# **SECURITIES ACT 2001**

# SECURITIES (ACCOUNTING AND FINANCIAL REPORTS) RULES

#### NO. 1 OF 2008

IN EXERCISE of the powers conferred on it by sections 98, 161 (a) and 162 of the Securities Act 2001, the Commission makes the following procedural rules and specifies the form of annual reports and periodic reports to be filed by reporting issuers.

# CITATION AND COMMENCEMENT

1. These Rules may be cited as the Securities (Accounting and Financial Reports) Rules No.1 of 2008 and shall come into force on the date prescribed by the Commission.

## **INTERPRETATION**

2. In these rules:

'Commission' means the Eastern Caribbean Securities Regulatory Commission

'Reporting Issuer' refers to reporting issuers as described in section 97 of the Securities Act.

'Securities Act' means the Securities Act 2001.

## ANNUAL REPORTS

### 3. Annual report to be submitted to the Commission

- (1) All reporting issuer shall within one hundred and twenty days after the end of its financial year file with the Commission a copy of its annual report. Included in this report shall be the financial statements, financial statement schedules, exhibits and all other papers and documents.
- (2) At the request of the reporting issuer the Commission may, from time to time, extend the period within which such reporting issuer is, in accordance with the provisions of the Securities Act 2001, obliged to furnish any document or information.
- (3) The annual report shall be in Form ECSRC K as specified in Schedule 1. It must contain the information specified in paragraphs 1-14 of Schedule 1.

## **QUARTERLY REPORTS**

4. Quarterly Reports to be submitted to the Commission

- (1) A reporting issuer whose securities are listed on a securities exchange licensed by the Commission, or whose securities are determined, by the Commission, to be publicly traded, shall file with the Commission, a quarterly financial report within thirty days of the end of each of the first three quarters of the financial year. Included in this report shall be the financial statement schedules, exhibits and all other papers and documents.
- (2) At the request of the reporting issuer the Commission may, from time to time, extend the period within which such reporting issuer is, in accordance with the provisions of the Securities Act 2001, obliged to furnish any document or information.
- (3) This report shall be in Form ECSRC Q as specified in Schedule 2. It must contain the information specified in paragraphs 1-8 of Schedule 2.

# 5. Notification of Material Change

- (1) A reporting issuer shall within seven days of the occurrence of a material change, file with the Commission a notification of material change, where such change occurs in the affairs of the issuer.
- (2) The reporting issuer shall submit to the Commission along with the notification, supporting documents including financial statements, reports, exhibits and other documents as necessary.
- (3) The notification of change must be in the Form ECSRC MC set out in Schedule 3.
- (4) The issuer should notify the Commission of all material change(s) in its affairs which shall be deemed to include:
  - (a) Changes in control of reporting issuer;
  - (b) Acquisition or disposal of assets of reporting issuer;
  - (c) Bankruptcy of reporting issuer;
  - (d) Change of reporting issuer's Auditor, Attorney or Banker;
  - (e) Change in directorate of reporting issuer;
  - (f) Resignation of Directors of reporting issuer;
  - (g) Alteration of the reporting issuer's constitution;
  - (h) Changes or proposed changes in the capital structure of reporting issuer; and
  - (i) Change in rights attaching to a class of securities of reporting issuer.

#### 6. Disclosure of Financial Information to Holders of Securities

- (1) A reporting issuer shall within one hundred and twenty days after the end of its financial year forward to each holder of its securities an annual audited financial statement.
- (2) The financial statement must contain the information contained in Schedule 4.

7. The Securities (Accounting and Financial Reports) Rules No. 1 of 2002 is repealed.

10

# INSTRUCTIONS FOR COMPLETION OF THE FORM MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

THESE INSTRUCTIONS ARE INTENDED FOR FORMS ECSRC-K (ITEM 10) AND ECSRC-Q (ITEM 2)

The Management's Discussion and Analysis (MD&A) should disclose sufficient information to enable investors to judge:

- 1. The quality of earnings;
- 2. The likelihood that past performance is indicative of future performance; and
- 3. The issuer's general financial condition and outlook.

It should disclose information over and above that which is provided in the management accounts and should not be merely a description of the movements in the financial statements in narrative form or an otherwise uninformative series of technical responses. It should provide management's perspective of the company that enables investors to view the business from the vantage point of management.

The discussion should focus on aspects such as liquidity; capital resources; changes in financial condition; results of operations; material trends and uncertainties and measures taken or to be taken to address unfavourable trends; key performance indicators; and non-financial indicators.

#### Overview

The financial landscape for the business operations of the ECFH Group remains challenging. The market environment for the financial industry is affected by a sustained period of low growth, high credit risk resulting in increased levels of delinquency, thin interest rate spreads and increasing regulatory requirements. In the face of the adverse impact of the operating environment and the general economic conditions, the Group has commenced the process of change required to achieve a turnaround in performance.

The impact of the economic environment on the financial performance of the Bank of Saint Lucia Limited (BOSL) in particular remains severe, although there are some positive indicators as noted below. The other subsidiaries of the Group, Bank of Saint Lucia International, Bank of St. Vincent and the Grenadines, ECFH Global Investment Solutions all recorded profits in 2013. The performance of the Group has improved as a direct result of somewhat lower loan loss provisioning in 2013, allowing for the return to a position of profitability for the year, recorded at a net profit after tax of \$3.4 million for the group.

Although BOSL reported a loss for the year, the level of impairment provisioning declined from the previous year high of \$128m to \$40m; non- interest income showed an increase of 10% over 2012; liquidity levels remained high and we were able to recover on impairment losses made against investments. We have taken decisive action on the largest non-productive loan accounts including receiverships where required, with additional action to reduce the delinquent portfolio ongoing. This action has necessitated further provisions as the valuations of collateral continue to decline. All of

these measures will result in improved performance for the Bank in the future. The domestic economic conditions placed some pressure on the Bank's ability to generate increased revenue and therefore more stringent cost management is being implemented to counteract that risk. The Bank remains well within the regulatory capital requirements however the Board maintains the view that additional capital is essential to protect the bank against external shocks and to lay a platform for sustainable profit in the medium to long term.

We have been working diligently to make the necessary changes to strengthen the Group and to achieve improved performance. Major focus is being placed on areas of risk management, in particular credit risk and debt recoveries, efficiency and cost management, capital adequacy and corporate governance.

#### Governance

 $G_{q}^{(2)}$ 

The Board of Directors is committed to ensuring sound principles and practices of governance across all subsidiaries of the Group. In 2013 all committees of the Board were reviewed and directorships increased or restructured as necessary. The Corporate Governance Committee met a number of times under the newly appointed chairman and a very critical Risk Management Committee of the Board was appointed to ensure proper oversight on all areas of risk across the Group. There are now five committees of the Board and in accordance with the Corporate Governance policy these committees met frequently in 2013 in an effort to ensure that Board policy and strategies are successfully implemented.

Changes were also effected in the organizational structure with the appointment of a General Manager for BOSL, implementing separation of duties from that of Group Managing Director, in order to ensure adequate and appropriate focus on the business operations and management of the Bank. An experienced Senior Manager was recruited to head the Debt Recoveries and Collections Department to deal with the more challenging area of focus for the domestic bank.

#### Strategic Initiatives

In the past year, the Board of Directors spent a great deal of time recalibrating the Group's strategy in response to the previous year's financial performance and the continued impact of the sluggish economic environment. Our focus was largely on resolving the credit risk issues and strengthening the capital of BOSL, to create a buffer for any unknown additional risk. The Board also agreed on reorganization and deployment of resources as required to strengthen capacity in key areas including credit risk management and debt recovery. Although ECFH approved its last strategic plan at the end of 2011, given the environment for operations and the past financial performance of the Group, it was deemed critical to revisit the Group's overall strategy early in 2014. To this end, the Board and Executives of the Group engaged in strategic planning sessions in the first quarter of 2014. There are undoubtedly some hard decisions to be made to achieve the full turnaround of the organization. We expect to emerge with a clear and unified vision for the future of the Group that will enhance shareholder value and support the sustainability and growth of the Group over the long term.

# Liquidity and Capital Resources

Provide a narrative explanation of the following (but not limited to):

- i) The reporting issuer's financial condition covering aspects such as liquidity, capital resources, changes in financial condition and results of operations.
- ii) Any known trends, demands, commitments, events or uncertainties that will result in, or that are reasonably likely to result in, the issuer's liquidity increasing or decreasing in any material way. If a deficiency is identified, indicate the course of action that the reporting issuer has taken or proposes to take to remedy the deficiency.
- iii) The issuer's internal and external sources of liquidity, and any material unused sources of liquid assets.
- iv) Provisions contained in financial guarantees or commitments, debt or lease agreements or other arrangements that could trigger a requirement for an early payment, additional collateral support, changes in terms, acceleration of maturity, or the creation of an additional financial obligation such as adverse changes in the issuer's financial ratios, earnings, cash flows or stock price or changes in the value of underlying, linked or indexed assets.
- v) Circumstances that could impair the issuer's ability to continue to engage in transactions that have been integral to historical operations or are financially or operationally essential or that could render that activity commercially impracticable such as the inability to maintain a specified level of earnings, earnings per share, financial ratios or collateral.
- vi) Factors specific to the issuer and its markets that the issuer expects will affect its ability to raise short-term and long-term financing, guarantees of debt or other commitment to third parties, and written options on non-financial assets.
- vii) The relevant maturity grouping of assets and liabilities based on the remaining period at the balance sheet date to the contractual maturity date. Commentary should provide information about effective periods and the way the risks associated with different maturity and interest profiles are managed and controlled.
- viii) The issuer's material commitments for capital expenditures as of the end of the latest fiscal period, and indicate the general purposes of such commitments and the anticipated source of funds needed to fulfil such commitments.
- ix) Any known material trends, favorable or unfavorable, in the issuer's capital resources, including any expected material changes in the mix and relative cost of capital resources, considering changes between debt, equity and any off-balance sheet financing arrangements.

# Liquidity:

 $V_i^{-1}$ 

The Group's liquidity levels remained very strong in the First Quarter of 2014 reflecting continuing customer confidence. There was a small, seasonal reduction in cash held by the offshore bank but this was partially offset by increases in cash reserve balances at both of the Group's domestic banks (Bank of Saint Lucia Limited and Bank of Saint Vincent and the Grenadines Limited). No dramatic changes in the levels of liquidity are anticipated in the near future.

## Capital Resources:

The Group's Capital Ratios remained stable since December 2013 reflecting profits earned by all three banking subsidiaries and an improvement in the market values of investments. There are no material commitments for capital expenditure other than commitments related to the normal expenditure of running the business.

The Group and all of its banking subsidiaries maintained a very comfortable level of liquidity, driven by a strong growth in deposits. The domestic banks have operated with cash balances well in excess of regulatory requirements.

Investment of surplus funds, in what has continued to be a low interest rate environment internationally remains difficult. The strategy is to ensure capital preservation and maximize levels of diversification and this objective has been met through the use of a range of asset managers, well qualified to interpret market trends and effectively represent the Group's Investment Policy. The diversification strategy has been adopted for international and regional investments alike.

Investment of surplus funds in international markets, whilst being a prudent business approach, also exposes the Group to some inevitable volatility in these markets. Gains and losses in these investments are reported through the Group's Profits only once realized.

# Off Balance Sheet Arrangements

Provide a narrative explanation of the following (but not limited to):

- i) Disclosures concerning transactions, arrangements and other relationships with unconsolidated entities or other persons that are reasonably likely to materially affect liquidity or the availability of, or requirements for capital resources.
- ii) The extent of the issuer's reliance on off-balance sheet arrangements should be described fully and clearly where those entities provide financing, liquidity, market or credit risk support, or expose the issuer to liability that is not reflected on the face of the financial statements.
- iii) Off-balance sheet arrangements such as their business purposes and activities, their economic substance, the key terms and conditions of any commitments, the initial on-going relationship

with the issuer and its affiliates and the potential risk exposures resulting from its contractual or other commitments involving the off-balance sheet arrangements.

iv) The effects on the issuer's business and financial condition of the entity's termination if it has a finite life or it is reasonably likely that the issuer's arrangements with the entity may be discontinued in the foreseeable future.

There were no significant off balance sheet arrangements.

# Results of Operations

In discussing results of operations, issuers should highlight the company's products and services, facilities and future direction. There should be a discussion of operating considerations and unusual events, which have influenced results for the reporting period. Additionally, any trends or uncertainties that might materially affect operating results in the future should be discussed.

Provide a narrative explanation of the following (but not limited to):

- i) Any unusual or infrequent events or transactions or any significant economic changes that materially affected the amount of reported income from continuing operations and, in each case, the extent to which income was so affected.
- ii) Significant components of revenues or expenses that should, in the company's judgment, be described in order to understand the issuer's results of operations.
- iii) Known trends or uncertainties that have had or that the issuer reasonably expects will have a material favorable or unfavorable impact on net sales or revenues or income from continuing operations.
- iv) Known events that will cause a material change in the relationship between costs and revenues (such as price increases, costs of labour or materials), and changes in relationships should be disclosed.
- v) The extent to which material increases in net sales or revenues are attributable to increases in prices or to increases in the volume or amount of goods or services being sold or to the introduction of new products or services.
- vi) Matters that will have an impact on future operations and have not had an impact in the past.
- vii) Matters that have had an impact on reported operations and are not expected to have an impact upon future operations
- viii) Off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships that have or are reasonably likely to have a current or future effect on the registrant's financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources.

# ix) Performance goals, systems and, controls,

W\_257

The ECFH Group recorded above Budget pre-tax income of \$7.7M for the First Quarter of 2014. The primary focus remains obtaining maximum recovery on the previously provisioned non-performing loan portfolio of Bank of Saint Lucia Limited and to this end some progress is being made on the disposal of collateral securing the largest of these loans. Management is also directing attention towards ensuring collection of payments on performing loans to ensure that transfers to the non-performing classification can be minimised in the future and towards ensuring that there is clear guidance on the levels of risk acceptable to the Group in its future lending activities.

# Schedule 1

# FORM ECSRC - K

# ANNUAL REPORT PURSUANT TO SECTION 98 OF THE SECURITIES ACT OF 2001

For the financial	year ended December 31, 2013		
Issuer Registratio			
	ECFH28062001SL		
Eas	t Caribbean Financial Holding C	ompany Limited	
	(Exact name of reporting i	ssuer as specified in its charter)	
		aint Lucia	
	(Territory o	of incorporation)	
	No. 1 Bridge Street P.O. 1	Box 1860 Castries, Saint Lucia	
¥	(Address of	principal office)	7
Reporting issuer'	S:		
Telephone numb	er (including area code): <u>1-759-</u>	456-6000	
Fax number:	_1-758-	456-6702	
Email address:	ecfh	@candw.lc	
(Provide informa	tion stipulated in paragraphs 1 to	14 hereunder)	
Indicate whether Securities Act of	the reporting issuer has filed all a 2001 during the preceding 12 mg	reports required to be filed by Seconths	tions 98 of the
	YesX	No	
Indicate the num of the date of cor	ber of outstanding shares of each appletion of this report.	of the reporting issuer's classes of	f common stock, as
	CLASS	NUMBER	
	Ordinary	24,465,589	

## **SIGNATURES**

A Director, the Chief Executive Officer and Chief Financial Officer of the company shall sign this Annual Report on behalf of the company. By so doing each certifies that he has made diligent efforts to verify the material accuracy and completeness of the information herein contained.

The Chief Financial Officer by signing this form is hereby certifying that the financial statements submitted fairly state the company's financial position and results of operations, or receipts and disbursements, as of the dates and period(s) indicated. The Chief Financial Officer further certifies that all financial statements submitted herewith are prepared in accordance with International Accounting Standards consistently applied (except as stated in the notes thereto) and (with respect to year-end figures) including all adjustments necessary for fair presentation under the circumstances.

Name of Chief Executive Officer:	Name of Director:
Esther Brown-Weekes	Lisle Chase
Signature	Signature
Date	Date
Name of Chief Financial Officer:	
Gordon Cochrane	
Skula	_
Signature	-
Date	_
Date	

# INFORMATION TO BE INCLUDED IN THE REPORT

#### 1. Business.

400

Provide a description of the developments in the main line of business including accomplishments and future plans. The discussion of the development of the reporting issuer's business need only include developments since the beginning of the financial year for which this report is filed.

#### Overview

The financial landscape for the business operations of the ECFH Group remains challenging. The market environment for the financial industry is affected by a sustained period of low growth, high credit risk resulting in increased levels of delinquency, thin interest rate spreads and increasing regulatory requirements. In the face of the adverse impact of the operating environment and the general economic conditions, the Group has commenced the process of change required to achieve a turnaround in performance.

The impact of the economic environment on the financial performance of the Bank of Saint Lucia Limited (BOSL) in particular remains severe, although there are some positive indicators as noted below. The other subsidiaries of the Group, Bank of Saint Lucia International, Bank of St. Vincent and the Grenadines, ECFH Global Investment Solutions all recorded profits in 2013. The performance of the Group has improved as a direct result of somewhat lower loan loss provisioning in 2013, allowing for the return to a position of profitability for the year, recorded at a net profit after tax of \$3.4 million for the group.

Although BOSL reported a loss for the year, the level of impairment provisioning declined from the previous year high of \$128m to \$40m; non- interest income showed an increase of 10% over 2012; liquidity levels remained high and we were able to recover on impairment losses made against investments. We have taken decisive action on the largest non-productive loan accounts including receiverships where required, with additional action to reduce the delinquent portfolio ongoing. This action has necessitated further provisions as the valuations of collateral continue to decline. All of these measures will result in improved performance for the Bank in the future. The domestic economic conditions placed some pressure on the Bank's ability to generate increased revenue and therefore more stringent cost management is being implemented to counteract that risk. The Bank remains well within the regulatory capital requirements however the Board maintains the view that additional capital is essential to protect the bank against external shocks and to lay a platform for sustainable profit in the medium to long term.

We have been working diligently to make the necessary changes to strengthen the Group and to achieve improved performance. Major focus is being placed on areas of risk management, in particular credit risk and debt recoveries, efficiency and cost management, capital adequacy and corporate governance.

#### Governance

The Board of Directors is committed to ensuring sound principles and practices of governance across all subsidiaries of the Group. In 2013 all committees of the Board were reviewed and directorships increased or restructured as necessary. The Corporate Governance Committee met a number of times under the newly appointed chairman and a very critical Risk Management Committee of the Board was appointed to ensure proper oversight on all areas of risk across the Group. There are now five committees of the Board and in accordance with the Corporate Governance policy these committees met frequently in 2013 in an effort to ensure that Board policy and strategies are successfully implemented.

Changes were also effected in the organizational structure with the appointment of a General Manager for BOSL, implementing separation of duties from that of Group Managing Director, in order to ensure adequate and appropriate focus on the business operations and management of the Bank. An experienced Senior Manager was recruited to head the Debt Recoveries and Collections Department to deal with the more challenging area of focus for the domestic bank. During the year a number of directors from the subsidiaries of the Group moved on and I wish to thank them all for their contributions to the respective subsidiaries and ECFH in general.

## Strategic Initiatives

In the past year, the Board of Directors spent a great deal of time recalibrating the Group's strategy in response to the previous year's financial performance and the continued impact of the sluggish economic environment. Our focus was largely on resolving the credit risk issues and strengthening the capital of BOSL, to create a buffer for any unknown additional risk. The Board also agreed on reorganization and deployment of resources as required to strengthen capacity in key areas including credit risk management and debt recovery. Although ECFH approved its last strategic plan at the end of 2011, given the environment for operations and the past financial performance of the Group, it was deemed critical to revisit the Group's overall strategy early in 2014. To this end, the Board and Executives of the Group will engage in strategic planning sessions in the first quarter of 2014. There are undoubtedly some hard decisions to be made to achieve the full turnaround of the organization. We expect to emerge with a clear and unified vision for the future of the Group that will enhance shareholder value and support the sustainability and growth of the Group over the long term.

# 2. Properties.

Provide a list of properties owned by the reporting entity, detailing the productive capacity and future prospects of the facilities. Identify properties acquired or disposed off since the beginning of the financial year for which this report is filed.

All real estate of the Group are owned and managed by the Company

### 3. Legal Proceedings.

Furnish information on any proceedings that were commenced or were terminated during the current financial year. Information should include date of commencement or termination of

proceedings. Also include a description of the disposition thereof with respect to the reporting issuer and its subsidiaries.

There were no significant legal proceedings during the financial year.

# 4. Submission of Matters to a Vote of Security Holders.

If any matter was submitted during the financial year covered by this report to a vote of security holders, through the solicitation of proxies or otherwise, furnish the following information:

- (a) The date of the meeting and whether it was an annual or special meeting.
- (b) If the meeting involved the election of directors, the name of each director elected at the meeting and the name of each other director whose term of office as a director continued after the meeting.
- (c) A brief description of each other matter voted upon at the meeting and state the number of votes cast for or against as well as the number of abstentions as to each such matter, including a separate tabulation with respect to each nominee for office.
- (d) A description of the terms of any settlement between the registrant and any other participant.

There was no settlement between the registrant and any other participant.

(e) Relevant details of any matter where a decision was taken otherwise than at a meeting of such security holders.

There were no matters to a Vote of Security Holders through the solicitation of proxies submitted during the year.

# 5. Market for Reporting issuer's Common Equity and Related Stockholder Matters.

Furnish information regarding all equity securities of the reporting issuer sold by the reporting issuer during the period covered by the report.

All equity securities of the company were sold through Brokers of the ECSE in accordance with the rules of the Exchange

#### 6. Financial Statements and Selected Financial Data.

Provide audited Financial Statements, Statement of Retained Earnings and Changes in Financial Position for the year ended. The relevant financial data items to be used in constructing the financial statements are provided in Parts A-D.

Include the following documents with the financial statement:

- (i) Auditor's report Attached
- (ii) A balance sheet as of the end of each of the two most recent financial years Attached
- (iii) Consolidated statements of income, statements of cash flows, and statements of other stockholders' equity for each of the two financial years preceding the date of the most recent audited balance sheet being filed Attached
- (iv) Financial statements for the most recent financial year Attached
- (v) Notes to Financial Statements Attached

#### 7. Disclosure About Risk Factors.

Provide a discussion of the risk factors that may have an impact on the results from operations or on the financial conditions. Avoid generalised statements and only include factors that are unique to the company. Typical risk factors include untested products, cash flow and liquidity problems, dependence on a key supplier or customer, management inexperience, nature of business, absence of a trading market (specific to the securities of the reporting issuer), etc. Indicate if any risk factors have increased or decreased in the time interval between the previous and current filing.

The significant risks to which the Group is exposed include credit risk, market risk, operational risk, foreign exchange risk, liquidity risk and reputation risk. There is always a challenge in ensuring risk mitigation in any one area does not inadvertently increase exposure in other areas.

In 2013 the Group placed major focus on maintaining a culture of prudent risk management as an integral part of the decision making process. This involved identifying potential risks associated with business activities as early as possible, assessing the possible consequences and implementing suitable measures to mitigate against adverse outcome. With the exception of Credit risk assessed as high, the level of risk in other categories can be generally assessed as medium.

The Board of Directors and Management are very conscious of the need for a comprehensive approach to Risk Management. During the year a Risk Management Committee of the Board was established to provide oversight over all areas of risk within the Group. An enterprise wide risk register is being developed to identify all possible Group risks and facilitate the development of mitigating strategies.

## **Credit Risk**

(I)\_X

Credit risk is the most critical category of risk for the Group. The financial performance of the Group in the past few years was impacted by high credit risk, in particular within BOSL. A renewed focus was placed on detailed and informed assessment of lending opportunities to ensure that future growth in the banks' loan portfolios can be achieved without taking on excessive risk.

A comprehensive credit risk review was undertaken in 2013 and management is in the process of implementing new credit structures, policies and processes for both Bank of Saint Lucia and Bank of St. Vincent & the Grenadines. The following specific initiatives were implemented in 2013:

- Restructure corporate lending and credit risk departments
- Processes revisited to minimize risk at the underwriting stage
- Revision of approval processes for all credits
- Revision of limits to ensure lending to individual companies is in accordance with strict limits based on the banks' capital
- Financial impact analysis in all cases where customer terms are amended
- Implementation of a sales culture in the retail operations but blended with sensible risk management controls to ensure that the credit risk is taken within clearly defined limits
- Continued training and coaching in credit underwriting, credit administration and credit risk management
- Strengthening of resources in the recoveries function and implementation of improved loan recovery procedures and disciplines, designed to ensure maximum recoveries on stressed loans and minimization of the growth in non-performing loans

Arrangements to reduce the large credit exposures were implemented particularly for non-productive and stressed accounts. Companies with large nonproductive credits were placed in receiverships where necessary while emphasis was placed on debt recoveries and work outs. The tourism sector has presented the largest area of credit risk to the Group which has led to a review of sector limits to manage concentration risk to adopt a lower risk tolerance with respect to impact on capital. There was also closer monitoring of large exposures, sector concentrations, performance trends and key benchmarks within the loan portfolio.

#### Liquidity and Market Risk

The Group's liquidity risk is monitored by the Asset/ Liability Committee (ALCO). Liquidity management is always given strict attention to ensure that all scheduled obligations are met. During the year, the banking subsidiaries consistently met the regulatory reserve requirements. The banking subsidiaries generally experienced excess liquidity with the decreased demand for loans and reduced supply of quality investment opportunities.

The Group has centralized governance oversight over issues related to investments for all subsidiaries. New investment proposals are subjected to appropriate risk analysis to ensure that only good quality investments in line with the respective Investment Policies are booked.

Volatility in the investment portfolio is monitored on an ongoing basis, both internally and by external investment managers.

For the review period, foreign exchange risk was considered to be moderate and the Group was able to adequately manage its Foreign Exchange exposures.

#### **Operational Risk**

The Group has a comprehensive business continuity management program which is supported by business continuity planning software. ECFH takes the safety of its employee's very seriously and annually emergency evacuation drills are held at all locations in addition to the testing of the business continuity plans.

## Compliance Risk

The ECFH Group endeavors to comply with all legislative and regulatory requirements to prevent the imposition of fines/ penalties that can impact earnings and shareholder value. There is always a strong focus on Anti-Money Laundering (AML) /Counter Financing of Terrorism (CFT) compliance throughout the Group. During the year, work commenced on the vendor selection for an AML solution that will meet the needs of the banking subsidiaries. It is expected that the chosen solution will be implemented during 2014.

# 8. Changes in Securities and Use of Proceeds.

- (a) Where the rights of the holders of any class of registered securities have been materially modified, give the title of the class of securities involved. State briefly the general effect of such modification upon the rights of holders of such securities.
- (b) Where the use of proceeds of a security issue is different from that which is stated in the registration statement, provide the following:
  - Offer opening date (provide explanation if different from date disclosed in the registration statement)
  - Offer closing date (provide explanation if different from date disclosed in the registration statement)
  - Name and address of underwriter(s)
  - Amount of expenses incurred in connection with the offer
  - Net proceeds of the issue and a schedule of its use
  - Payments to associated persons and the purpose for such payments
- (c) Report any working capital restrictions and other limitations upon the payment of dividends.

There were no changes in the rights of the holders of any class of Registered Securities and Use of Proceeds.

# 9. Defaults Upon Senior Securities.

. .

- (a) If there has been any material default in the payment of principal, interest, a sinking or purchase fund instalment, or any other material default not satisfied within 30 days, with respect to any indebtedness of the reporting issuer or any of its significant subsidiaries exceeding 5 percent of the total assets of the reporting issuer and its consolidated subsidiaries, identify the indebtedness. Indicate the nature of the default. In the case of default in the payment of principal, interest, or a sinking or purchase fund instalment, state the amount of the default and the total arrears on the date of filing this report.
- (b) If any material arrears in the payment of dividends has occurred or if there has been any other material delinquency not satisfied within 30 days, give the title of the class and state the amount and nature of the arrears or delinquency.

There were no defaults upon Senior Securities and Dividends

# 10. Management's Discussion and Analysis of Financial Condition and Results of Operation.

Discuss the reporting issuer's financial condition covering aspects such as liquidity, capital resources, changes in financial condition and results of operations during the financial year of the filing. Discussions of liquidity and capital resources may be combined whenever the two topics are interrelated.

This section should be completed as per instructions for completing the MD&A.

2013 remained a very demanding year for the ECFH Group, operating in a very tight market environment and sluggish economic conditions. Much focus was placed on recovery and stabilization from the previous year's losses. BOSL remained challenged; however the other subsidiaries of the Group continued to perform well and contributed to the overall performance to return the Group to profitability in 2013.

Although there were signs of a sustained improvement in economic growth internationally, the benefits have not yet filtered through locally and some of the challenges remained as experienced in the previous year. A number of our domestic banking customers continue to experience some level of difficulty in meeting their commitments and the pressure on Bank of St. Lucia's loan portfolio remains the most significant issue for the Group.

The most significant areas of credit risk continue to be within the larger corporate credit accounts, particularly in the tourism sector. The retail and mortgage loan portfolios have performed better over the period. Bank of St. Vincent and the Grenadines, which is less exposed to the larger credits, and Bank of St. Lucia International, have maintained steady profits compared with the previous year.

Significant organizational changes were implemented in an effort to strengthen management capacity and refocus the operations on optimizing resources and improving risk management; particularly in the area of credit risk. The strategies employed were geared towards strengthening our capital position, managing the risk weighted assets on the balance sheet and lowering our

overall cost base. The Group's banking subsidiaries remain capitalized at levels in excess of their regulatory requirements with a "buffer" to safeguard against future shocks. Of the highest priority for the Group is to ensure that its largest subsidiary, BOSL maintains adequate capital, given its own risk profile.

Liquidity remained strong throughout the year, reflecting market conditions. Good cash management and the investment portfolio diversification strategy ensured that the impact of any shocks in the securities markets would be minimized. Excess liquidity is invested safely.

The Group made a profit before tax and minority interest of \$5.8M in 2013, a significant improvement over the large losses of 2012. Total Assets grew from \$3.4billion in December 2012 to \$3.7billion in December 2013 and Net Equity attributable to shareholders was reported at \$210.6M.

#### Financial Analysis

Bank of St. Lucia made allowance for additional impairment on some of its larger corporate loans, continuing the prudent approach and strict adherence to international accounting standards. The Bank reported a loss of \$8.8M, compared to last year's loss of \$122.8M. Total Assets remained stable, reflecting limited growth prospects in the current market conditions. Much of management's focus was on creating the most efficient structure to ensure the future sustainability of the business. This required continued improvement in operational efficiency and further development and refinement of the branch transformation model embarked upon during the year.

Bank of St Vincent and the Grenadines increased its pre-tax profit by 32% to \$9M, with the third consecutive year of profit growth since the acquisition. Market conditions are similar to St. Lucia but credit risk is lower in the credit portfolio with much less concentration in large corporate loans and customer payment patterns tend to be much more stable. The Bank's Balance Sheet grew by 5% to \$834M and the continued prudent management of the business is expected to ensure a continuation of this pattern.

Bank of St Lucia International also had another successful year. The Balance Sheet grew by approximately 50% to US\$372M and profit was recorded at US\$2.7M. It is anticipated that the asset growth will result in increased profitability in the short to medium term. Management is now focused on putting the infrastructure and strategies in place to ensure that this objective is accomplished.

ECFH Global Investment Solutions, the Group's brokerage subsidiary had an excellent year, with profits growing by 65% to \$1.2M. The company was able to build on its strong reputation for professional and reliable service in the region to report impressive growth in fee and commission income during the year.

#### **Liquidity and Investments**

The Group and all of its banking subsidiaries maintained a very comfortable level of liquidity, driven by a strong growth in deposits. The domestic banks have operated with cash balances well in excess of regulatory requirements.

Investment of surplus funds, in what has continued to be a low interest rate environment internationally remains difficult. The strategy is to ensure capital preservation and maximize

levels of diversification and this objective has been met through the use of a range of asset managers, well qualified to interpret market trends and effectively represent the Group's Investment Policy. The diversification strategy has been adopted for international and regional investments alike.

Investment of surplus funds in international markets, whilst being a prudent business approach, also exposes the Group to some inevitable volatility in these markets. Gains and losses in these investments are reported through the Group's Profits only once realized.

There is no material commitment for capital expenditures as of the end of the latest fiscal period.

## Liquidity:

glt

The Group's liquidity levels remained very strong in the First Quarter of 2014 reflecting continuing customer confidence. There was a small, seasonal reduction in cash held by the offshore bank but this was partially offset by increases in cash reserve balances at both of the Group's domestic banks (Bank of Saint Lucia Limited and Bank of Saint Vincent and the Grenadines Limited). No dramatic changes in the levels of liquidity are anticipated in the near future.

#### Capital Resources:

The Group's Capital Ratios have strengthened since December 2013 reflecting profits earned by all three banking subsidiaries and an improvement in the market values of investments. There are no material commitments for capital expenditure other than commitments related to the normal expenditure of running the business.

# **Results of Operation:**

The ECFH Group recorded above Budget pre-tax income of \$7.7M for the First Quarter of 2014. The primary focus remains obtaining maximum recovery on the previously provisioned non-performing loan portfolio of Bank of Saint Lucia Limited and to this end some progress is being made on the disposal of collateral securing the largest of these loans. Management is also directing attention towards ensuring collection of payments on performing loans to ensure that transfers to the non-performing classification can be minimised in the future and towards ensuring that there is clear guidance on the levels of risk acceptable to the Group in its future lending activities.

The Group operated with a more consolidated structure in 2013. The rationalization of the Group's structure, which led to the amalgamation of the Mortgage Finance Company and the Property Development Company in 2012, remains a key objective. Greater efficiency is possible through simplification of the structure and this, together with close scrutiny through more effective governance and management will materialize into greater benefits for improvement in the Group's financial performance. During the year, the Board recruited a General Manager for BOSL, to ensure effective separation of duties from the Group Managing Director and for better focus on the operations of BOSL. The assignment took effect from October 2013 and it is anticipated that positive benefits will be realized for BOSL and ECFH by 2014.

In 2014, we will make some substantive changes with respect to our insurance business. The majority shareholding interest in EC Global Insurance Company Limited will be divested and a minority interest of 20% shareholding will be retained. The purpose of this move is to streamline the business of the Group to focus on the core banking business. Changes in the structure of the

Group will ensure that the existing challenges are addressed to reposition our operations and remain competitive in respective markets. It is also necessary that the organizational structure optimizes and supports productivity and during 2014, we will embark on a project to streamline our internal processes to improve efficiency and create an environment that will generate excellence in performance.

# 11. Changes in and Disagreements With Auditors on Accounting and Financial Disclosure.

Describe any changes in auditors or disagreements with auditors, if any, on financial disclosure.

There were no changes in auditors or disagreements with auditors on Accounting and Financial Disclosures.

#### 12. Directors and Executive Officers of the Reporting Issuer.

Furnish biographical information on directors and executive officers indicating the nature of their expertise.

## **PROFILE OF DIRECTORS**

<u>Lisle Chase</u>
Profession
Qualification

Chairman
Accountant
FCCA, CA

Substantive Position : CEO- Financial Centre Corporation

Board Member since : June 2008

Appointed by : Ordinary Shareholders

Nationality : Saint Lucian

Hildreth Alexander

Profession : Management

Qualification : MBA – Marketing, Accredited Director and Member - ICSA

Substantive Position : Director - St. Lucia Employers Federation

Board Member since : July 1997

Elected by : Ordinary Shareholders

Nationality : Saint Lucian

**Reginald Darius** 

Profession : Economist Oualification : MBA, PhD.

Substantive Position : Permanent Secretary, Ministry of Finance/ Director of

Finance

Board Member since : September 2012

Appointed by Government of St. Lucia

Nationality : Saint Lucian

Keigan Cox

Profession : Management

Qualification : BA, MBA, Accredited Director and Member - ICSA

Substantive Position: Head of Business Development Digicel OECS

Board Member since : August 2012

Appointed by : National Insurance Corporation

Nationality : Saint Lucian

Lennox Timm

Profession : Accountant Qualification : FCCA, MAAT

Substantive Position: Financial Controller, National Insurance Services, SVG

Board Member since : February 2011
Appointed by : OECS Bank Group

Nationality Vincentian

Jacqueline Quamina

Profession : Attorney At Law Qualification : LLB, MA, MBA

Substantive Position: Group General Counsel/ Corporate Secretary, Republic Bank

Limited

Board Member since: March 2004

Appointed by : Republic Bank of Trinidad & Tobago Limited

Nationality : Trinidadian

Terrence Farrell

Profession : Economist

Qualification : Ph.D, M.Sc, B.Sc - Economics

Substantive Position : Consultant – Business Development, Finance & Economics

Board Member since : February 2011

Appointed by Republic Bank of Trinidad & Tobago Limited

Nationality Trinidadian

Jacqueline Emmanuel-Flood

Profession : Director

Qualification : BSc. MSc. Accredited Director and Member - ICSA

Substantive Position: Managing Director

Board Member since: May 2012

Appointed by : Ordinary Shareholders

Nationality : St. Lucian

Omar Davis

Profession : Consultant

Qualification : ACCA, Accredited Director and Member - ICSA

Substantive Position : Financial & Management Consultant

Board Member since : May 2012

Appointed by : Ordinary Shareholders
Nationality : Vincentian/St Lucian

**Esther Brown-Weekes** 

Profession : Banking and Finance

Qualification : MSc. Finance, Accredited Director and Member - ICSA

Substantive Position: Group Managing Director - Acting

Board Member since : December 2012

Nationality : St Lucian

#### SENIOR MANAGEMENT PROFILE

Esther Browne – MSc. Finance Group Managing Director (Ag)

**Victor Poyotte** – MSc. Public Administration Senior Manager -Human Resource Management

Gordon Cochrane – BA, CA Group Financial Controller

Maria Fowell – MSc. Marketing Senior Manager - Marketing & Corporate Communication

**Lyndon Arnold** - MBA Senior Manager - Information Management and Technology Systems

Estherlita Cumberbatch – ACIS, LLB

Corporate Secretary

Donna Matthew - MBA

Senior Manager - Risk Management & Compliance

**Melissa Simon** – FCCA, CFSA, CFE Senior Manager - Internal Audit

**Baldwin Taylor -** MBA Senior Manager Customer Insight Unit

#### 13. Other Information.

The reporting issuer may, at its option, report under this item any information, not previously reported in a Form ECSRC - MC report (related to disclosure of material information), with respect to which information is not otherwise called for by this form. If disclosure of such information is made under this item, it need not be repeated in a Form ECSRC - MC report which would otherwise be required to be filed with respect to such information or in a subsequent Form ECSRC - K report.

#### 14. List of Exhibits

List all exhibits, financial statements, and all other papers and documentation filed with this report.

Auditor's Report 2013 Financial Statements for 2013 Notes to Financial Statements for 2013

#### Part A

# Relevant Financial Data Items for Commercial and Industrial Companies

- Cash and Cash Items
- Marketable securities
- Notes and Accounts Receivables-Trade
- Allowances for doubtful accounts
- Inventory
- Total Current Assets
- Intangible Assets
- Property Plant and Equipment
- Accumulated Depreciation
- Other Assets (explain)
- Total Assets
- Accounts Payable
- Total Current Liabilities
- Other Liabilities (explain)
- Bonds, mortgages and similar debt
- Preferred stock-mandatory redemption
- common stock
- other stockholder's equity
- Total liabilities and stockholder's equity
- net sales of tangible products
- total revenues
- cost of tangible goods sold
- total costs and expenses applicable to sales and revenues
- other costs and expenses
- provision for doubtful accounts and notes
- Interest and amortisation of debt discount
- Income before taxes and other items
- income tax expense
- income/loss continuing operations
- Discontinued operations
- extraordinary items
- Cumulative effect-changes in accounting principles
- net income or loss
- earnings per share -primary
- earnings per share fully diluted

#### Part B

# Relevant Financial Data Items for Bank Holding Companies and Banks

- Cash and due from banks
- interest bearing deposits
- Borrowings from the ECCB, Inter-bank Market activity and other bank borrowings
- trading account assets
- investment and mortgage backed securities held for sale
- Investments: to provide schedule of type, rates, maturity and place (whether domestic/regional or foreign)
- loans
- allowances for losses
- Fixed Assets
- total assets
- other liabilities
- Total deposits
- short-term borrowings
- long-term debt
- preferred stock-mandatory redemption
- preferred stock-no mandatory redemption
- common stocks
- other stockholder's equity
- total liabilities and stockholder's equity
- contingent accounts
- interest and fees on loans
- interest and dividends on investments
- other interest income
- total interest income
- interest expense on deposits
- total interest expense
- net interest income
- provision for loan losses
- investment securities gains/losses
- other expenses
- income/loss before income tax
- income/loss before extraordinary items
- extraordinary items
- cumulative changes in accounting principles
- net income or loss
- earnings per share-primary
- earnings per share-fully diluted

#### Part C

# Relevant Financial Items for Broker-Dealers Holding Companies

- Cash and cash items
- receivables from brokers and dealers, customers and others
- securities purchased under resale agreements
- financial instruments owned
- fixed assets
- total assets
- short term borrowings including commercial paper
- payable to customers, brokers/dealers (including clearing brokers) and others
- securities sold under agreements to repurchase
- long-term debt
- preferred stock-mandatory redemption
- preferred stock no mandatory redemption
- common stock
- other stockholder's equity
- total liabilities and stockholder's equity
- revenue from trading activities
- interest and dividends
- commissions
- interest expense
- other sources of revenue
- compensation and employee related expense
- income/loss before income tax
- income/loss before extraordinary items
- extraordinary items, less tax
- cumulative change in accounting principles
- net income or loss
- earnings per share- primary
- earnings per share fully diluted

#### Part D

# Relevant Financial Data Items for Public Utility and Utility Holding Companies

- total net utility plant
- other property and investments
- total current assets
- total deferred charges
- balancing amount for total assets
- total assets
- common stock
- capital surplus, paid in,
- retained earnings
- total common stockholders equity
- preferred stock subject to mandatory redemption
- preferred stock not subject to mandatory redemption
- long term debt, net
- short term notes
- notes payable
- commercial paper
- long term debt-- current portion
- preferred stock-- current portion
- obligation under capital leases
- obligation under capital leases--current portion
- balancing amount for capitalisation and liabilities
- total capitalisation and liabilities
- gross operating revenue
- other operating expense
- total operating expense
- operating income (loss)
- other income (loss), net
- income before interest charges
- total interest charges
- net income
- preferred stock dividends
- earnings available for common stock
- common stock dividends
- total annual interest charges on all bonds
- cash flow from operations
- earnings per share –primary
- earnings per share fully diluted

# Schedule 2 FORM ECSRC - Q

(Select One)					
Quarterly Report For the period ended March 31, 2014					
or					
TRANSITION REPORT					
For the transition period fromto					
Issuer Registration Number: <u>ECFH 2806200ISL</u>					
<u>East Caribbean Financial Holding Company Limited</u> (Exact name of reporting issuer as specified in its charter)					
Saint Lucia (Territory or jurisdiction of incorporation )					
No. 1 Bridge Street, Castries, St. Lucia  (Address of principal executive Offices)					
(Reporting issuer's:  Telephone number (including area code): 1-758-456-6000					
Fax number:1-758-456-6702					
Email address:ecfh@candw.lc					
N/A					
(Former name, former address and former financial year, if changed since last report)					
(Provide information stipulated in paragraphs 1 to 8 hereunder)					
Indicate the number of outstanding shares of each of the reporting issuer's classes of common stock, as of the date of completion of this report.					

CLASS	NUMBER	
Ordinary Shares	24,465,589	

#### **SIGNATURES**

A Director, the Chief Executive Officer and Chief Financial Officer of the company shall sign this Quarterly Report on behalf of the company. By so doing each certifies that he has made diligent efforts to verify the material accuracy and completeness of the information herein contained.

The Chief Financial Officer by signing this form is hereby certifying that the financial statements submitted fairly state the company's financial position and results of operations, or receipts and disbursements, as of the dates and period(s) indicated. The Chief Financial Officer further certifies that all financial statements submitted herewith are prepared in accordance with International Accounting Standards consistently applied (except as stated in the notes thereto) and (with respect to year-end figures) including all adjustments necessary for fair presentation under the circumstances.

Name of Chief Executive Officer:	Name of Director:
Esther Brown-Weekes	Lisle Chase
Signature	Signature Ciance
Date	Date
Name of Chief Financial Officer:	5
Gordon Cochrane	
Signature	

# INFORMATION TO BE INCLUDED IN THE REPORT

#### 1. Financial Statements

Provide quarterly Financial Statements in accordance with International Accounting Standards. The format of the financial statements should be similar to those provided with the registration statement. Include the following:

- (a) (Condensed Balance Sheet as of the end of the most recent financial year and just concluded quarter.
- (b) Condensed Statement of Income for the interim three, six and nine months of the current financial year and corresponding period in the previous financial year.
- (c) Condensed Statement of Cash Flows for the interim three, six and nine months of the current financial year and the corresponding period in the previous financial year.
- (d) Examples of financial data items to be included in constructing financial statements for various types of businesses are provided in Parts A-D. These items are meant to serve as guidelines only.
- (e) By way of *Notes to Condensed Financial Statements*, provide explanation of items in the financial statements and indicate any deviations from generally accepted accounting practices.

# 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Discuss the reporting issuer's financial condition covering aspects such as liquidity, capital resources, changes in financial condition and results of operations during the reporting period. Discussions of liquidity and capital resources may be combined whenever the two topics are interrelated. Discussion of material changes should be from the end of the preceding financial year to the date of the most recent interim quarterly report.

This section should be completed as per instructions for completing the MD&A.

#### Liquidity:

The Group's liquidity levels remained very strong in the First Quarter of 2014 reflecting continuing customer confidence. There was a small, seasonal reduction in cash held by the offshore bank but this was partially offset by increases in cash reserve balances at both of the Group's domestic banks (Bank of Saint Lucia Limited and Bank of Saint Vincent and the

Grenadines Limited). No dramatic changes in the levels of liquidity are anticipated in the near future.

## **Capital Resources:**

The Group's Capital Ratios have strengthened since December 2013 reflecting profits earned by all three banking subsidiaries and an improvement in the market values of investments. There are no material commitments for capital expenditure other than commitments related to the normal expenditure of running the business.

## **Results of Operation:**

The ECFH Group recorded above Budget pre-tax income of \$7.7M for the First Quarter of 2014. The primary focus remains obtaining maximum recovery on the previously provisioned non-performing loan portfolio of Bank of Saint Lucia Limited and to this end some progress is being made on the disposal of collateral securing the largest of these loans. Management is also directing attention towards ensuring collection of payments on performing loans to ensure that transfers to the non-performing classification can be minimised in the future and towards ensuring that there is clear guidance on the levels of risk acceptable to the Group in its future lending activities.

#### 3. Disclosure of Risk Factors.

Provide a discussion of the risk factors that may have an impact on the results from operations or on the financial conditions. Avoid generalised statements and only include factors that are unique to the company. Typical risk factors include untested products, cash flow and liquidity problems, dependence on a key supplier or customer, management inexperience, nature of business, absence of a trading market (specific to the securities of the reporting issuer), etc. Indicate if any risk factors have increased or decreased in the time interval between the previous and current filing.

The ECFH Group continued to face challenges during the first quarter of 2014 on both the international and domestic landscapes. However, the Group seems to be weathering the turbulent times and recorded improved earnings as compared to the same period of the previous year

The significant risks to which the Group is exposed include credit risk, liquidity risk, market risk, operational risk, foreign exchange risk, and reputation risk. The Group ensures that risk mitigation in any one area does not inadvertently increase exposure in other areas.

#### Credit Risk

Credit risk is determined to be the largest single risk faced by the ECFH Group. At March 31, 2014, credit activity (loans and investments) amounted to approximately 69% of total assets as compared 65% at the end of the end of the previous quarter i.e. December 31, 2013

During the period under review, the Group continued to monitor the quality of loans being approved, conducting credit risk reviews on all lending over a stipulated dollar value and analysis on loans approved to ensure general compliance with approved credit risk management guidelines. Reviews of the quality and performance of the credit portfolio are undertaken on a regular basis to identify trends and concentrations and take corrective action as necessary. The Recoveries Committee continuously monitors and reviews delinquency levels.

The ratio of non-productive loans to total loans increased significantly at March 31, 2014 when compared to the position as at December 31, 2013. Significant efforts have been made to reduce the non-productive portfolio including work-outs, write-off, sale of selective non-performing loans and receiverships. While the ECFH Group continues to work with its client through these difficult times, the deceleration in economic activity will make it difficult to contain the growth in the non-productive portfolio in the next 12 months.

#### Market Risk

The Group is stepping up its efforts to manage market risks. To improve its management of market risk, the ECFH Risk Management and Compliance Services is using a financial risk simulation model to assess market and liquidity risk and to provide stress testing scenarios. Currently, the model focuses only on Bank of Saint Lucia Limited but it is the intention to expand the financial risk simulation model to include other subsidiaries of the ECFH Group.

Additionally, the portfolio of investments is continually monitored for changes in value of instruments and circumstances of institutions with which the Group conducts business. Investments are subject to market valuations where appropriate and instruments are marked to market in keeping with IFRS.

#### Foreign Exchange Risk

Growth in the offshore banking area has resulted in an increase in the number of foreign currencies being managed which means increased exposure to foreign exchange risk. Foreign exchange exposure is monitored on a regular basis by the respective business units as well as the Asset Liability Committee. There were no instances of unmanaged significant exposure during the period under review.

#### **Operational Risk**

The Risk Management and Compliance Services have begun the process of developing and documenting a risk register for the ECFH Group. This exercise will make enterprise risk management more structured and effective throughout the ECFH group.

The Group complies with all Anti Money Laundering acts and other related laws in all jurisdictions that the Group has a business presence. Plans are well advanced to stage an AML month to increase the level of awareness of the laws and challenges faced regarding AML.

## **Liquidity Risk**

The Group's liquidity risk is monitored on a regular basis by the Internal Liquidity Committee and the Group Asset/Liability Committee. The Internal Liquidity Committee meets on a more frequent basis than the ALCO to monitor and better manage the Group's liquidity.

Careful liquidity management ensures that the regulatory reserve requirement is always met by the domestic bank and that Capital Adequacy Ratios remain above minimum levels. The Liquidity policy and associated liquidity contingency plans are in place.

## **Reputation Risk**

Reputation risk is the risk that negative publicity regarding the Group's business practices will lead to a loss of revenue or litigation. The Group's reputation; particularly the trust afforded it by customers and counterparties can be irrevocably tarnished due to perceived or real breaches in its ability to conduct business securely and responsibly. In addition, the ECFH Group is responsible for risks associated with the activities of third-party service providers with which they contract.

All risks impact on reputation; therefore, maintaining reputation involves appropriately identifying, analyzing and managing risks that can adversely impact the Group's business. The Group continued to meet its corporate social responsibility encompassing involvement in local communities, employment practices, impact on the environment and sustainable economic and social development, while maintaining strong relationships with business partners. The Group has developed and adheres to a robust Anti-Money Laundering/Anti -Terrorist Financing policy as well as Corporate Governance policy for the Group. In developing these policies, best international practices were used. The Group has a very solid reputation and reputable image in the market place.

# 4. Legal Proceedings.

A legal proceeding need only be reported in the ECSRC - Q filed for the quarter in which it first became a reportable event and in subsequent quarterly reports in which there have been material developments. Subsequent Form ECSRC - Q filings in the same financial year in which a legal proceeding or a material development is reported should reference any previous reports in that year. Where proceedings have been terminated during the period covered by the report, provide similar information, including the date of termination and a description of the disposition thereof with respect to the reporting issuer and its subsidiaries.

There were no legal proceedings during the quarter.

# 5. Changes in Securities and Use of Proceeds.

(a) Where the rights of the holders of any class of registered securities have been materially modified, give the title of the class of securities involved. State briefly the general effect of such modification upon the rights of holders of such securities.

- (b) Where the use of proceeds of a security issue is different from that which is stated in the registration statement, provide the following:
  - Offer opening date (provide explanation if different from date disclosed in the registration statement)
  - Offer closing date (provide explanation if different from date disclosed in the registration statement)
  - Name and address of underwriter(s)
  - Amount of expenses incurred in connection with the offer
  - Net proceeds of the issue and a schedule of its use
  - Payments to associated persons and the purpose for such payments
- (b) Report any working capital restrictions and other limitations upon the payment of dividends.

There were no working capital restrictions and other limitations upon the payment of dividends during the quarter.

# 6. Defaults Upon Senior Securities.

- (a) If there has been any material default in the payment of principal, interest, a sinking or purchase fund instalment, or any other material default not satisfied within 30 days, with respect to any indebtedness of the reporting issuer or any of its significant subsidiaries exceeding 5 percent of the total assets of the reporting issuer and its consolidated subsidiaries, identify the indebtedness. Indicate the nature of the default. In the case of default in the payment of principal, interest, or a sinking or purchase fund instalment, state the amount of the default and the total arrears on the date of filing this report.
- (b) If any material arrears in the payment of dividends has occurred or if there has been any other material delinquency not satisfied within 30 days, give the title of the class and state the amount and nature of the arrears or delinquency.

There were no defaults upon Senior Securities.

# 7. Submission of Matters to a Vote of Security Holders.

If any matter was submitted during the period covered by this report to a vote of security holders, through the solicitation of proxies or otherwise, furnish the following information:

(a) The date of the meeting and whether it was an annual or special meeting.

- (b) If the meeting involved the election of directors, the name of each director elected at the meeting and the name of each other director whose term of office as a director continued after the meeting.
- (c) A brief description of each other matter voted upon at the meeting and state the number of votes cast for or against as well as the number of abstentions as to each such matter, including a separate tabulation with respect to each nominee for office.
- (d) A description of the terms of any settlement between the registrant and any other participant.
- (e) Relevant details of any matter where decision was taken otherwise than at a meeting of such security holders.

There were no matters to a Vote of Security Holders through the solicitation of proxies submitted during the quarter.

#### 8. Other Information.

The reporting issuer may, at its option, report under this item any information, not previously reported in a Form ECSRC - MC report (related to disclosure of material information), with respect to which information is not otherwise called for by this form. If disclosure of such information is made under this item, it need not be repeated in a Form ECSRC - MC report which would otherwise be required to be filed with respect to such information or in a subsequent Form ECSRC - Q report.

#### Part A

# Relevant Financial Data Items for Commercial and Industrial Companies

- Cash and Cash Items
- Marketable securities
- Notes and Accounts Receivables-Trade
- Allowances for doubtful accounts
- Inventory
- Total Current Assets
- Intangible Assets
- Property Plant and Equipment
- Accumulated Depreciation
- Other Assets (explain)
- Total Assets
- Accounts Payable
- Total Current Liabilities
- Other Liabilities (explain)
- Bonds, mortgages and similar debt
- Preferred stock-mandatory redemption
- common stock
- other stockholder's equity
- Total liabilities and stockholder's equity
- net sales of tangible products
- total revenues
- cost of tangible goods sold
- total costs and expenses applicable to sales and revenues
- other costs and expenses
- provision for doubtful accounts and notes
- Interest and amortisation of debt discount
- Income before taxes and other items
- income tax expense
- income/loss continuing operations
- Discontinued operations
- extraordinary items
- Cumulative effect-changes in accounting principles
- net income or loss
- earnings per share -primary
- earnings per share fully diluted

#### Part B

# Relevant Financial Data Items for Bank Holding Companies and Banks

- Cash and due from banks
- interest bearing deposits
- Borrowings from the ECCB, Inter-bank Market activity and other bank borrowings
- trading account assets
- investment and mortgage backed securities held for sale
- Investments: to provide schedule of type, rates, maturity and place (whether domestic/regional or foreign)
- loans
- allowances for losses
- Fixed Assets
- total assets
- other liabilities
- Total deposits
- short-term borrowings
- long-term debt
- preferred stock-mandatory redemption
- preferred stock-no mandatory redemption
- common stocks
- other stockholder's equity
- total liabilities and stockholder's equity
- contingent accounts
- interest and fees on loans
- interest and dividends on investments
- other interest income
- total interest income
- interest expense on deposits
- total interest expense
- net interest income
- provision for loan losses
- investment securities gains/losses
- other expenses
- income/loss before income tax
- income/loss before extraordinary items
- extraordinary items
- cumulative changes in accounting principles
- net income or loss
- earnings per share-primary
- earnings per share- fully diluted

#### Part A

# Relevant Financial Data Items for Commercial and Industrial Companies

- Cash and Cash Items
- Marketable securities
- Notes and Accounts Receivables-Trade
- Allowances for doubtful accounts
- Inventory
- Total Current Assets
- Intangible Assets
- Property Plant and Equipment
- Accumulated Depreciation
- Other Assets (explain)
- Total Assets
- Accounts Payable
- Total Current Liabilities
- Other Liabilities (explain)
- Bonds, mortgages and similar debt
- Preferred stock-mandatory redemption
- common stock
- other stockholder's equity
- Total liabilities and stockholder's equity
- net sales of tangible products
- total revenues
- cost of tangible goods sold
- total costs and expenses applicable to sales and revenues
- other costs and expenses
- provision for doubtful accounts and notes
- Interest and amortisation of debt discount
- Income before taxes and other items
- income tax expense
- income/loss continuing operations
- Discontinued operations
- extraordinary items
- Cumulative effect-changes in accounting principles
- net income or loss
- earnings per share -primary
- earnings per share fully diluted

#### Part B

# Relevant Financial Data Items for Bank Holding Companies and Banks

- Cash and due from banks
- interest bearing deposits
- Borrowings from the ECCB, Inter-bank Market activity and other bank borrowings
- trading account assets
- investment and mortgage backed securities held for sale
- Investments: to provide schedule of type, rates, maturity and place (whether domestic/regional or foreign)
- loans
- allowances for losses
- Fixed Assets
- total assets
- other liabilities
- Total deposits
- short-term borrowings
- long-term debt
- preferred stock-mandatory redemption
- preferred stock-no mandatory redemption
- common stocks
- other stockholder's equity
- total liabilities and stockholder's equity
- contingent accounts
- interest and fees on loans
- interest and dividends on investments
- other interest income
- total interest income
- interest expense on deposits
- total interest expense
- net interest income
- provision for loan losses
- investment securities gains/losses
- other expenses
- income/loss before income tax
- income/loss before extraordinary items
- extraordinary items
- cumulative changes in accounting principles
- net income or loss
- earnings per share-primary
- earnings per share- fully diluted

#### Part C

# Relevant Financial Items for Broker-Dealers Holding Companies

- Cash and cash items
- receivables from brokers and dealers, customers and others
- securities purchased under resale agreements
- financial instruments owned
- fixed assets
- total assets
- short term borrowings including commercial paper
- payable to customers, brokers/dealers (including clearing brokers) and others
- securities sold under agreements to repurchase
- long-term debt
- preferred stock-mandatory redemption
- preferred stock no mandatory redemption
- common stock
- other stockholder's equity
- total liabilities and stockholder's equity
- revenue from trading activities
- interest and dividends
- commissions
- interest expense
- other sources of revenue
- compensation and employee related expense
- income/loss before income tax
- income/loss before extraordinary items
- extraordinary items, less tax
- cumulative change in accounting principles
- net income or loss
- earnings per share- primary
- earnings per share fully diluted

#### Part D

# Relevant Financial Data Items for Public Utility and Utility Holding Companies

- total net utility plant
- other property and investments
- total current assets
- total deferred charges
- balancing amount for total assets
- total assets
- common stock
- capital surplus, paid in,
- retained earnings
- total common stockholders equity
- preferred stock subject to mandatory redemption
- preferred stock not subject to mandatory redemption
- long term debt, net
- short term notes
- notes payable
- commercial paper
- long term debt-- current portion
- preferred stock-- current portion
- obligation under capital leases
- obligation under capital leases--current portion
- balancing amount for capitalisation and liabilities
- total capitalisation and liabilities
- gross operating revenue
- other operating expense
- total operating expense
- operating income (loss)
- other income (loss), net
- income before interest charges
- total interest charges
- net income
- preferred stock dividends
- earnings available for common stock
- common stock dividends
- total annual interest charges on all bonds
- cash flow from operations
- earnings per share –primary
- earnings per share -fully diluted

Made by the Eastern Caribbean Securities Regulatory Commission this 15<sup>th</sup> day of May 2008.

Errol N Allen
CHAIRMAN
EASTERN CARIBBEAN SECURITIES REGULATORY COMMISSION