

**General Information**

**Name:**

Banco de los Trabajadores -Bantrab-

**Industry:**

Financial services

**Location:**

Avenida Reforma 6-20 Zona 9, Guatemala, Guatemala

**Website:**

[www.bantrab.com.gt](http://www.bantrab.com.gt)

**Guatemala's Rating**

Fitch: BB+

Moodys: Ba1

**Bantrab International Rating (long term)**

Fitch: BB-

**Rating Bantrab Senior Trust:**

Fitch: BB-

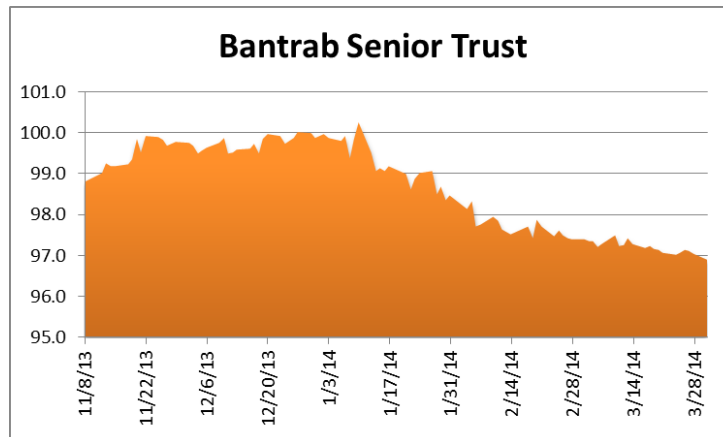
Moodys: Ba3

**Branches & ATM'S:**

125 Branches

ATM's: 2433 (17 Own and 2,416 affiliated network)

**Market information**



Prices	03/31/2014
Last	96.91
Min 03/31/14	96.91
Average	98.66
Max 01/10/14	100.27

Source: Bloomberg

**Financial indicators**

**Financial Information (US\$ Million)\***

	2012	2013	Q1 13	Q1 14
Total assets	1,217.9	1,602.1	1,268.3	1,688.5
Liquid Assets	481.9	703.1	475.8	716.8
Total net loans	672.3	822.1	722.0	887.3
Performing loans	678.8	827.8	726.9	890.8
Non Performing loans	16.8	12.1	21.0	12.8
Allowance for loans	(23.3)	(17.7)	(26.0)	(16.3)
Total liabilities	1,113.2	1,464.4	1,169.9	1,545.8
Total deposits	1,002.2	1,207.8	1,062.2	1,269.4
Stockholders' Equity	104.7	137.7	98.5	142.7

**Principal Results (US\$ Million)\***

	2012	2013	Q1 13	Q1 14
Net interest income	120.3	139.6	27.3	24.3
Total operating income	125.4	144.5	28.3	32.5
Administrative expenses	(77.0)	(89.3)	(17.5)	(20.5)
Other incomes and expenses, net	(21.8)	(13.6)	(7.0)	(2.0)
Income tax	(10.0)	(14.3)	(3.0)	(3.0)
Net income	16.6	27.3	0.8	7.0

\*Data expressed in U.S. Dollar. To translate from Quetzales to U.S. dollar the exchange for the end year is: 7.90230 per US\$1.00 for 2012, Q.7.84137 per US\$1.00 for 2013 and for the end quarter is: Q.7.77744 per US\$1.00 for March 31th, 2013 and Q.7.72782 per US\$1.00 for March 31th, 2014, all published by the Guatemalan Central Bank [www.banguat.gob.gt](http://www.banguat.gob.gt)

**Contact**

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	Annual 2012	2013	Quarter Q1 13	Q1 14
<b>A Profitability</b>				
A.1 Return on average total assets <sup>(1)</sup>	1.5%	1.9%	0.1%	0.5%
A.2 Return on average shareholder's equity <sup>(2)</sup>	17.2%	22.4%	0.9%	5.8%
A.3 Net Interest margin <sup>(3)</sup>	11.9%	10.9%	2.3%	1.6%
<b>B Efficiency</b>				
B.1 Efficiency ratio <sup>(4)</sup>	61.4%	61.8%	61.8%	63.2%
B.2 Operating expences/average total assets	7.0%	6.5%	0.2%	1.2%
B.3 Fees, commisions and other income/operating income <sup>(5)</sup>	7.2%	6.8%	13.6%	37.2%
<b>C Liquity</b>				
C.1 Liquid assets/total deposits <sup>(6)</sup>	45.2%	58.2%	44.8%	55.7%
C.2 Liquid assets/total assets <sup>(7)</sup>	37.2%	43.9%	37.5%	41.9%
C.3 Loans/total deposits	67.4%	68.1%	68.0%	69.9%
<b>D Capitalization</b>				
D.1 Stockholder's equity as a % of total assets	8.6%	8.6%	7.8%	8.5%
D.2 Tier 1 capital as a % of risk-weighted assets	10.3%	11.3%	10.4%	12.4%
D.3 Capital ratio <sup>(8)</sup>	12.7%	13.7%	12.5%	13.2%
<b>E Credit quality data</b>				
E.1 Non performing loans/loans	2.4%	1.4%	2.8%	1.4%
E.2 Allowance for loan loses /loans	3.4%	2.1%	3.5%	1.8%
E.3 Allowance for loan loses /non performing loans:	138.9%	147.1%	123.6%	127.7%

- (1) Net income for the period divided by the average of the end of period and end of prior period total assets.  
(2) Net income for the period divided by the average of the end of period and end of prior period total stockholders' equity  
(3) Financial margin divided by average interest-earning assets. Average interest-earning assets are determined on an annualized basis, based on beginning and end-of-monthly balances.  
(4) Refers to the period's total administrative expenses divided by the period's total operating income.  
(5) Refers to fees, commissions and other income divided by operating income.  
(6) Refers to cash and cash equivalents and investments divided by total deposits.  
(7) Refers to cash and cash equivalents and investments divided by total assets.  
(8) Refers to the end of period net capital as a percentage of risk-weighted assets.