



# UNAUDITED FINANCIAL RESULTS

## FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

### DIRECTORS' STATEMENT

#### PERFORMANCE HIGHLIGHTS

|                         |                              |
|-------------------------|------------------------------|
| Net Operating Revenue   | J\$9.32 billion, grew by 15% |
| Net Interest Income     | J\$4.35 billion, up 16%      |
| Net Profit              | J\$2.07 billion, up 24%      |
| Earnings per Stock Unit | J\$1.25, up from J\$1.03     |

The Directors are pleased to announce that the JMMB Group posted net profit of J\$2.07 billion and earnings per share of J\$1.25 for the six months ended 30 September 2018.

#### GROUP CEO'S COMMENTARY

Six months into the financial year the JMMB Group is pleased to report credible results across all business lines in the three Countries in which we operate.

During the period, in keeping with our strategy execution roadmap for the year, we have made steady progress in driving for improved operational efficiency and embedding our client experience and our financial partnership culture, the latter being a key strategic differentiator.

On September 12 2018, JMMB Express Finance, our consumer finance business line was successfully launched in Trinidad and Tobago. Through this business line we offer unsecured loans of up to TT\$ 40,000 to finance client short term needs. Though first launched in Trinidad we will in the future expand this offering across the region, to create transparent and empowering solutions for potential clients who we believe may be underserved by traditional financial services. This approach of financial partnership to a new client segment will see us extending our reach to a previously untapped segment for us and support the build out of the Group's financial inclusion strategy.

In the last quarter specifically, the Group has made significant inroads in our standardization efforts across all territories, especially in our banking business line. Our aim is to synchronize technology platforms and processes across all business lines, which will both improve the experience of our clients as well as ensure that all our processes are executed in the most efficient and simplified, client friendly manner. Even in the absence of standardization being completed this approach has filtered down to all our teams, has resulted in efficiencies in key processes for client on-boarding resulting in improved client wait times and in branch experiences to date in Jamaica. With standardization these key accomplishments in one market will quickly redound to the benefit of all markets.

The Board is pleased with the second quarter results; net profits have exceeded expectations and this performance demonstrates not only a commitment to building core revenues but also an agile approach to maximizing any market opportunities presented in the short term. With the strategic plans currently in progress we remain confident that the Group will deliver sustained results for the benefit of all stakeholders not only for this financial year but into the future as key pillars for growth continue to be established.

### GROUP FINANCIAL PERFORMANCE

#### Net Operating Revenue

The JMMB Group posted net operating revenue of J\$9.32 billion for the six months ended September 30, 2018. This represented a 15% growth when compared to the comparable period last year, and mainly emanated from increases in net interest income, FX trading gains and fees and commission income.

Net interest income grew by 16% or J\$589.3 million to J\$4.35 billion as there was strong growth in the loan and investment portfolios.

Fees and commission income was 50% higher at J\$1.19 billion due to significant growth in managed funds and collective investment schemes across the Group.

Foreign exchange trading gains increased by 133% or J\$724.3 million to J\$1.27 billion because of increased trading activity and other market opportunities.

Net gains on securities trading declined by 17% to J\$2.50 billion as trading activities reflected negative investor sentiments for emerging market.

#### Segment Contribution

The table below shows the contribution to net operating revenue by segments.

| Net Operating Revenue        | J\$'000          | Contribution (%) |
|------------------------------|------------------|------------------|
| Financial & Related Services | 5,455,832        | 59%              |
| Banking & Related Services   | 3,672,208        | 39%              |
| Other                        | 195,794          | 2%               |
| <b>Total</b>                 | <b>9,323,835</b> | <b>100%</b>      |

Financial and Related Services contributed J\$5.46 billion or 59% of net operating revenue. The contribution from the Banking & Related Services segment of J\$3.67 billion reflected a 46% increase, up from J\$2.52 billion in the prior period. This was due in part to strong growth in the loan book which translated into increased net interest income as well as growth in FX trading gains.

#### Operating Efficiency

Operating expenses for the reporting period amounted to J\$6.38 billion which was 12% higher than the prior period. Despite the increase in operating expenses, the Group's efficiency ratio improved to 68% compared to 70% in the prior period. The Group will continue to focus on extracting operational efficiency from all entities through the launch of its standardization and process improvements project.

### GROUP FINANCIAL POSITION

#### Total Assets

At the end of the reporting period, the JMMB Group's asset base totalled J\$324.17 billion, up J\$32.46 billion or 11% relative to the start of the financial year. This was mainly on account of a larger loan and investment portfolio. The investment portfolio increased by J\$25.28 billion or 13% to J\$221.30 billion, while loans and advances grew by J\$4.90 billion or 9% to J\$60.52 billion. The credit quality of the loan portfolio continued to be comparable to international standards.

Growth in the asset base over the six-month period was funded by increases in repos, customer deposits and notes payable. Repos grew by J\$16.31 billion or 10% to J\$174.48 billion; customer deposits increased by J\$10.17 billion or 19% to J\$62.33 billion; while notes payable was 26% higher at J\$34.73 billion.

#### Capital

Over the six-month period, shareholders' equity declined by 5% to J\$27.59 billion. This was impacted by the adoption of IFRS 9 as disclosed in Note 2(a). The Group continued to be adequately capitalized and all the individually regulated companies within the Group continued to exceed their regulatory capital requirements. The performance of the major subsidiaries is shown in the table below.

| Company                              | Regulatory Measure                               | Minimum Requirement | 30-Sep-18        |
|--------------------------------------|--------------------------------------------------|---------------------|------------------|
| Jamaica Money Market Brokers Limited | Regulatory capital to risk weighted assets ratio | 10%                 | 21.87%           |
| JMMB Bank (Ja) Limited               | Regulatory capital to risk weighted assets ratio | 10%                 | 14.86%           |
| JMMB Bank (T&T) Limited              | Regulatory capital to risk weighted assets ratio | 10%                 | 17.24%           |
| JMMB Securities Limited              | Net free capital                                 | J\$91.1 million     | J\$569.2 million |
| JMMB Puesto de Bolsa, S.A.           | Regulatory capital to risk weighted assets ratio | 15.50%              | 104%             |

#### Off-Balance Sheet Funds under Management

In alignment with the Group's strategy to provide complete, customized financial solutions for each client, we experienced growth in our off-balance sheet products which include pension funds, unit trusts and money market funds. The total invested in off-balance sheet products as at the end of September 2018 stood at J\$132.24 billion compared to J\$117.27 billion as at end of September 2017.

### The JMMB Group in the Community

In keeping with its mandate to be a responsible corporate citizen, the JMMB Group, has established genuine links between the organization and the wider society, in a bid to assist others to realize their greatness, thereby transforming their countries. As such, the JMMB Group continues to support a range of initiatives focused on: education, entrepreneurship and transformational leadership, in namely: the Dominican Republic, Jamaica and Trinidad & Tobago.

The JMMB Joan Duncan Foundation spearheaded several corporate social responsibility initiatives in Jamaica, over the last quarter. This year, the JMMB Joan Duncan Foundation provided over J\$7 million dollars in scholarships and bursaries to 93 students attending primary, secondary, tertiary and special needs institutions. Additionally, the Foundation provides ongoing support to Vincent HoSang UWI Venture Competition, in a bid to build the entrepreneurial spirit among young people, and encourage them to pursue this path as a viable career. The Foundation's national project, Conversations for Greatness, which is designed to transform the mindset of education stakeholders has maintained traction, and is now rolled out in over eighty (80) schools islandwide, reaching over 40,000 children and almost 3000 teachers, support team and administrators. As evidence of the success of the project thus far, there has been a reduction in absenteeism, improvement in academic performance, disruptive behaviours and greater synergies among the teachers and administrators, at schools that have completed the programme. Additionally, the Group also provided financial support alongside team members, to an array of community initiatives.

In the Dominican Republic, the team remains committed to partnering with UNPHU Emprende, the Entrepreneur division of the Universidad Nacional Pedro Henriquez Ureña. During the innovation and entrepreneurial contest hosted by UNPHU each year, JMMB gave a special award to the most socially responsible project, a prize of RD\$30,000 and continues to provide advisory services including: reviewing business plan and development of marketing strategy. The winner for this year's contest, is a project called Agroverde Dominicana, which seeks to offer quality produce at an affordable price by connecting small farmers to potential business buyers, through Agroverde's eCommerce, thereby providing a reliable network for farmers and potential buyers. This initiative is expected to bring innovation into the sector, eliminate middle men and reduce produce waste. Additionally, the JMMB Puesto de Bolsa, continues to provide funding to selected children's homes to support the welfare of orphaned children and other community outreach initiatives.

JMMB Group's corporate social responsibility efforts have been reaffirmed in Trinidad & Tobago with focus being placed on youth development, education and community outreach. As evidence of this, JMMB provided financial support for educational supplies to assist the children at the Couva Children's Home and partnered with Freely Give Foundation to lend financial support to vulnerable children and improve their welfare, through the supply of educational supplies.

### General

The Directors thank and acknowledge all our loyal, supportive and valuable stakeholders who continue to contribute to our ongoing success.

A handwritten signature in blue ink, appearing to read "Archibald Campbell".

**Archibald Campbell**  
Chairman

A handwritten signature in blue ink, appearing to read "Keith P. Duncan".

**Keith P. Duncan**  
Group Chief Executive Officer

# JMMB GROUP LIMITED

## Consolidated Profit and Loss Account

**Period ended 30 September 2018**

(Expressed in Jamaican dollars unless otherwise indicated)

|                                                  | Unaudited<br>Three Months<br>Ended<br>30-Sep-18<br>\$000 | Unaudited<br>Three Months<br>Ended<br>30-Sep-17<br>\$000 | Unaudited<br>Six Months<br>Ended<br>30-Sep-18<br>\$000 | Unaudited<br>Six Months<br>Ended<br>30-Sep-17<br>\$000 |
|--------------------------------------------------|----------------------------------------------------------|----------------------------------------------------------|--------------------------------------------------------|--------------------------------------------------------|
| <b>Net Interest Income and Other Revenue</b>     |                                                          |                                                          |                                                        |                                                        |
| Interest income                                  | 4,435,058                                                | 3,876,435                                                | 8,671,809                                              | 7,832,631                                              |
| Interest expense                                 | (2,155,604)                                              | (2,030,357)                                              | (4,322,609)                                            | (4,072,727)                                            |
| <b>Net Interest Income</b>                       | <b>2,279,454</b>                                         | <b>1,846,078</b>                                         | <b>4,349,200</b>                                       | <b>3,759,904</b>                                       |
| Fees and commissions income                      | 711,419                                                  | 433,269                                                  | 1,193,057                                              | 797,096                                                |
| Gain on securities trading, net                  | 906,865                                                  | 1,474,293                                                | 2,503,645                                              | 3,013,471                                              |
| Foreign exchange margins from cambio trading     | 754,383                                                  | 307,164                                                  | 1,269,028                                              | 544,703                                                |
| Dividends                                        | 4,327                                                    | 1,455                                                    | 8,905                                                  | 12,810                                                 |
| <b>Operating Revenue Net of Interest Expense</b> | <b>4,656,448</b>                                         | <b>4,062,259</b>                                         | <b>9,323,835</b>                                       | <b>8,127,984</b>                                       |
| Operating expenses                               | (3,032,328)                                              | (2,666,113)                                              | (6,376,624)                                            | (5,669,472)                                            |
| Impairment loss on financial assets              | (59,113)                                                 | (60,692)                                                 | (172,053)                                              | (165,008)                                              |
| <b>Operating Profit</b>                          | <b>1,565,007</b>                                         | <b>1,335,454</b>                                         | <b>2,775,158</b>                                       | <b>2,293,504</b>                                       |
| Other income                                     | 23,287                                                   | 20,208                                                   | 28,626                                                 | 56,627                                                 |
| <b>Profit before Taxation</b>                    | <b>1,588,294</b>                                         | <b>1,355,662</b>                                         | <b>2,803,784</b>                                       | <b>2,350,131</b>                                       |
| Taxation                                         | (472,507)                                                | (299,866)                                                | (731,387)                                              | (680,941)                                              |
| <b>Profit for the Period</b>                     | <b>1,115,787</b>                                         | <b>1,055,796</b>                                         | <b>2,072,397</b>                                       | <b>1,669,190</b>                                       |
| <b>Attributable to:</b>                          |                                                          |                                                          |                                                        |                                                        |
| Equity holders of the parent                     | 1,097,842                                                | 1,056,420                                                | 2,033,746                                              | 1,672,957                                              |
| Non-controlling interest                         | 17,945                                                   | (624)                                                    | 38,651                                                 | (3,767)                                                |
|                                                  | <b>1,115,787</b>                                         | <b>1,055,796</b>                                         | <b>2,072,397</b>                                       | <b>1,669,190</b>                                       |
| <b>Earnings per stock unit</b>                   | <b>\$0.67</b>                                            | <b>\$0.65</b>                                            | <b>\$1.25</b>                                          | <b>\$1.03</b>                                          |

# JMMB GROUP LIMITED

## Consolidated Statement of Comprehensive Income

**Period ended 30 September 2018**

(Expressed in Jamaican dollars unless otherwise indicated)

|                                                                                 | Unaudited<br>Three Months<br>Ended<br>30-Sep-18<br>\$000 | Unaudited<br>Three Months<br>Ended<br>30-Sep-17<br>\$000 | Unaudited<br>Six Months<br>Ended<br>30-Sep-18<br>\$000 | Unaudited<br>Six Months<br>Ended<br>30-Sep-17<br>\$000 |
|---------------------------------------------------------------------------------|----------------------------------------------------------|----------------------------------------------------------|--------------------------------------------------------|--------------------------------------------------------|
| <b>Profit for the Period</b>                                                    | <b>1,115,787</b>                                         | <b>1,055,796</b>                                         | <b>2,072,397</b>                                       | <b>1,669,190</b>                                       |
| <b>Other comprehensive income/ (loss)</b>                                       |                                                          |                                                          |                                                        |                                                        |
| <i>Items that may be reclassified to profit or loss:</i>                        |                                                          |                                                          |                                                        |                                                        |
| Unrealised gains on available for sale investments                              | -                                                        | 1,373,664                                                | -                                                      | 1,276,772                                              |
| Net loss on investment in debt instruments measured at FVOCI                    | 65,929                                                   |                                                          | (1,976,667)                                            |                                                        |
| Foreign exchange translation differences on translation of foreign subsidiaries | 85,589                                                   | 6,105                                                    | 454,913                                                | 2,315                                                  |
| <i>Items that will not be reclassified to profit or loss:</i>                   |                                                          |                                                          |                                                        |                                                        |
| Net loss on investment in equity instruments designated at FVOCI                | 26,072                                                   | -                                                        | 21,314                                                 | -                                                      |
| Total other comprehensive income/(loss), net of tax                             | 177,590                                                  | 1,379,769                                                | (1,500,440)                                            | 1,279,087                                              |
| <b>Total comprehensive income for period</b>                                    | <b>1,293,377</b>                                         | <b>2,435,565</b>                                         | <b>571,957</b>                                         | <b>2,948,277</b>                                       |
| <b>Total comprehensive income attributable to:</b>                              |                                                          |                                                          |                                                        |                                                        |
| Owners of the parent                                                            | 1,431,165                                                | 2,389,844                                                | 737,153                                                | 2,795,916                                              |
| Non-controlling interest                                                        | (137,788)                                                | 45,721                                                   | (165,196)                                              | 152,361                                                |
|                                                                                 | <b>1,293,377</b>                                         | <b>2,435,565</b>                                         | <b>571,957</b>                                         | <b>2,948,277</b>                                       |

# JMMB GROUP LIMITED

## Consolidated Statement of Financial Position

### Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

|                                                                                        | Unaudited<br>as at<br>30-Sep-18<br>\$'000 | Unaudited<br>as at<br>30-Sep-17<br>\$'000 | Audited<br>as at<br>31-Mar-18<br>\$'000 |
|----------------------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------|-----------------------------------------|
| <b>ASSETS</b>                                                                          |                                           |                                           |                                         |
| Cash and cash equivalents                                                              | 27,886,630                                | 31,584,881                                | 27,837,273                              |
| Interest receivable                                                                    | 3,764,867                                 | 2,799,718                                 | 3,429,115                               |
| Income tax recoverable                                                                 | 760,334                                   | 1,160,481                                 | 999,611                                 |
| Loans and notes receivable                                                             | 60,521,284                                | 50,639,906                                | 55,625,743                              |
| Other receivables                                                                      | 4,199,389                                 | 1,600,943                                 | 2,055,252                               |
| Investments and resale agreements                                                      | 221,302,868                               | 182,125,196                               | 196,025,869                             |
| Investment properties                                                                  | 489,616                                   | 447,892                                   | 489,616                                 |
| Property, plant and equipment and intangible assets                                    | 4,893,481                                 | 4,905,851                                 | 4,820,390                               |
| Deferred income tax asset                                                              | 303,679                                   | 38,463                                    | 115,130                                 |
| Customers' liability under acceptances, guarantees and letters of credit as per contra | 49,575                                    | 278,783                                   | 317,731                                 |
|                                                                                        | <b>324,171,723</b>                        | <b>275,582,114</b>                        | <b>291,715,730</b>                      |
| <b>STOCKHOLDERS' EQUITY</b>                                                            |                                           |                                           |                                         |
| Share capital                                                                          | 1,864,554                                 | 1,864,554                                 | 1,864,554                               |
| Retained earnings reserve                                                              | 9,605,055                                 | 9,605,055                                 | 9,605,055                               |
| Investment revaluation reserve                                                         | (894,323)                                 | 3,328,152                                 | 1,752,810                               |
| Cumulative translation reserve                                                         | 303,138                                   | 309,168                                   | (87,147)                                |
| Retained earnings                                                                      | 15,799,659                                | 13,220,030                                | 14,776,222                              |
|                                                                                        | 26,678,083                                | 28,326,959                                | 27,911,494                              |
| Non-controlling interest                                                               | 913,189                                   | 1,040,990                                 | 1,092,253                               |
| Total equity                                                                           | <b>27,591,272</b>                         | <b>29,367,949</b>                         | <b>29,003,747</b>                       |
| <b>Liabilities</b>                                                                     |                                           |                                           |                                         |
| Customer deposits                                                                      | 62,332,940                                | 51,199,517                                | 52,165,066                              |
| Due to other financial institutions                                                    | 226,882                                   | 371,211                                   | 347,948                                 |
| Securities sold under agreements to repurchase                                         | 174,478,608                               | 173,702,803                               | 158,167,289                             |
| Notes payable                                                                          | 34,726,735                                | 5,426,576                                 | 27,561,706                              |
| Redeemable preference shares                                                           | 17,125,526                                | 8,880,063                                 | 17,843,757                              |
| Interest payable                                                                       | 1,780,329                                 | 1,285,911                                 | 1,385,823                               |
| Income tax payable                                                                     | 1,683,015                                 | 427,990                                   | 1,292,843                               |
| Other payables                                                                         | 3,573,700                                 | 2,693,578                                 | 3,178,736                               |
| Deferred income tax liabilities                                                        | 603,141                                   | 1,947,733                                 | 451,084                                 |
| Liability under acceptances, guarantees and letters of credit as per contra            | 49,575                                    | 278,783                                   | 317,731                                 |
|                                                                                        | <b>296,580,451</b>                        | <b>246,214,165</b>                        | <b>262,711,983</b>                      |
|                                                                                        | <b>324,171,723</b>                        | <b>275,582,114</b>                        | <b>291,715,730</b>                      |

Archibald Campbell  
Chairman

Keith P. Duncan  
Group Chief Executive Officer

# JMMB GROUP LIMITED

## Consolidated Statement of Changes in Stockholders' Equity

Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

|                                                     | Share<br>Capital     | Retained<br>Earnings<br>Reserve | Investment<br>Revaluation<br>Reserve | Cumulative<br>Translation<br>Reserve | Retained<br>Earnings  | Attributable<br>to holders of<br>the Parent | Non-<br>Controlling<br>Interest | Total                 |
|-----------------------------------------------------|----------------------|---------------------------------|--------------------------------------|--------------------------------------|-----------------------|---------------------------------------------|---------------------------------|-----------------------|
|                                                     | \$'000               | \$'000                          | \$'000                               | \$'000                               | \$'000                | \$'000                                      | \$'000                          | \$'000                |
| <b>Balances at March 31, 2017 (Audited)</b>         | <b>1,864,554</b>     | <b>9,605,055</b>                | <b>2,202,115</b>                     | <b>312,246</b>                       | <b>11,922,100</b>     | <b>25,906,070</b>                           | <b>888,629</b>                  | <b>26,794,699</b>     |
| Profit for the period                               | -                    | -                               | -                                    | -                                    | 1,672,957             | 1,672,957                                   | (3,767)                         | 1,669,190             |
| Other comprehensive income/(loss) for period        | -                    | -                               | 1,126,037                            | (3,078)                              | -                     | 1,122,959                                   | 156,128                         | 1,279,087             |
| <b>Total comprehensive income for period</b>        | <b>-</b>             | <b>-</b>                        | <b>1,126,037</b>                     | <b>(3,078)</b>                       | <b>1,672,957</b>      | <b>2,795,916</b>                            | <b>152,361</b>                  | <b>2,948,277</b>      |
| Dividends paid                                      | -                    | -                               | -                                    | -                                    | (375,027)             | (375,027)                                   | -                               | (375,027)             |
| <b>Balances at 30 September 2017 (unaudited)</b>    | <b>1,864,554</b>     | <b>9,605,055</b>                | <b>3,328,152</b>                     | <b>309,168</b>                       | <b>13,220,030</b>     | <b>28,326,959</b>                           | <b>1,040,990</b>                | <b>29,367,949</b>     |
| <br><b>Balances at March 31, 2018 (Audited)</b>     | <br><b>1,864,554</b> | <br><b>9,605,055</b>            | <br><b>1,752,810</b>                 | <br><b>(87,147)</b>                  | <br><b>14,776,222</b> | <br><b>27,911,494</b>                       | <br><b>1,092,253</b>            | <br><b>29,003,747</b> |
| Changes on initial application of IFRS 9 (note 2)   | -                    | -                               | (960,255)                            | -                                    | (570,060)             | (1,530,315)                                 | (13,868)                        | (1,544,183)           |
| <b>Balances at April 1, 2018 (unaudited)</b>        | <b>1,864,554</b>     | <b>9,605,055</b>                | <b>792,555</b>                       | <b>(87,147)</b>                      | <b>14,206,162</b>     | <b>26,381,179</b>                           | <b>1,078,385</b>                | <b>27,459,564</b>     |
| Profit for the period                               | -                    | -                               | -                                    | -                                    | 2,033,746             | 2,033,746                                   | 38,651                          | 2,072,397             |
| Other comprehensive income/(loss) for period        | -                    | -                               | (1,686,878)                          | 390,285                              | -                     | (1,296,593)                                 | (203,847)                       | (1,500,440)           |
| <b>Total comprehensive income/(loss) for period</b> | <b>-</b>             | <b>-</b>                        | <b>(1,686,878)</b>                   | <b>390,285</b>                       | <b>2,033,746</b>      | <b>737,153</b>                              | <b>(165,196)</b>                | <b>571,957</b>        |
| Dividends paid                                      | -                    | -                               | -                                    | -                                    | (440,249)             | (440,249)                                   | -                               | (440,249)             |
| <b>Balances at 30 September 2018 (unaudited)</b>    | <b>1,864,554</b>     | <b>9,605,055</b>                | <b>(894,323)</b>                     | <b>303,138</b>                       | <b>15,799,659</b>     | <b>26,678,083</b>                           | <b>913,189</b>                  | <b>27,591,272</b>     |

# JMMB GROUP LIMITED

## Consolidated Statement of Cash Flows

Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

|                                                                 | Unaudited<br>Six<br>Months<br>Ended<br>30-Sep-18<br>\$'000 | Unaudited<br>Six<br>Months<br>Ended<br>30-Sep-17<br>\$'000 |
|-----------------------------------------------------------------|------------------------------------------------------------|------------------------------------------------------------|
| <b>Cash Flows from Operating Activities</b>                     |                                                            |                                                            |
| Profit for the period                                           | 2,072,397                                                  | 1,669,190                                                  |
| Adjustments for:                                                |                                                            |                                                            |
| Unrealised gains on trading securities                          | (40,519)                                                   | (85,791)                                                   |
| Depreciation and amortisation                                   | 329,677                                                    | 273,260                                                    |
|                                                                 | <u>2,361,555</u>                                           | <u>1,856,659</u>                                           |
| Changes in operating assets and liabilities                     | 18,899,639                                                 | 17,258,147                                                 |
| <b>Net cash provided by operating activities</b>                | <u><b>21,261,194</b></u>                                   | <u><b>19,114,806</b></u>                                   |
| <br><b>Cash Flows from Investing Activities</b>                 |                                                            |                                                            |
| Investment securities, net                                      | (27,533,848)                                               | (8,359,300)                                                |
| Purchase of property, plant and equipment and computer software | (402,769)                                                  | (592,021)                                                  |
| <b>Net cash used in investing activities</b>                    | <u><b>(27,936,617)</b></u>                                 | <u><b>(8,951,321)</b></u>                                  |
| <br><b>Cash Flows from Financing Activities</b>                 |                                                            |                                                            |
| Notes payable                                                   | 7,165,029                                                  | 901,270                                                    |
| Dividends paid                                                  | (440,249)                                                  | (375,027)                                                  |
| <b>Net cash provided by financing activities</b>                | <u><b>6,724,780</b></u>                                    | <u><b>526,243</b></u>                                      |
| <br><b>Net increase in cash and cash equivalents</b>            | <b>49,357</b>                                              | <b>10,689,728</b>                                          |
| <br><b>Cash and cash equivalents at beginning of year</b>       | <u><b>27,837,273</b></u>                                   | <u><b>20,895,153</b></u>                                   |
| <b>Cash and cash equivalents at end of period</b>               | <u><u><b>27,886,630</b></u></u>                            | <u><u><b>31,584,881</b></u></u>                            |

# JMMB GROUP LIMITED

## Notes to the Financial Statements

### Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

## Segment Reporting

|                             | Six-month period ended 30 September 2018 |                                  |           |              |             |
|-----------------------------|------------------------------------------|----------------------------------|-----------|--------------|-------------|
|                             | Financial &<br>Related<br>Services       | Banking &<br>Related<br>Services | Others    | Eliminations | Total       |
|                             | \$'000                                   | \$'000                           | \$'000    | \$'000       | \$'000      |
| External revenues           | 9,036,602                                | 4,552,861                        | 85,605    | -            | 13,675,069  |
| Intersegment revenue        | 849,906                                  | 8,785                            | -         | (858,690)    | -           |
| Total segment revenue       | 9,886,508                                | 4,561,646                        | 85,605    | (858,690)    | 13,675,069  |
| Profit before tax           | 1,469,941                                | 1,321,225                        | 12,618    | -            | 2,803,784   |
| Taxation                    |                                          |                                  |           |              | (731,387)   |
| Profit for the period       |                                          |                                  |           |              | 2,072,397   |
| Total segment assets        | 311,972,143                              | 98,082,596                       | 1,587,679 | (87,470,695) | 324,171,723 |
| Total segment liabilities   | 284,278,863                              | 84,739,529                       | 1,536,689 | (73,974,630) | 296,580,451 |
| Interest Income             | 5,758,866                                | 2,910,246                        | 2,697     | -            | 8,671,809   |
| Operating expenses          | 4,060,934                                | 2,241,257                        | 74,433    | -            | 6,376,624   |
| Depreciation & amortisation | 213,472                                  | 110,505                          | 5,700     | -            | 329,677     |
| Capital expenditure         | 242,847                                  | 100,968                          | 58,953    | -            | 402,769     |

# JMMB GROUP LIMITED

## Notes to the Financial Statements

### Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

## Segment Reporting

|                               | Six-month period ended 30 September 2017     |                                            |                 |                        |                 |
|-------------------------------|----------------------------------------------|--------------------------------------------|-----------------|------------------------|-----------------|
|                               | Financial &<br>Related<br>Services<br>\$'000 | Banking &<br>Related<br>Services<br>\$'000 | Other<br>\$'000 | Eliminations<br>\$'000 | Total<br>\$'000 |
| External revenue              | 8,873,855                                    | 3,311,312                                  | 72,171          | -                      | 12,257,338      |
| Inter-segment revenue         | 623,133                                      | 40,265                                     | -               | (663,398)              | -               |
| Total segment revenue         | 9,496,988                                    | 3,351,578                                  | 72,171          | (663,398)              | 12,257,338      |
| Profit before tax             | 1,927,134                                    | 423,320                                    | (323)           | -                      | 2,350,131       |
| Income tax expense            |                                              |                                            |                 |                        | (680,941)       |
| Profit for the period         |                                              |                                            |                 |                        | 1,669,190       |
| Total segment assets          | 260,442,893                                  | 79,559,580                                 | 1,494,735       | (65,915,094)           | 275,582,114     |
| Total segment liabilities     | 232,992,902                                  | 67,330,670                                 | 1,443,834       | (55,553,241)           | 246,214,165     |
| Interest income               | 5,307,445                                    | 2,521,871                                  | 3,315           | -                      | 7,832,631       |
| Operating expenses            | 3,560,285                                    | 2,036,755                                  | 72,432          | -                      | 5,669,472       |
| Depreciation and amortisation | 187,499                                      | 80,466                                     | 5,295           | -                      | 273,260         |
| Capital expenditure           | 359,790                                      | 205,272                                    | 26,959          | -                      | 592,021         |

# JMMB GROUP LIMITED

## Notes to the Financial Statements

### Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

#### 1. Identification

JMMB Group Limited (the “company”) is incorporated and domiciled in Jamaica. The registered office of the company is located at 6 Haughton Terrace, Kingston 10, Jamaica. The principal activity of the Company is that of holding equity investments in business enterprises.

JMMB Group Limited has interest in several subsidiaries which are listed below. The Company and its subsidiaries are collectively referred to as “Group”.

| Name of Subsidiary                                                              | % Shareholding Held<br>by Parent/Subsidiary |            | Country of<br>Incorporation | Principal Activities                  |
|---------------------------------------------------------------------------------|---------------------------------------------|------------|-----------------------------|---------------------------------------|
|                                                                                 | Parent                                      | Subsidiary |                             |                                       |
| Jamaica Money Market Brokers Limited and its subsidiaries                       | 100                                         |            | Jamaica                     | Securities brokering                  |
| JMMB Securities Limited                                                         |                                             | 100        | Jamaica                     | Stock brokering                       |
| JMMB Insurance Brokers Limited                                                  |                                             | 100        | Jamaica                     | Insurance brokering                   |
| JMMB Real Estate Holdings Limited                                               |                                             | 100        | Jamaica                     | Real estate holding                   |
| Capital & Credit Securities Limited                                             |                                             | 100        | Jamaica                     | Investment holding                    |
| JMMB Fund Managers Limited                                                      |                                             | 99.8       | Jamaica                     | Fund management                       |
| JMMB International Limited                                                      |                                             | 100        | St. Lucia                   | Investment holding and management     |
| JMMB Holding Company Limited, SRL and its subsidiaries                          | 100                                         |            | Dominican Republic          | Investment holding and management     |
| JMMB Puesto de Bolsa, S.A.                                                      |                                             | 80         | Dominican Republic          | Securities brokering                  |
| JMMB Sociedad Administradora De Fondos De Inversion, S.A.                       |                                             | 70         | Dominican Republic          | Mutual fund administration            |
| Banco Rio De Ahorro Y Credito JMMB Bank S.A                                     |                                             | 90         | Dominican Republic          | Savings and loans bank                |
| AFP JMMB BDI S.A.                                                               |                                             | 50         | Dominican Republic          | Pension funds administration services |
| JMMB Bank (Jamaica) Limited                                                     | 100                                         |            | Jamaica                     | Commercial banking                    |
| JMMB Money Transfer Limited                                                     | 100                                         |            | Jamaica                     | Funds transfer                        |
| Jamaica Money Market Brokers (Trinidad and Tobago) Limited and its subsidiaries | 100                                         |            | Trinidad and Tobago         | Investment holding company            |
| JMMB Investments (Trinidad and Tobago) Limited and its subsidiary               |                                             | 100        | Trinidad and Tobago         | Securities brokering                  |
| JMMB Securities (T&T) Limited                                                   |                                             | 100        | Trinidad and Tobago         | Stock brokering                       |
| JMMB Bank (T&T) Limited and its subsidiary,                                     |                                             | 100        | Trinidad and Tobago         | Commercial banking                    |
| Intercommercial Trust and Merchant Bank Limited                                 |                                             | 100        | Trinidad and Tobago         | Merchant banking                      |

# JMMB GROUP LIMITED

## Notes to the Financial Statements

### Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

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## 2. Summary of Significant Accounting Policies

### (a) Basis of preparation

The Group's condensed consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS). The condensed consolidated financial statements should be read in conjunction with the accounting policies as set out in Note 2 and 34 of the audited financial statements for the year ended 31 March 2018.

All amounts are stated in Jamaican dollars unless otherwise indicated.

Effective April 1, 2018, the Group adopted IFRS 9 "*Financial Instruments*". Prior period amounts are in accordance with IAS 39 "*Financial Instruments: Recognition and Measurement*". IFRS 9 has resulted in changes in accounting policies related to the classification, measurement and impairment of financial assets and liabilities.

IFRS 9 sets out requirements for recognizing and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. This standard replaces IAS 39 *Financial Instruments: Recognition and Measurement*. IFRS 9 largely retains the existing requirement in IAS 39 for the classification and measurement of financial liabilities. However, it eliminates the previous IAS 39 categories for financial assets of held-to-maturity, loans and receivables and available for sale.

### (i) Classification and measurement

Under IFRS 9, on initial recognition, a financial asset is classified as measured at amortised cost; fair value through other comprehensive income (FVOCI) – debt instruments; FVOCI – equity; or fair value through profit or loss (FVTPL). The classification of financial assets under IFRS 9 is generally based on the business model in which a financial asset is managed and its contractual cash flow characteristics.

A financial asset is measured at amortised cost if it is held within a business model whose objective is to hold assets to collect contractual cash flows and its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest.

A debt investment is measured at FVOCI if it is held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets and its contractual terms gives rise on specified dates to cash flows that are solely payments of principal and interest.

On initial recognition of an equity investment that is not held for trading, the group irrevocably elects on an investment-by-investment basis to present subsequent changes in the investment's fair value in other comprehensive income (OCI). All financial assets not classified as measured at amortised cost or FVOCI are measured at FVTPL.

There was no effect on the measurement amounts of financial instruments as at April 1, 2018, consequent on the adoption of IFRS 9.

# JMMB GROUP LIMITED

## Notes to the Financial Statements

### Six-month period ended 30 September 2018

(Expressed in Jamaican dollars unless otherwise indicated)

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## 2. Summary of Significant Accounting Policies (continued)

### (a) Basis of preparation (continued)

#### (ii) Impairment of financial assets

IFRS 9 replaces the 'incurred loss' model in IAS 39 with an 'expected credit loss' (ECL model). The new impairment model applies to financial assets measured at amortised cost and debt instruments at FVOCI, but not to investments in equity instruments.

Under IFRS 9, loss allowances are measured on either of the following bases:

- (a) 12-month ECLs: these are ECLs that result from possible default events within the 12 months after the reporting date; and
- (b) Lifetime ECLs: these are ECLs that result from all possible default events over the expected life of a financial instrument.

Lifetime ECL measurement applies if the credit risk of a financial asset at the reporting date has increased significantly since initial recognition and 12-month ECL measurement applies if it has not.

The company has determined that the application of IFRS 9 impairment requirements at April 1, 2018 results in impairment allowance of \$1,544,183,000 on financial assets as follows:

|                                             | <b>\$'000</b>           |
|---------------------------------------------|-------------------------|
| Investment securities and resale agreements | 990,302                 |
| Loans and notes receivable                  | 553,881                 |
|                                             | <u><b>1,544,183</b></u> |

### (b) Basis of consolidation

The consolidated financial statements include the assets, liabilities and results of operations of the company and its subsidiaries presented as a single economic entity.

Subsidiaries are all entities over which the company has the power to govern the financial and operating policies, generally accompanying a shareholding of more than one half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the company controls another entity. Subsidiaries are consolidated from the date on which control is attained by the Group. They are no longer consolidated from the date that control ceases.

Intra-group transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of impairment of the asset transferred. Accounting policies of subsidiaries are consistent with those of the Group.

The Group uses the acquisition method of accounting for business combinations. The cost of acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of exchange. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured at their fair values at the acquisition date, irrespective of the extent of any non-controlling interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognized directly in the consolidated statement of revenue and expenses.

# JMMB GROUP LIMITED

Notes to the Financial Statements

**Six-month period ended 30 September 2018**

(Expressed in Jamaican dollars unless otherwise indicated)

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## 2. Summary of Significant Accounting Policies (continued)

**(c) Earnings per stock unit**

Earnings per stock unit ("EPS") is computed by dividing profit attributable to the equity holders of the parent of J\$2,033,746,000 (2017 – J\$1,672,957,000) by the number of stock units in issue during the period, numbering 1,630,552,532 (2017 – 1,630,552,532).

**(d) Managed funds**

The Group acts as agent and earns fees for managing clients' funds on a non-recourse basis under a management agreement. At 30 September 2018, funds managed in this way amounted to J\$132,242,235,029 (2017 – J\$117,266,345,779).

**(e) Comparative Information**

Where necessary, comparative figures have been reclassified to conform to changes in presentation in the current period.

# JMMB GROUP LIMITED

## Share Ownership of the Directors and Executive Team Leaders

Period ended 30 September 2018

| Directors              | Ordinary Shareholding | Connected Parties  |
|------------------------|-----------------------|--------------------|
| Donna Duncan-Scott     | 7,678,110             | ESOP               |
|                        | 36,776,951            | JVF O.N. LTD       |
|                        | 38,530,103            | CONCISE O.N. LTD   |
| Archibald Campbell     | 18,400                |                    |
|                        | 344,827               | ODETTE CAMPBELL    |
| Keith P. Duncan        | 20,591                |                    |
|                        | 59,965,366            | CONCISE E.I. LTD   |
|                        | 40,311,674            | JVF E.I. LTD       |
|                        | 846,745               | ESOP               |
| V. Andrew Whyte        | Nil                   |                    |
| Wayne Sutherland       | Nil                   |                    |
|                        | 28,540,838            | CONCISE R.I. LTD   |
| Dennis Harris          | 364,277               |                    |
| Dr. Anne Crick         | 5,234                 |                    |
| Hugh Duncan            | 4,828                 |                    |
| Reece Kong             | Nil                   |                    |
| Audrey Welds           | 100,000               |                    |
| Audrey Deer Williams   | Nil                   |                    |
| Andrew Cocking         | 10,000,000            |                    |
| Hugh W. Powell         | 57,800                |                    |
| Patricia Dailey-Smith  | Nil                   |                    |
| Patria-Kaye Aarons     | Nil                   |                    |
| Executive Team Leaders | Ordinary Shareholding | Connected Parties  |
| Donna Duncan-Scott     | 7,678,110             | ESOP               |
|                        | 36,776,951            | JVF O.N. LTD       |
|                        | 38,530,103            | CONCISE O.N. LTD   |
| Keith Duncan           | 20,591                |                    |
|                        | 846,745               | ESOP               |
|                        | 59,965,366            | CONCISE E.I. LTD   |
|                        | 40,311,674            | JVF E.I. LTD       |
| Carolyn DaCosta        | 169,069               |                    |
|                        | 141,515               | ESOP               |
|                        | 3,357                 | CRAIG DACOSTA      |
|                        | 127,169               | DERMOTT DACOSTA    |
|                        | 4,795                 | MERLINE DACOSTA    |
|                        | 5,237                 | AMANDA DACOSTA     |
| Kisha Anderson         | 500,110               |                    |
|                        | 135,219               | ESOP               |
|                        | 25,000                | ELIZABETH THOMPSON |
|                        | 10,000                | REBEKAH HOILETT    |
|                        | 1,500                 | GAIL BARRETT       |
| Paul Gray              | 80                    |                    |
|                        | 763,731               | ESOP               |
|                        | 611,003               | TEVERLY GRAY       |
| Julian Mair            | 239,711               | ESOP               |
| Patrick Ellis          | 239,872               | ESOP               |
| Janet Patrick          | 18,432                |                    |
|                        | 854,461               | ESOP               |
| Hugh Duncan            | 4,828                 |                    |
| Damion Brown           | 210,677               | ESOP               |
| Kerry Ann Stimpson     | 780,032               | ESOP               |
| Claudine Tracey        | 908,000               | ESOP               |
| Peta-Gaye Bartley      | 847,260               | ESOP               |
| Gregory Hines          | Nil                   |                    |

# JMMB GROUP LIMITED

Top 10 Largest Shareholders of the JMMB Group

Period ended 30 September 2018

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| Name of Shareholder                       | Number of Shares   | Percentage Ownership |
|-------------------------------------------|--------------------|----------------------|
| NCB CAPITAL MARKETS (IN ESCROW)           | 326,277,325        | 20.01%               |
| TRUSTEES JMMB ESOP                        | 149,238,338        | 9.15%                |
| COLONIAL LIFE INSURANCE CO (TRINIDAD) LTD | 103,453,776        | 6.34%                |
| PANJAM INVESTMENTS LIMITED                | 100,800,000        | 6.18%                |
| NATIONAL INSURANCE FUND                   | 79,672,997         | 4.89%                |
| CONCISE E.I. LTD                          | 59,965,366         | 3.68%                |
| SJIML A/C 3119                            | 56,372,550         | 3.46%                |
| JVF O.E. LTD                              | 44,484,372         | 2.73%                |
| JVF E.I. LTD                              | 40,311,674         | 2.47%                |
| CONCISE O.N. LTD                          | 37,530,103         | 2.30%                |
| <b>Total</b>                              | <b>998,106,501</b> | <b>61.21%</b>        |