basic earnings per share	4.47 Dollar	2.94 Dollar

## 26. CONTINGENT LIABILITIES

### GROUP COMPANY

	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
--	-------------	-------------	-------------	-------------

Bonds	7,603	2,902	7,603	2,902
Guarantees	0	0	15,026	14,976
	7,603	2,902	22,629	17,878

The banking subsidiary's potential liabilities under guarantees, indemnities and letters of credit at year-end totalled \$581,786 (2015 - \$484,191).

As at the year end there were certain legal proceedings outstanding against the Group. No provision has been made as management is of the opinion that such proceedings are either without merit or are unlikely to result in any significant loss to the Group.

# Notes to the Financial Statements

30 September 2016

2016

BANKS DIH ANNUAL REPORT

**Thousands of Guyana Dollars**

## 27. COMMITMENTS

	GROUP		COMPANY	
	2016	2015	2016	2015
Undrawn credit facilities (banking segment)	997,916	1,237,647	0	0
<hr/>				
Capital commitments:				
For property, plant and equipment:				
Authorised and contracted for	1,274,980	1,267,630	1,124,980	462,252
Authorised but not contracted for	3,867,104	4,335,810	3,815,736	4,144,803
<hr/>				
For intangible assets:				
Authorised and contracted for	8,694	20,223	0	0
Authorised but not contracted for	39,153	0	0	0
<hr/>				

## 28. RELATED PARTY TRANSACTIONS

### Key Management Compensation

Short term benefits	393,181	328,793	341,279	285,898
Post employment benefits	33,847	38,641	32,711	37,620
	427,028	367,434	373,990	323,518

Key management compensation includes directors' fees and expenses for services as directors as follows:

	GROUP		COMPANY	
	2016	2015	2016	2015
Clifford B. Reis	1,593	1,535	0	0
Roy E. Cheong	1,493	1,389	1,493	1,389
Richard B. Fields	2,617	2,484	1,313	1,225
Christopher J. Fernandes (resigned 30 September 2016)	1,313	1,225	1,313	1,225
Carl R. Cozier	1,313	1,225	1,313	1,225
Dan B. Stoute	1,313	1,225	1,313	1,225
George McDonald	1,304	1,259	0	0
Michael H. Pereira	1,304	1,259	0	0
Paul A. Carto	1,304	1,259	0	0
Frances S. Parris	1,313	1,225	1,313	1,225
Leslie Doodnauth	0	0	0	0
	14,867	14,085	8,058	7,514

No emoluments were paid to the executive directors for their services as directors to the parent company.



# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

28. RELATED PARTY TRANSACTIONS (CONT'D)	GROUP		COMPANY	
	2016	2015	2016	2015
<b>Key Management Transactions</b>				
<i>Loans and advances</i>				
Balance as at end of year	50,191	53,744	708	677
Interest income	3,493	2,312	274	49
<i>Customers' deposits</i>				
Balance as at end of year	73,137	114,239	0	0
Interest expense	2,362	1,351	0	0
<b>Parent Company Transactions with Banking Subsidiary</b>				
		COMPANY		
		2016	2015	
Interest charges on loans and advances		48,040	53,141	
Interest income on cash deposits		13,971	6,332	
Rental income for property		51,490	47,194	
Dividends received		72,817	72,817	

Balances outstanding with the banking subsidiary at the year end are shown in notes 12 and 16. Additionally at the year end the banking subsidiary has issued guarantees on the parent company's behalf totalling \$15,026 (2015 - \$14,976).

<b>Banks Holdings Limited</b> (Entity with significant shareholding in parent company)	GROUP AND COMPANY	
	2016	2015
<i>Transactions in the year:</i>		
<i>Dividends paid</i>		
Dividends paid	274,252	128,118
Dividends received	0	44,383

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 28. RELATED PARTY TRANSACTIONS (CONT'D)

### GROUP AND COMPANY

2016                  2015

#### BCL (Barbados) Limited (Associate of Group)

*Transactions in the year:*

Sales of finished goods	0	3,716
Purchases of finished goods	0	143,189
<hr/>		

*Balance outstanding at year end:*

Amount payable	0	22,830
<hr/>		

Other Related Parties	GROUP		COMPANY	
	2016	2015	2016	2015
Loans repayable to the banking subsidiary	461,127	557,369	0	0
Interest income on loans repayable	48,441	84,540	0	0
Deposits held by the banking subsidiary	3,087,532	2,494,787	0	0
Interest expense on deposits	27,902	13,713	0	0
Sales of goods by the Company	118,393	108,284	118,393	108,284
Purchases of goods by the Company	75,298	60,629	75,298	60,629
Provision of services to the Group	112,073	97,912	99,403	91,250

Loans and advances to related parties (except those who are employees of the banking subsidiary) are on commercial terms. No provisions have been recognised in respect of loans and advances to related parties (2015 - nil).

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT

### Categories of Financial Instruments

Financial instruments carried at the reporting date include investment securities, loans and advances, receivables, cash resources, borrowings, customers' deposits, payables and accruals.

The Group's financial assets (investment securities, loans and advances, receivables and cash resources) are classified into the following categories identified in IFRS 7: available-for-sale, held-to-maturity or loans and receivables. The Group's financial liabilities (borrowings, customers' deposits, payables and accruals) are classified as financial liabilities measured at amortised cost.

#### *'Held-to-maturity' assets*

Financial assets classified as held-to-maturity are non-derivative instruments with fixed or determinable payments and fixed maturities that management has the positive intent and ability to hold to maturity.

#### *'Loans and receivables' assets*

Financial assets classified as loans and receivables are non-derivative instruments with fixed or determinable payments that are not quoted in an active market.

#### *'Available-for-sale' assets*

Financial assets classified as available-for-sale are non-derivative instruments that are either designated in this category or not classified in any of the other categories.

#### *'Financial liabilities carried at amortised cost'*

Financial liabilities which are not classified as fair value through the profit and loss are classified as financial liabilities measured at amortised cost. A financial liability which is acquired principally for the purpose of selling in the short-term or derivatives are categorised as fair value through the profit and loss - the Company holds no such financial liabilities. Therefore all its financial liabilities are carried at amortised cost.

The following tables analyse the Group's financial instruments into the relevant IFRS 7 categories.

# Notes to the Financial Statements

## 30 September 2016

Thousands of Guyana Dollars

### 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

#### Categories of Financial Instruments (Cont'd)

GROUP As at 30 September 2016	Held-to-Maturity	Loans and Receivables	Available-for-Sale	Financial Liabilities at Amortised Cost		Total
<b>Financial assets:</b>						
Investment securities	1,505,108	0	842,640	0	2,347,748	
Loans and advances	0	28,638,526	0	0	28,638,526	
Receivables	0	887,561	0	0	887,561	
Cash resources	0	16,341,579	0	0	16,341,579	
	1,505,108	45,867,666	842,640	0	48,215,414	

<b>Financial liabilities:</b>						
Customers' deposits	0	0	0	35,166,472	35,166,472	
Payables and accruals	0	0	0	2,700,238	2,700,238	
	0	0	0	37,866,710	37,866,710	

GROUP As at 30 September 2015	Held-to-Maturity	Loans and Receivables	Available-for-Sale	Financial Liabilities at Amortised Cost		Total
<b>Financial assets:</b>						
Investment securities	623,929	0	2,586,209	0	3,210,138	
Loans and advances	0	30,095,439	0	0	30,095,439	
Receivables	0	962,343	0	0	962,343	
Cash resources	0	9,566,037	0	0	9,566,037	
	623,929	40,623,819	2,586,209	0	43,833,957	
<b>Financial liabilities:</b>						
Customers' deposits	0	0	0	31,468,305	31,468,305	
Payables and accruals	0	0	0	4,056,218	4,056,218	
	0	0	0	35,524,523	35,524,523	

# Notes to the Financial Statements

30 September 2016

Thousands of Guyana Dollars

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Categories of Financial Instruments (Cont'd)

COMPANY As at 30 September 2016	Loans and Receivables	Available- for-Sale	Financial Liabilities at Amortised Cost		Total
<b>Financial assets:</b>					
Investment securities	0	708,760	0	708,760	
Receivables	833,661	0	0	833,661	
Cash resources	7,560,582	0	0	7,560,582	
	8,394,243	708,760	0	9,103,003	

### Financial liabilities:

Borrowings	0	0	521,187	521,187
Payables and accruals	0	0	2,401,985	2,401,985
	0	0	2,923,172	2,923,172

COMPANY As at 30 September 2015	Loans and Receivables	Available- for-Sale	Financial Liabilities at Amortised Cost		Total
<b>Financial assets:</b>					
Investment securities	0	2,452,980	0	2,452,980	
Receivables	921,816	0	0	921,816	
Cash resources	4,060,487	0	0	4,060,487	
	4,982,303	2,452,980	0	7,435,283	

### Financial liabilities:

Borrowings	0	0	584,735	584,735
Payables and accruals	0	0	3,444,082	3,444,082
	0	0	4,028,817	4,028,817

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Risks arising from Financial Instruments

Financial risks are inherent to the operations of the Group and management of these risks is central to the Group's continuing profitability. The Group is exposed to credit risk, liquidity risk, interest rate risk and foreign exchange risk. The objective of the Group's risk management policies and efforts is to minimise the effects of the risks inherent to its operations. Risk management is an ongoing process which involves the identification, assessment and monitoring of risks through the application of various approaches which are guided by the Group's policies. These risks are continuously monitored at both the executive and directorate levels. Management engages in the daily monitoring of risks and provides the Board of Directors with monthly reports which analyse exposures to the various elements of risk.

The main financial risks affecting the Group are discussed in the following parts to this note.

#### Credit Risk

The Group takes on exposure to credit risk, which is the risk that a counterparty will be unable to pay amounts in full when due, through its holding of investment securities, loans and advances, receivables and cash resources. It can also arise from guarantees and letters of credit provided or credit commitments given by the banking subsidiary.

For financial assets recognised on the statement of financial position, the exposure to credit risk equals to their carrying amounts. For guarantees and letters of credit, the maximum exposure to credit risk is the amount that the banking subsidiary would have to pay if the guarantees and letters of credit were to be called upon. For credit commitments of the banking subsidiary that are irrevocable over the life of the respective facilities, the maximum exposure to credit risk is the full amount of the committed facilities.

The following table presents the maximum exposure to credit risk arising on financial instruments, before taking account of any collateral held or other credit enhancements and after allowance for impairment where appropriate.

The table excludes financial assets which are not deemed to give rise to credit risks, which are primarily available-for-sale equity securities held by the Group.



# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

<b>Credit Risk (Cont'd)</b>	<b>GROUP</b>		<b>COMPANY</b>	
	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
<i>On statement of financial position:</i>				
Investment securities	1,505,108	623,929	0	0
Loans and advances	28,638,526	30,095,439	0	0
Receivables	887,561	962,343	833,661	921,816
Cash resources	16,341,579	9,566,037	7,560,582	4,060,487
	<b>47,372,774</b>	<b>41,247,748</b>	<b>8,394,243</b>	<b>4,982,303</b>
<i>Off statement of financial position:</i>				
Guarantees	581,786	484,191	0	0
Credit commitments	997,916	1,237,647	0	0
	<b>1,579,702</b>	<b>1,721,838</b>	<b>0</b>	<b>0</b>
Maximum exposure to credit risk	<b>48,952,476</b>	<b>42,969,586</b>	<b>8,394,243</b>	<b>4,982,303</b>

Credit risk is managed to achieve a sustainable and superior risk-reward performance while maintaining exposures within acceptable risk parameters. The Group's policies and processes for managing credit risk are described below for each of its major financial assets.

The risk management policies and processes have been described separately for the Company and its banking subsidiary, where applicable.

### ***Management of investment securities and cash resources***

#### *Company*

The Company's investment securities comprise equity holdings which are not considered to give rise to credit risk.

In relation to its cash resources, the Board of Directors is required to approve the use of new financial institutions for the placement of cash resources. Thereafter the use of banking facilities is at the discretion of management.

Collateral is not usually collected on cash resources with banks given the sound nature of the counterparties.

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

#### *Banking subsidiary*

Managing the credit risks associated with investment securities and cash balances with other banks differs in an important respect from loans originated by the banking subsidiary in that the counterparties involved are usually government bodies or established financial institutions. Within the banking subsidiary, management of the portfolio of investment securities and cash balances with other banks is the responsibility of the Finance and Treasury Department.

The Board of Directors of the banking subsidiary is required to approve all acquisitions of investment securities or the use of new financial institutions for the placement of cash resources. Thereafter re-investments into investment securities or use of banking facilities with financial institutions is at the discretion of management.

Collateral is not usually collected on investment securities issued by government bodies or secured on government assets. Corporate investment securities are usually secured on the assets of the issuer. Valuations are not usually carried out on these assets given the corporate standing of the issuers. Collateral is not usually collected on amounts due from other banks as funds are only placed with institutions that are deemed to be financially sound.

Management continuously monitors the financial standing of issuers of investment securities and holders of cash balances.

#### ***Management of loans and advances, including exposures off the statement of financial position***

#### *Banking subsidiary*

The granting of credit through loans, advances, guarantees and letters of credit is one of the banking subsidiary's major sources of income and is therefore one of its most significant risks. The banking subsidiary therefore dedicates considerable resources towards controlling it effectively including a specialised Credit Department responsible for reviewing loan applications and monitoring granted loan facilities within the policies and guidelines established by the Board of Directors.

In executing its lending activities, the following measures are relied upon to mitigate the risk of default:

- (a) Credit applications are initially reviewed by an officer of the banking subsidiary's Credit Department during which details of the purpose of the facility, the financial standing of the applicant and the collateral available as security are obtained. The applicant's ability to repay the sums required are assessed based on information collected and an initial recommendation made by the Credit Department.



# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

- (b) The banking subsidiary usually requires that collateral be lodged. Forms of acceptable collateral include cash, real estate, securities, machinery or equipment. The banking subsidiary has established policies that guide its loan to value based on the type of collateral lodged. During the review of the loan application, an independent valuation of the collateral to be lodged is obtained, where possible.
- (c) Any recommended loan applications are then subject to the approval from either senior management or the Board of Directors depending on the level of the amount applied for. There are internally pre-set limits which dictate the level of approval required.
- (d) The banking subsidiary's exposure to any single borrower is limited by the applicable provisions of the Financial Institutions Act. Additionally, the banking subsidiary monitors exposure to industry segments to avoid over-exposure to any one sector.
- (e) The Credit Department is required to carry out weekly reviews of any past due or impaired facilities. For all other facilities, quarterly reviews are carried out by the Credit Department.
- (f) Independent valuations of collateral lodged against facilities are carried out at least every two years, where possible. Where securities are lodged as collateral, management monitors their market performance for indicators of impairment.
- (g) Oversight from the Credit Committee of the Board of Directors.

### ***Management of Receivables***

#### ***Company***

The Company's exposure to credit risk on receivables arises from credit transactions with wholesale and retail customers. To mitigate the credit risk arising on these balances, the Company adopts the following measures:

- (a) Credit applications are subject to approval of senior management after review of the financial position of the customer, past trading and other relevant factors.
- (b) Credit limits are set by senior management and subject to regular monitoring.
- (c) A standard repayment period of thirty to sixty days is imposed.

The Company does not collect collateral as security for receivable balances.

# Notes to the Financial Statements

## 30 September 2016

2016

**Thousands of Guyana Dollars**

### 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

#### Credit Risk (Cont'd)

##### *Credit risk concentration*

A concentration of credit risk exists when a number of counterparties are engaged in similar activities and have similar economic characteristics that would cause their ability to meet contractual obligations to be similarly affected by changes in economic or other conditions. The analyses of credit risk concentrations presented in the following tables are based on the industry in which the counterparty is engaged and its geographic location.

The tables below analyse the Group's exposure to credit risk on its financial instruments by industry sector.

GROUP As at 30 September 2016	Households	Services	Real Estate	Manufacturing and Quarry	Mining	Construction	Agriculture	Government	Financial	Other	Total
<b>On statement of financial position:</b>											
Investment securities	0	120,790	0	0	0	0	0	864,813	519,505	0	1,505,108
Loans and advances	788,953	9,026,526	10,964,284	1,537,168	685,151	4,334,335	640,150	0	0	661,959	28,638,526
Receivables	0	2,730	0	0	0	0	0	125	419	884,287	887,561
Cash resources	0	0	0	0	0	0	0	0	16,341,579	0	16,341,579
	788,953	9,150,046	10,964,284	1,537,168	685,151	4,334,335	640,150	864,938	16,861,503	1,546,246	47,372,774
<b>Off statement of financial position:</b>											
Guarantees	0	255,946	0	4,701	0	62,688	0	0	0	258,451	581,786
Credit commitments	24,057	616,705	0	82,174	5,000	97,022	0	0	0	172,958	997,916
	24,057	872,651	0	86,875	5,000	159,710	0	0	0	431,409	1,579,702
<b>Total</b>	<b>813,010</b>	<b>10,022,697</b>	<b>10,964,284</b>	<b>1,624,043</b>	<b>690,151</b>	<b>4,494,045</b>	<b>640,150</b>	<b>864,938</b>	<b>16,861,503</b>	<b>1,977,655</b>	<b>48,952,476</b>

GROUP As at 30 September 2015	Households	Services	Real Estate	Manufacturing and Quarry	Mining	Construction	Agriculture	Government	Financial	Other	Total
<b>On statement of financial position:</b>											
Investment securities	0	141,919	0	0	0	0	0	8,671	473,339	0	623,929
Loans and advances	810,755	9,589,840	10,948,994	1,794,118	721,683	4,868,142	684,698	0	0	677,209	30,095,439
Receivables	0	3,215	0	0	0	0	0	1,038	185	957,905	962,343
Cash resources	0	0	0	0	0	0	0	0	9,566,037	0	9,566,037
	810,755	9,734,974	10,948,994	1,794,118	721,683	4,868,142	684,698	9,709	10,039,561	1,635,114	41,247,748
<b>Off statement of financial position:</b>											
Guarantees	0	296,288	0	4,701	0	30,847	0	0	0	152,355	484,191
Credit commitments	31,402	876,984	0	105,109	4,594	127,534	0	0	0	92,024	1,237,647
	31,402	1,173,272	0	109,810	4,594	158,381	0	0	0	244,379	1,721,838
<b>Total</b>	<b>842,157</b>	<b>10,908,246</b>	<b>10,948,994</b>	<b>1,903,928</b>	<b>726,277</b>	<b>5,026,523</b>	<b>684,698</b>	<b>9,709</b>	<b>10,039,561</b>	<b>1,879,493</b>	<b>42,969,586</b>

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

The tables below analyse the Group's exposure to credit risk on its financial instruments by geographic region.

GROUP As at 30 September 2016	Guyana	Caricom	North America	Europe	Total
On statement of financial position:					
Investment securities	919,064	173,044	0	413,000	1,505,108
Loans and advances	28,638,526	0	0	0	28,638,526
Receivables	887,017	152	0	392	887,561
Cash resources	11,281,710	25,867	819,292	4,214,710	16,341,579
	41,726,317	199,063	819,292	4,628,102	47,372,774
Off statement of financial position:					
Guarantees	581,786	0	0	0	581,786
Credit commitments	997,916	0	0	0	997,916
	1,579,702	0	0	0	1,579,702
Total	43,306,019	199,063	819,292	4,628,102	48,952,476

GROUP As at 30 September 2015	Guyana	Caricom	North America	Europe	Total
On statement of financial position:					
Investment securities	141,918	265,208	216,803	0	623,929
Loans and advances	30,095,439	0	0	0	30,095,439
Receivables	724,911	1,156	236,276	0	962,343
Cash resources	6,953,345	21,324	2,572,482	18,886	9,566,037
	37,915,613	287,688	3,025,561	18,886	41,247,748
Off statement of financial position:					
Guarantees	484,191	0	0	0	484,191
Credit commitments	1,237,647	0	0	0	1,237,647
	1,721,838	0	0	0	1,721,838
Total	39,637,451	287,688	3,025,561	18,886	42,969,586

# Notes to the Financial Statements

30 September 2016

2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

The tables below analyse the Company's exposure to credit risk on its financial instruments by counterparty type and geographic sector.

<b>COMPANY</b> <b>As at 30 September 2016</b>					<b>Total</b>
	<b>Retailers</b>	<b>Whole-salers</b>	<b>Financial</b>	<b>Other</b>	
Receivables	273,220	212,556	0	347,885	833,661
Cash resources	0	0	7,560,582	0	7,560,582
	<b>273,220</b>	<b>212,556</b>	<b>7,560,582</b>	<b>347,885</b>	<b>8,394,243</b>

<b>As at 30 September 2015</b>					<b>Total</b>
	<b>Retailers</b>	<b>Whole-salers</b>	<b>Financial</b>	<b>Other</b>	
Receivables	300,022	240,214	0	381,580	921,816
Cash resources	0	0	4,060,487	0	4,060,487
	<b>300,022</b>	<b>240,214</b>	<b>4,060,487</b>	<b>381,580</b>	<b>4,982,303</b>

<b>COMPANY</b> <b>As at 30 September 2016</b>			<b>Total</b>
	<b>Guyana</b>	<b>Out of Guyana</b>	
Receivables	666,218	167,443	833,661
Cash resources	7,560,582	0	7,560,582
	<b>8,226,800</b>	<b>167,443</b>	<b>8,394,243</b>

<b>As at 30 September 2015</b>			<b>Total</b>
	<b>Guyana</b>	<b>Out of Guyana</b>	
Receivables	685,607	236,209	921,816
Cash resources	4,060,487	0	4,060,487
	<b>4,746,094</b>	<b>236,209</b>	<b>4,982,303</b>



# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

#### *Asset quality*

The Group monitors the quality of its financial assets through use of an internal grading system representing management's best estimate of the credit risk for the counterparty based on information presently available. The grades used are as follows:

Grade	Description
1	High grade - very strong likelihood of the asset being recovered.
2	Standard grade - good likelihood of the asset being recovered.
3	Special monitoring grade - concern over counterparty's ability to make payments when due.
4	Sub-standard grade - past due or individually impaired.

The following tables analyse the credit quality of financial assets subject to credit risk, that were neither past due nor impaired, based on the internal grades identified above.

GROUP As at 30 September 2016	High	Standard	Special Monitoring	Total
<b>On statement of financial position:</b>				
Investment securities	1,211,274	105,059	120,790	1,437,123
Loans and advances	7,479,718	10,587,200	143,394	18,210,312
Receivables	586,839	271,856	2,855	861,550
Cash resources	16,341,579	0	0	16,341,579
	25,619,410	10,964,115	267,039	36,850,564
<b>Off statement of financial position:</b>				
Guarantees	167,118	411,571	3,097	581,786
Credit commitments	888,257	108,244	1,415	997,916
	1,055,375	519,815	4,512	1,579,702
<b>Total</b>	<b>26,674,785</b>	<b>11,483,930</b>	<b>271,551</b>	<b>38,430,266</b>

# Notes to the Financial Statements

30 September 2016

2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

GROUP As at 30 September 2015	High	Standard	Special Monitoring	Total
On statement of financial position:				
Investment securities	216,803	347,428	0	564,231
Loans and advances	8,186,422	11,371,939	162,645	19,721,006
Receivables	643,855	285,721	115	929,691
Cash resources	9,566,037	0	0	9,566,037
	18,613,117	12,005,088	162,760	30,780,965

### Off statement of financial position:

Guarantees	85,679	395,842	2,670	484,191
Credit commitments	759,541	475,779	2,327	1,237,647
	845,220	871,621	4,997	1,721,838
<hr/>				
Total	19,458,337	12,876,709	167,757	32,502,803

COMPANY As at 30 September 2016	High	Standard	Special Monitoring	Total
Receivables	586,447	221,203	0	807,650
Cash resources	7,560,582	0	0	7,560,582
	8,147,029	221,203	0	8,368,232

### As at 30 September 2015

Receivables	643,788	245,376	0	889,164
Cash resources	4,060,487	0	0	4,060,487
	4,704,275	245,376	0	4,949,651

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

#### *Financial assets that are past due but not impaired*

Age analyses of financial assets that are past due but not individually impaired are set out in the following tables. The tables have been shown separately for the Company and banking subsidiary as different criteria are used by each entity to detect past due balances, as described below.

#### *Company*

An asset is considered past due and included below when an invoice payment that is due is missed. The amount included is the outstanding payment.

#### *Banking subsidiary*

An asset is considered past due and included below when any payment due under the strict contractual terms is missed. The amount included is the entire financial asset, not just the payment of principal or interest or both, overdue.

	Up to 30 days	Between 30-60 days	More than 60 days	Total	Collateral
<b>COMPANY</b>					
<b>As at 30 September 2016</b>					
Receivables	0	26,011	0	26,011	0

#### **As at 30 September 2015**

Receivables	0	24,121	8,531	32,652	0
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	Up to 30 days	Between 30-60 days	More than 60 days	Total	Collateral
<b>BANKING SUBSIDIARY</b>					
<b>As at 30 September 2016</b>					
Loans and advances	2,964,243	1,449,562	0	4,413,805	5,879,353

#### **As at 30 September 2015**

Loans and advances	2,508,575	1,371,871	0	3,880,446	5,694,300
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# Notes to the Financial Statements

30 September 2016

2016

Thousands of Guyana Dollars

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

#### *Impaired financial assets*

An analysis of the financial assets that have been individually assessed as impaired is shown in the table below.

GROUP	Original Carrying Amount	Impairment Provision	Revised Carrying Amount	Collateral
<b>As at 30 September 2016</b>				
Investment securities	264,368	196,383	67,985	0
Loans and advances	7,397,404	1,320,606	6,076,798	10,052,484
Receivables	38,414	38,414	0	0

#### **As at 30 September 2015**

Investment securities	263,088	203,390	59,698	0
Loans and advances	7,321,532	785,488	6,536,044	9,213,301
Receivables	26,994	26,994	0	0

The Company's impaired assets comprise the Receivables balances shown in the table above.

#### *Collateral Held*

The collateral held by the banking subsidiary against past due and impaired loans and advances comprise real estate and equipment primarily. The banking subsidiary's policy is to advertise collateral to the public in an effort to recover outstanding sums.

During the year the banking subsidiary obtained collateral from defaulting counterparties. The nature and carrying amounts of assets obtained is shown in the table below.

	GROUP	2016	2015
Real Estate		797,149	8,027
Equipment		26,258	10,220

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Credit Risk (Cont'd)

#### ***Renegotiated Facilities***

Renegotiations are usually considered upon request or where it is judged that a defaulting borrower will be better able to service outstanding debt under revised conditions. During the year the banking subsidiary renegotiated the terms of financial assets with a carrying value of \$2,159,606 (2015 - \$586,993), which would otherwise have been past due or impaired. The renegotiations were primarily refinancing of facilities or rescheduling of payments.

<b><i>Movement to Impairment Provisions</i></b>	<b>GROUP</b>		<b>COMPANY</b>	
	<b>2016</b>	<b>2015</b>	<b>2016</b>	<b>2015</b>
<i>Impairment of Investment Securities</i>				
Balance as at beginning of year	203,390	196,572	0	0
Additional provision for the year	0	10,205	0	0
Reversal of provision in the year	(7,007)	(3,387)	0	0
<b>Balance as at end of year</b>	<b>196,383</b>	<b>203,390</b>	<b>0</b>	<b>0</b>
<i>Impairment of Loans and Advances</i>				
Individually assessed:				
Balance as at beginning of year	785,488	431,738	0	0
Amounts written off	0	(85,611)	0	0
Additional provision for the year	710,254	571,118	0	0
Reversal of provision in the year	(175,136)	(131,757)	0	0
<b>Balance as at end of year</b>	<b>1,320,606</b>	<b>785,488</b>	<b>0</b>	<b>0</b>
Collectively assessed:				
Balance as at beginning of year	42,057	8,818	0	0
Additional provision for the year	20,332	33,239	0	0
<b>Balance as at end of year</b>	<b>62,389</b>	<b>42,057</b>	<b>0</b>	<b>0</b>

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

Credit Risk (Cont'd)	GROUP		COMPANY	
	2016	2015	2016	2015
<b><i>Movement to Impairment Provisions (Cont'd)</i></b>				
<i>Impairment of Receivables</i>				
Balance as at beginning of year	26,994	13,826	26,994	13,826
Amounts written off	(9,005)	(4,605)	(9,005)	(4,605)
Additional provision for the year	28,508	20,963	28,508	20,963
Reversal of provision in the year	(8,083)	(3,190)	(8,083)	(3,190)
Balance as at end of year	38,414	26,994	38,414	26,994
Total impairment provision	1,617,792	1,057,929	38,414	26,994

### ***Impairment Provision analysed by Industry***

Households	76,193	49,127	0	0
Services	390,894	298,840	0	0
Real Estate	172,085	117,879	0	0
Manufacturing	299,647	113,966	0	0
Mining and Quarry	53,205	29,725	0	0
Construction	166,437	50,778	0	0
Agriculture	69,810	59,062	0	0
Government	43,923	50,250	0	0
Financial	152,460	153,160	0	0
Other	193,138	135,162	38,414	26,994
	1,617,792	1,057,949	38,414	26,994

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Liquidity Risk

This is the risk that the Group will be unable to meet its obligations when they fall due.

#### ***Management of Liquidity Risk***

##### *Company*

The Company's liquidity management policy involves monitoring of forecasted cashflows and considering levels of liquid assets necessary to meet these obligations. Credit lines from financial institutions are negotiated as necessary.

##### *Banking subsidiary*

The Audit, Finance and Risk Management Committee of the banking subsidiary is responsible for approving the risk management policies and practices. Management is responsible for implementing those approved policies and practices.

The banking subsidiary's liquidity management process is monitored by the Finance and Treasury Department and includes the following measures:

- (a) Day to day funding is managed by monitoring future cash flows to ensure that requirements can be met. Projections of cash flow profiles and expected maturities of financial instruments are relied upon to monitor future cash flows.
- (b) Funds are borrowed on the inter-bank market to meet day-to-day shortfalls.
- (c) A portfolio of highly marketable assets is maintained that can be sold or used as collateral for funding in the event of any unforeseen interruption to cash flow.
- (d) Statutory liquidity ratios are regularly monitored.
- (e) The banking subsidiary is required to retain a balance of cash at the Bank of Guyana to meet any unforeseen and significant shortfalls in liquidity. The amount to be deposited at the Bank of Guyana is dependent on the level of liabilities held in the form of customer deposits.

Given the nature of the banking subsidiary's operations, most of its financial liabilities are not demanded on the earliest date that repayment is due.

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Liquidity Risk (Cont'd)

#### *Contractual maturity of financial liabilities*

The tables below present the cash flows payable by the Group under financial liabilities by remaining contractual maturities at the reporting date. The amounts disclosed in the tables are the contractual undiscounted cash flows of financial liabilities including payments of future interest.

GROUP	Within 3 months	Over 3 months but not over 6 months	Over 6 months but not over 12 months	Over 1 year but not over 5 years	Over 5 years	Total
<b>As at 30 September 2016</b>						
On statement of financial position:						
Customers' deposits	24,184,396	3,420,907	5,455,299	2,411,622	0	35,472,224
Payables and accruals	2,700,238	0	0	0	0	2,700,238

#### Off statement of financial position:

Guarantees	159,386	89,256	212,133	121,011	0	581,786
Credit commitments	997,916	0	0	0	0	997,916
	28,041,936	3,510,163	5,667,432	2,532,633	0	39,752,164

GROUP	Within 3 months	Over 3 months but not over 6 months	Over 6 months but not over 12 months	Over 1 year but not over 5 years	Over 5 years	Total
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#### As at 30 September 2015

#### On statement of financial position:

Customers' deposits	23,408,036	2,760,890	5,450,588	52,324	0	31,671,838
Payables and accruals	4,056,218	0	0	0	0	4,056,218

#### Off statement of financial position:

Guarantees	261,606	52,292	117,315	52,978	0	484,191
Credit commitments	1,237,647	0	0	0	0	1,237,647
	28,963,507	2,813,182	5,567,903	105,302	0	37,449,894

#### COMPANY

#### As at 30 September 2016

Borrowings	27,897	27,897	55,794	446,348	108,496	666,432
Payables and accruals	2,401,985	0	0	0	0	2,401,985
	2,429,882	27,897	55,794	446,348	108,496	3,068,417

#### As at 30 September 2015

Borrowings	27,897	27,897	55,793	446,348	218,743	776,678
Payables and accruals	3,444,082	0	0	0	0	3,444,082
	3,471,979	27,897	55,793	446,348	218,743	4,220,760

# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Foreign Exchange Risk

Foreign currency exposure arises from the Group's holding of foreign denominated assets and liabilities. Management of the Group reviews and manages the risk of unfavourable exchange rate movements by constant monitoring of market trends. To further mitigate against foreign exchange risk, the Group maintains a large percentage of its foreign-denominated assets and liabilities in stable currencies.

The aggregate amounts of assets and liabilities denominated in foreign currencies are shown in the tables below, along with the impact before tax of a reasonably possible change in the exchange rate (all changes in exchange rates reflect a strengthening against the Guyana Dollar).

	Assets	Liabilities	Net Position	% change	Impact on income increase / (decrease)	Impact on OCI increase / (decrease)
<b>GROUP</b>						
<b>As at 30 September 2016</b>						
United States Dollar	6,496,360	1,970,372	4,525,988	1.0%	45,260	0
Trinidad & Tobago Dollar	392,880	0	392,880	1.0%	1,595	2,334
Other	58,466	5,129	53,337	1.0%	530	3
<b>As at 30 September 2015</b>						
United States Dollar	4,451,161	4,259,555	191,606	1.0%	1,916	0
Trinidad & Tobago Dollar	402,935	0	402,935	1.0%	203	3,826
Barbadian Dollar	1,647,109	0	1,647,109	1.0%	0	16,471
Other	65,885	39,876	26,009	1.0%	246	14
<b>COMPANY</b>						
<b>As at 30 September 2016</b>						
United States Dollar	5,065,552	708,288	4,357,264	1.0%	43,573	0
Trinidad & Tobago Dollar	233,444	0	233,444	1.0%	0	2,334
Other	334	0	334	1.0%	0	3
<b>As at 30 September 2015</b>						
United States Dollar	1,427,259	1,686,144	(258,885)	1.0%	(2,589)	0
Trinidad & Tobago Dollar	249,376	0	249,376	1.0%	0	2,494
Barbadian Dollar	1,647,109	0	1,647,109	1.0%	0	16,471
Other	1,387	0	1,387	1.0%	0	14

# Notes to the Financial Statements

30 September 2016

Thousands of Guyana Dollars

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Interest Rate Risk

Interest rate risk is the risk that the future cash flows of a financial instrument or its fair value will fluctuate because of changes in the market interest rates.

#### ***Management of Interest Rate Risk***

##### *Company*

The Company's interest rate risk exposure arises primarily on its borrowings and cash balances. The risk is managed by entering into fixed rate instruments thereby minimising the cash flow risk that could arise.

##### *Banking Subsidiary*

The Audit, Finance and Risk Management Committee of the banking subsidiary is responsible for approving the risk management policies and practices. Management is responsible for implementing those approved policies and practices.

Management manages this risk by a number of measures, including selection of assets which best match the maturity of liabilities and the offering of deposit opportunities that match the maturity profile of assets. Maturity gap profiles and interest rate sensitivity analysis are relied upon to manage this risk.

The banking subsidiary's interest bearing instruments include held-to-maturity investment securities, loans and advances, cash resources, customers' deposits and borrowings. The majority of these instruments are of a fixed rate nature and carried at amortised cost.

##### ***Concentration of risk***

The Group is exposed to certain risks associated with fluctuations in the prevailing levels of interest rates where the Group's assets and liabilities have varying repricing dates.

The tables below set out the Group's exposure to interest rate risk by categorising the Group's assets and liabilities by the earlier of contractual repricing and maturity dates.



# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Interest Rate Risk (Cont'd)

#### *Concentration of risk (Cont'd)*

<b>GROUP</b>	<b>Over 1 year but not over</b>		<b>Over 5 years</b>	<b>Non-interest bearing</b>	<b>Total</b>
	<b>Up to 1 year</b>	<b>5 years</b>			
<b>As at 30 September 2016</b>					
<b>Assets</b>					
Investment securities	1,333,055	120,790	51,263	842,640	2,347,748
Loans and advances	2,746,053	7,357,040	18,288,206	247,227	28,638,526
Cash resources	564,200	0	0	15,777,379	16,341,579
Other assets	0	0	0	29,933,025	29,933,025
	<b>4,643,308</b>	<b>7,477,830</b>	<b>18,339,469</b>	<b>46,800,271</b>	<b>77,260,878</b>
<b>Liabilities</b>					
Customers' deposits	32,871,429	2,295,043	0	0	35,166,472
Other liabilities	0	0	0	6,649,254	6,649,254
	<b>32,871,429</b>	<b>2,295,043</b>	<b>0</b>	<b>6,649,254</b>	<b>41,815,726</b>
Interest sensitivity gap	<b>(28,228,121)</b>	<b>5,182,787</b>	<b>18,339,469</b>		

### As at 30 September 2015

<b>Assets</b>					
Investment securities	432,519	141,918	49,492	2,586,209	3,210,138
Loans and advances	3,665,523	7,114,320	18,952,250	363,346	30,095,439
Cash resources	342,774	0	0	9,223,263	9,566,037
Other assets	0	0	0	29,631,711	29,631,711
	<b>4,440,816</b>	<b>7,256,238</b>	<b>19,001,742</b>	<b>41,804,529</b>	<b>72,503,325</b>
<b>Liabilities</b>					
Customers' deposits	28,120,466	985,855	0	2,361,984	31,468,305
Other liabilities	0	0	0	8,862,600	8,862,600
	<b>28,120,466</b>	<b>985,855</b>	<b>0</b>	<b>11,224,584</b>	<b>40,330,905</b>
Interest sensitivity gap	<b>(23,679,650)</b>	<b>6,270,383</b>	<b>19,001,742</b>		

# Notes to the Financial Statements

30 September 2016

2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Interest Rate Risk (Cont'd)

#### *Concentration of risk (Cont'd)*

COMPANY As at 30 September 2016	Over 1 year but not over		Over 5 years	Non-interest bearing	Total
	Up to 1 year	5 years			
<b>Assets</b>					
Cash resources	7,462,575	0	0	98,007	7,560,582
Other assets	0	0	0	27,629,703	27,629,703
	7,462,575	0	0	27,727,710	35,190,285

#### **Liabilities**

Borrowings	0	0	521,187	0	521,187
Other liabilities	0	0	0	6,127,774	6,127,774
	0	0	521,187	6,127,774	6,648,961
<b>Interest sensitivity gap</b>					
	7,462,575	0	(521,187)		

#### **As at 30 September 2015**

#### **Assets**

Cash resources	3,761,265	0	0	299,222	4,060,487
Other assets	0	0	0	30,007,606	30,007,606
	3,761,265	0	0	30,306,828	34,068,093

#### **Liabilities**

Borrowings	0	0	584,735	0	584,735
Other liabilities	0	0	0	7,914,506	7,914,506
	0	0	584,735	7,914,506	8,499,241

#### **Interest sensitivity gap**

3,761,265	0	(584,735)
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# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Interest Rate Risk (Cont'd)

	GROUP	2016	2015
The effective interest rates on significant financial assets and liabilities are:		%	%
Investment securities		2.0	3.1
Loans and advances		10.5	10.6
Customers' deposits		2.0	2.0

### Price Risk

The Group is exposed to price risk on equity securities risk in relation to investment securities classified as available-for-sale. The majority of the available-for-sale investment securities is traded on one or more of the regional stock exchanges. Should the market prices on available-for-sale investment securities change by 5 percent with all other variables held constant, the impact on equity would be \$35,438 (2015 - \$122,649).

### Capital Management

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns to the shareholders and benefits to other stakeholders, to maintain an optimal capital structure to reduce the cost of capital and to maintain a prudent relationship between the capital base and the underlying risks of the business.

#### *Company*

In pursuing the capital management objectives, the Company monitors capital on the basis of the gearing ratio. This ratio is calculated as total debt divided by total capital. The gearing ratio at the reporting date was as follows:

	COMPANY	
	2016	2015
Total debt	521,187	584,735
Total equity	28,541,324	25,568,852
Gearing ratio	0.018 : 1	0.023 : 1

# Notes to the Financial Statements

30 September 2016

Thousands of Guyana Dollars

## 29. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (CONT'D)

### Capital Management (Cont'd)

#### *Banking subsidiary*

In pursuing the capital management objectives, the banking subsidiary has regard to capital requirements imposed by the Bank of Guyana. These requirements measure capital adequacy as a percentage of capital resources to risk weighted assets (Risk Asset Ratio). Risk weighted assets are a function of risk weights stipulated by the Bank of Guyana applied to the banking subsidiary's assets. The Risk Asset Ratio should not be less than 8% with a tier 1 component of not less than 4%.

Regulatory Capital:	2016	2015
Tier I capital	6,824,704	6,619,264
Tier II capital	56,996	32,711
Prescribed deduction	(99,049)	(74,294)
	<hr/>	<hr/>
	6,782,651	6,577,681
	<hr/>	<hr/>

#### Risk-weighted Assets:

On-balance sheet	29,088,060	26,627,583
Off-balance sheet	290,893	242,095
	<hr/>	<hr/>
	29,378,953	26,869,678
	<hr/>	<hr/>

#### Regulatory Ratios:

Tier I capital ratio	23.2%	24.6%
Total capital ratio	23.1%	24.5%



# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

<b>30. SEGMENTAL INFORMATION</b> <b>2016</b>	<b>Beverages</b>	<b>Commercial Banking</b>	<b>All Other Segments</b>	<b>Net of Consolidation Eliminations</b>	<b>GROUP Total</b>
<b>Revenue</b>	23,301,797	3,235,969	2,273,245	(48,040)	28,762,971
<b>Segment profit before taxation</b>	4,352,999	729,355	149,471	11,295	5,243,120
Loss on disposal of property, plant and equipment				(176,984)	
Loss from associated company				(1,084)	
Income from available-for-sale investment securities				25,294	
Net finance income				25,992	
Gain on disposals of securities				1,380,293	
Other income				31,071	
<b>Profit before taxation</b>					6,527,702
<b>Segment assets</b>	31,155,804	50,223,938	2,786,589	(8,156,531)	76,009,800
Investment in associated companies				5,661	
Available-for-sale investment securities				842,640	
Taxation (including deferred taxation)				402,777	
<b>Total assets</b>					77,260,878
<b>Segment liabilities</b>	2,869,193	42,624,247	12,461	(7,457,600)	38,048,301
Provision for employee benefits				861,620	
Taxation (including deferred taxation)				2,905,805	
<b>Total liabilities</b>					41,815,726
<b>Capital expenditure</b>	1,894,262	970,690	228,398	0	3,093,350
<b>Depreciation</b>	2,135,274	128,747	130,200	6,125	2,400,346

# Notes to the Financial Statements

30 September 2016

2016

**Thousands of Guyana Dollars**

30. SEGMENTAL INFORMATION (CONT'D)	2015	Beverages	Commercial Banking	All Other Segments	Net of	GROUP
					Consolidation Eliminations	Total
<b>Revenue</b>		22,077,391	3,701,973	2,168,155	(53,141)	27,894,378
<b>Segment profit before taxation</b>		3,677,148	1,461,990	96,990	(5,380)	5,230,748
Loss on disposal of property, plant and equipment					(41,737)	
Income from associated companies					94	
Income from available-for-sale investment securities					71,551	
Net finance income					16,176	
Other income					7,924	
<b>Profit before taxation</b>						5,284,756
<b>Segment assets</b>		27,947,832	43,110,121	2,596,945	(4,247,989)	69,406,909
Investment in associated companies					47,122	
Available-for-sale investment securities					2,586,209	
Taxation (including deferred taxation)					463,085	
<b>Total assets</b>						72,503,325
<b>Segment liabilities</b>		4,079,064	35,674,281	10,686	(4,042,248)	35,721,783
Provision for employee benefits					1,529,153	
Taxation (including deferred taxation)					3,079,969	
<b>Total liabilities</b>						40,330,905
<b>Capital expenditure</b>		2,931,868	947,206	477,929	0	4,357,003
<b>Depreciation</b>		2,032,114	123,332	64,902	5,767	2,226,115

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 30. SEGMENTAL INFORMATION (CONT'D)

### Other Segmental Information

GROUP	2016	2015
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#### (a) Source of Revenue

Sales of beverages	23,301,797	22,077,391
Commercial banking income	3,235,969	3,701,973
Sales of food items	2,216,177	2,114,528
Hotel and laundry services income	57,068	53,627
	<hr/>	<hr/>
	28,811,011	27,947,519
Net of consolidation eliminations	(48,040)	(53,141)
	<hr/>	<hr/>
<b>Total revenue</b>	<b>28,762,971</b>	<b>27,894,378</b>
	<hr/>	<hr/>

#### (b) Geographical Information

The analysis of the Group's revenue between earnings in Guyana and earnings out of Guyana is shown in note 20 to these financial statements.

There are non on-current assets, other than financial instruments, located out of Guyana. The geographic analysis of the Group's financial instruments held at the year end is shown in note 29 to these financial statements.

#### (c) Major Customers

There was no revenue deriving from transactions with a single customer that amounted to 10 percent or more of the Group's revenue.

# Notes to the Financial Statements

30 September 2016

Thousands of Guyana Dollars

## 31. FAIR VALUE ESTIMATION

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction.

The sections that follow provide an analysis of the fair values of the Group's and Company's assets and liabilities based on the following hierarchy contained in IFRS 13:

Level 1	Quoted prices (unadjusted) in active markets for identical assets and liabilities.
Level 2	Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices).
Level 3	Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs).

### Assets carried at fair value

Available-for-sale investment securities (included in investment securities)	GROUP		COMPANY	
	2016	2015	2016	2015
Level 1	133,880	133,229	0	0
Level 2	707,855	2,452,197	707,855	2,452,197
Level 3	905	783	905	783
	<b>842,640</b>	<b>2,586,209</b>	<b>708,760</b>	<b>2,452,980</b>

Where the fair value of an available-for-sale investment security is based on a quoted market price in an active market, the instrument is classified in Level 1. A market is regarded as active if quoted market prices are readily and regularly available from an exchange, dealer, broker, industry, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

Where the fair value of an available-for-sale investment security is determined by a quoted price for an identical instrument in a market that is considered less active or by a quoted price in an active market for a similar instrument, that instrument is included in Level 2.

If the fair value is based on one or more significant inputs that are not derived from observable market data, the instrument is included in Level 3.



# Notes to the Financial Statements

30 September 2016

**Thousands of Guyana Dollars**

## 31. FAIR VALUE ESTIMATION (CONT'D)

### Assets carried at fair value (cont'd)

#### *Property*

Freehold properties are recorded at independent professional valuations. Valuations of the parent company's properties were carried out by Rodrigues Architects Limited in September 2013 while the valuation of the banking subsidiary's freehold property was carried out by Patterson Associates in September 2016. Investment property was revalued in September 2016 by Rodrigues Architects Limited. All valuations were based on open market value.

The valuation of property has been derived by reference to the current market value in the case of land, and the replacement cost in the case of buildings. The most significant input for these valuation approaches is the value or replacement cost per square foot which is considered to be observable. The valuation of property is classified as Level 2.

### Assets and liabilities not carried at fair value

The table below shows the fair values of assets and liabilities which are not carried at fair value on the statement of financial position but for which disclosure of fair value is required.

	IFRS 13 Level	GROUP		COMPANY	
		2016 Carrying Amount	2016 Fair Value	2016 Carrying Amount	2016 Fair Value
<b>Assets:</b>					
Investment securities (Held to maturity)	Level 2	1,505,108	1,505,202	0	0
Loans and advances	Level 2	28,638,526	28,896,112	0	0
<b>Liabilities:</b>					
Borrowings	Level 2	0	0	521,187	521,187

	IFRS 13 Level	GROUP		COMPANY	
		2015 Carrying Amount	2015 Fair Value	2015 Carrying Amount	2015 Fair Value
<b>Assets:</b>					
Investment securities (Held to maturity)	Level 2	623,929	644,237	0	0
Loans and advances	Level 2	30,095,439	30,401,583	0	0
<b>Liabilities:</b>					
Borrowings	Level 2	0	0	584,735	584,735

The fair values of held-to-maturity investment securities and loans and advances are based on net present values using discount rates reflective of market conditions for similar assets.

The fair value of borrowings is considered to approximate carrying value given the consistency of the inherent interest rate with market conditions.

The fair values of receivables, cash resources, customers' deposits and other financial liabilities approximate to carrying amounts given their short-term nature.

# Notes to the Financial Statements

30 September 2016

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**Thousands of Guyana Dollars**

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## 32. POST YEAR END EVENTS

The following relevant events occurred after the year end covered by these financial statements:

### (a) Proposed changes to the tax regime

On 28 November 2016 the Honourable Minister of Finance of Guyana announced several proposed changes to the tax regime. Included among the proposed changes are a reduction in the corporation tax rate for manufacturing companies and the introduction of a dual tax-rate for companies carrying out both commercial and non-commercial activities. These proposed changes will affect the values of the Group's deferred tax balances. These and other proposed changes will be evaluated by the Group once legislated.

### (b) Repurchase of Ordinary Shares

The Company had entered a Memorandum of Understanding ("MOU") with Banks Holdings Limited ("BHL") in February 2005 providing for certain co-operation arrangements between the two entities. One of the main features of that MOU was that each company would acquire ordinary shares in the other.

The MOU proceeded on the basis that it would continue in existence so long as there was no radical change in the shareholding of BHL and its controlling shareholders. From around October 2015 it became clear that there was an imminent radical change in the controlling shareholders of BHL when Ambev through one of its subsidiaries SLU Beverages made an offer to take over BHL.

Accordingly when it became inevitable that the offer was about to succeed the directors of the Company, having been advised that it was an implied term of the MOU that the alliance between the Company and BHL would come to an end in the event of a radical change in the shareholding of BHL, decided that it was in the best interests of the Company to sell its shares in BHL to Ambev.

With Ambev's successful completion of the takeover of BHL and the sale of BDIH's shareholding in BHL, the Company was advised that it was a natural consequence under the implied terms of the MOU that BHL should no longer continue to hold shares in the Company.

On 01 December 2016 the Company repurchased 150,138,464 of its ordinary shares, representing 15 percent of the issued share capital, from BHL. However, BHL still holds 5 percent of the issued share capital of the Company. This is because the Company and BHL under its new controlling shareholder, Ambev, have now agreed to co-operate in the marketing of beverages in the future.

The consideration for the repurchase of ordinary shares was \$5,523,594, financed through cash resources of \$4,523,594 and borrowings of \$1,000,000. The expected impact will be a reduction in capital and reserves attributable to shareholders by an amount equivalent to the consideration given.



# Five Year Statistical Summary

## Company

YEARS TO SEPTEMBER 30	2016	2015	2014	2013	2012
<b>Thousands of Guyana Dollars</b>					
<b>OPERATING DATA</b>					
Sales -Net of Taxes	22,328,366	21,225,900	20,544,246	20,706,939	18,950,328
Taxes	1,550,154	1,337,124	1,207,907	1,317,488	1,142,322
Net Profit after Tax for Shareholders	4,356,975	2,568,506	2,264,644	2,537,889	2,557,757
Cash Cost Of Dividends Paid	1,370,000	640,000	640,000	610,000	560,000
Net Dividend Cover	3.18	4.01	3.54	4.16	4.57
<b>BALANCE SHEET DATA</b>					
Number of issued & fully paid Capital	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Working Capital	10,509,514	6,053,769	5,324,411	4,215,846	5,166,668
Net Property, Plant and Equipment	20,246,462	20,541,425	19,261,837	18,645,922	14,224,900
Stockholders' Equity	28,541,324	25,568,852	23,202,427	21,548,605	18,626,456
Assets	35,190,285	34,068,093	31,097,502	29,723,111	25,675,115
Liabilities	6,648,961	8,499,241	7,895,075	8,174,506	7,048,659
<b>PER ORDINARY SHARE UNIT</b>					
Net Profit	4.36	2.57	2.26	2.54	2.56
Stockholders' Equity	28.54	25.57	23.20	21.55	18.63
Dividends paid for Year	1.37	0.64	0.64	0.61	0.56

## Group

YEARS TO SEPTEMBER 30	2016	2015	2014	2013	2012
<b>Thousands of Guyana Dollars</b>					
<b>OPERATING DATA</b>					
Sales -Net of Taxes	25,516,295	24,874,732	23,695,420	23,645,283	21,823,667
Taxes	1,824,790	1,895,878	1,818,464	1,916,083	1,702,305
Net Profit after Tax for Shareholders	4,468,141	2,944,523	2,660,323	2,924,878	2,811,700
Cash Cost Of Dividends Paid	1,370,000	640,000	640,000	610,000	560,000
Net Dividend Cover	3.26	4.60	4.16	4.79	5.02
<b>BALANCE SHEET DATA</b>					
Number of issued & fully paid Capital	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Working Capital	(9,466,390)	(15,097,261)	(13,908,590)	(12,106,561)	(7,530,232)
Net Property, Plant and Equipment	23,375,880	22,845,865	20,759,039	19,701,557	14,975,528
Stockholders' Equity	31,721,303	28,625,280	25,873,974	23,823,676	20,518,703
Assets	77,260,878	72,503,325	70,050,693	67,438,011	60,087,216
Liabilities	41,815,726	40,330,905	40,996,849	40,857,931	37,235,904
<b>PER ORDINARY SHARE UNIT</b>					
Net Profit	4.47	2.94	2.66	2.92	2.81
Stockholders' Equity	31.72	28.63	25.87	23.82	20.52
Dividends paid for Year	1.37	0.64	0.64	0.61	0.56

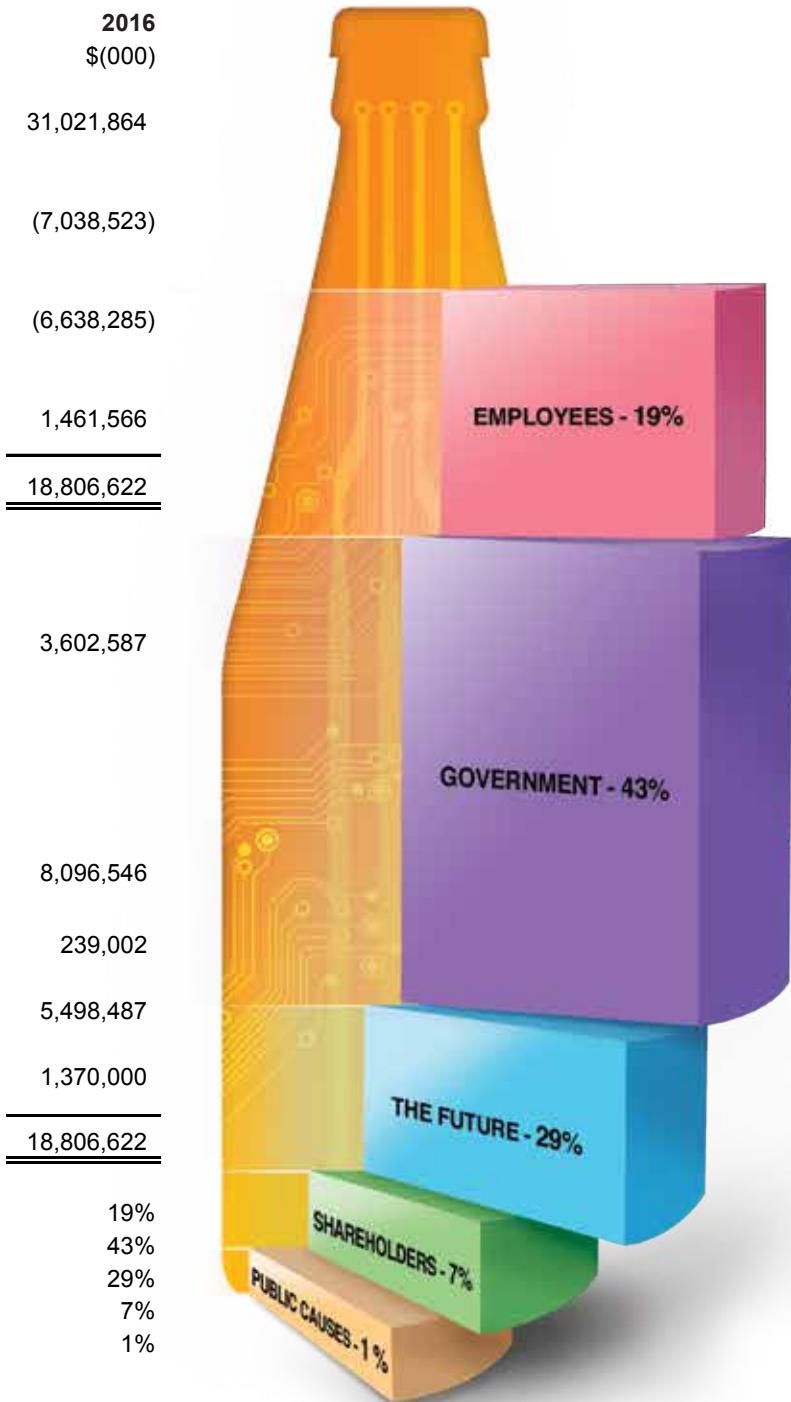
# Social Distribution of Gross Income 2016

We present below a statement of the Social Distribution of the Group's gross income known as 'social' accounting.

	2016 \$'000)
Revenue (includes VAT)	31,021,864
Cost of Product including goods bought; packing and energy	(7,038,523)
Miscellaneous operating cost, Net of wages bill	(6,638,285)
Net Income on Investment and Disposal of assets	1,461,566
	<hr/> <u>18,806,622</u>

Distributed as follows:

Wages bill, Pension etc.	4,312,882	
Less Withheld Income Tax	<u>(710,295)</u>	3,602,587
Withheld Income Tax	710,295	
VAT, Excise Taxes, Duties, etc.	6,014,013	
Corporation Tax, etc.	<u>1,372,238</u>	8,096,546
Contribution to Public Causes	239,002	
Depreciation and Provision	5,498,487	
Dividend	<u>1,370,000</u>	
	<hr/> <u>18,806,622</u>	
To Employees	19%	
To Government	43%	
To Provision for the Company's future	29%	
To Shareholders	7%	
To Public Causes	1%	



## Notes

# Procedure for Transfer of Shares

1. (a) A Shareholder (Transferor) who wishes to transfer his/her shares should call at our Registered Office with the relevant share certificate(s) and proper identification.

The person(s) [Transferee (s)] to whom the share(s) is (are) to be transferred is (are) also required to call at our Registered Office with the proper identification.

- (b) Our Share Registrar will assist in completing the Transfer Form(s) which must be signed by the Transferor and Transferee.
  - (c) In the case where the parties are unable to come into our Registered Office, the Share Transfer Form must be completed and signed by both the Transferor and Transferee in the presence of and attested to by a Notary Public or Justice of Peace or Commissioner of Oaths to Affidavits.
  - (d) Our Shares Office will advise on the stamp duty and the cost of the stamps for the new certificate(s) as well as the transfer fee payable.
  - (e) In the event a shareholder does not have the share certificate(s), then the loss of the share certificate(s) will have to be advertised in the newspapers at the shareholder's expense. The shareholder will also be required to submit an Affidavit, sign a Form of Indemnity and pay the relevant stamp duty.
  - (f) The legal personal representative of a deceased shareholder can have the shares of the deceased transferred by submitting to our Share Registrar the share certificate(s) along with the original or certified copy of Letters of Administration/Probate of the Estate with the Will and Statement of Assets and Liabilities attached (where applicable).
2. If at anytime you change your address or wish to revoke a standing instruction given to our Registered Office, please inform us in writing.
  3. A dividend cheque that is more than six months old from the date it was issued, can be updated for payment at our Registered Office at Thirst Park.
  4. A lost or misplaced dividend cheque should be communicated to our Registered Office so that a 'stop-payment' can be effected. The fee for the 'stop-payment' has to be paid by the Shareholder and a new dividend cheque will be issued for payment after six weeks have elapsed.
  5. Shareholders can register for a Web Account by visiting the company's website at [www.banksdih.com](http://www.banksdih.com). Click on Web Account under Services and get your personalised account which will enable you to make online dividend enquiries and monitor your shareholding.



## Notes

# Proxy Form

2016

BANKS DIH ANNUAL REPORT

\$10.00  
Revenue  
Stamp

The undersigned shareholder of Banks DIH Limited hereby appoints

(Mr./Mrs.) \_\_\_\_\_

of (address) \_\_\_\_\_

or failing him/her (Mr./Mrs.) \_\_\_\_\_

of (address) \_\_\_\_\_

as nominee of the undersigned to attend and act for the undersigned and on behalf of the undersigned at the 61st Annual General Meeting of the said Company to be held on January 28, 2017 and at any adjournments thereof in the same manner, to the same extent and with the same powers as if the undersigned were present at the said meeting or such adjournments thereof.

Dated this \_\_\_\_\_ day of \_\_\_\_\_ 2017

To be valid, this proxy form must be completed and deposited at the Registered Office of the Company not less than forty-eight hours before the time for holding the meeting or adjourned meeting. (Note: Saturdays and Public Holidays are to be excluded when determining the forty-eight hour period.)

.....  
Signature of Shareholder

.....  
Signature of Shareholder

.....  
Printed Name of Shareholder

.....  
Printed Name of Shareholder



## Notes

# Shareholder's Questionnaire

December 22, 2016

Dear Shareholder,

I shall be glad to welcome you to the 61st Annual General Meeting on Saturday, 28 January, 2017 at Thirst Park, Ruimveldt at 5.00 p.m. (17:00 hours), and be pleased to answer any question you may care to ask. If you have a question, I would appreciate if you would write it on the form provided below, and mail it to me as soon as possible (at least 7 days before the meeting).

If you fail to mail it, you can bring it along to the meeting and hand it to one of our Ushers on arrival.

I will endeavour to answer all questions at the meeting, especially those which have been mailed in, but if your question is not answered at the meeting, I will send you a written answer afterwards.

Yours sincerely,



C. B. Reis, C.C.H.,  
Chairman/Managing Director

## Shareholder's Question Form

Name of Shareholder: -----

Address: -----

Question: -----  
-----  
-----  
-----  
-----

Cross out the one  
which does not apply  
be addressed to:

(You may mention my name)  
(Please do not mention my name)  
The Chairman  
Banks DIH Limited  
P. O. Box 10194  
Thirst Park, Georgetown



## Notes

## Notes

5

B A N K S D I H A N N U A L R E P O R T



## Notes

## Notes

5

B A N K S D I H A N N U A L R E P O R T



## Notes