## General Information

## Name:

Banco de los Trabajadores Etantrab-

## Industry:

Financlal services

## Location:

Avenida Reforma 6-20 Zona 9,
Guatemala, Guatemala

## Website:

www.bantrab.com.gt
Guatemala's Rating
Fitch: BB (Estable)
Moodys: Ba1 (Estable)

## Bantrab International Rating (long therm)

Fitch: B+ (Positiva)
Moodys: B3 (Positiva)
Rating Bantrab Senior Trust:
Fitch: B+
Moodys: Caa1
Branches \& ATM'S:
155 Branches
ATM's: 3,946 (16 Own and 3,929 affiliated network)

| Financial Information (US\$ Million)* |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  |  | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | Q3 17 | Q3 18


| Principal Annual Results (US\$ Million)* |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | 2016 | $\mathbf{2 0 1 7}$ | Q3 17 | Q3 18 |
|  | 163 | 194 | 144 | 142 |
| Net interest income | 198 | 223 | 166 | 149 |
| Total operating income | $(118)$ | $(130)$ | $(100)$ | $(84)$ |
| Administrative expenses | $(11)$ | $(16)$ | $(9)$ | $(11)$ |
| Other incomes and expenses, | $(11)$ | $(10)$ | $(7)$ | $(5)$ |
| Income tax | 58 | 67 | 50 | 49 |
| Net income |  |  |  |  |

*Data expressed in US dollars. To translate from Quetzales to US dollars, the change for the final year is: Q. 7.52213 for US $\$ 1.00$ for 2016; Q. 7.34477 for US $\$ 1.00$ for 2017 and for the final quarter is: Q .7 .34427 for US $\$ 1.00$ for September 30, 2017 and Q. 7.70206 for US $\$ 1.00$ for September 30, 2018, al published by the Central Bank of Guatemala www.banguat. gob.gt

## Market information



Source: Bloomberg

## Financial Indicators

|  | Annual |  | Quarter |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | Q3 17 | Q3 18 |
| A Profitability |  |  |  |  |
| A. 1 Return on average total assets ${ }^{(1)}$ | 2.5\% | 2.5\% | 1.9\% | 1.7\% |
| A. 2 Return on average shareholder's equity ${ }^{(2)}$ | 25.1\% | 23.6\% | 18.1\% | 15.7\% |
| A. 3 Net Interest margin ${ }^{(3)}$ | 7.3\% | 7.5\% | 5.7\% | 5.1\% |
| B Efficiency |  |  |  |  |
| B. 1 Efficiency ratio ${ }^{(4)}$ | 59.8\% | 58.2\% | 60.3\% | 56.5\% |
| B. 2 Operating expences/average total assets | 5.0\% | 4.8\% | 3.8\% | 2.8\% |
| B. 3 Fees, commisions and other income/operating income ${ }^{(5)}$ | 22.2\% | 17.1\% | 17.1\% | 10.3\% |

## C Liquity

|  | C. 1 Liquid assets/total deposits ${ }^{(6)}$ | $48.2 \%$ | $51.6 \%$ | $50.8 \%$ |
| :--- | :--- | :--- | :--- | :--- |
| $54.6 \%$ |  |  |  |  |
| C. 2 Liquid assets/total assets ${ }^{(7)}$ | $37.9 \%$ | $41.0 \%$ | $40.1 \%$ | $43.8 \%$ |
| C. 3 Loans/total deposits | $73.0 \%$ | $69.0 \%$ | $70.9 \%$ | $65.6 \%$ |


| D Capitalization |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| D.1 Stockholder's equity as a \% of total assets | $10.1 \%$ | $10.7 \%$ | $10.7 \%$ | $10.7 \%$ |
| D.2 Tier 1 capital as a \% of risk-weighted assets | $11.9 \%$ | $12.8 \%$ | $13.1 \%$ | $13.5 \%$ |
| D.3 Capital ratio ${ }^{(8)}$ | $14.7 \%$ | $17.1 \%$ | $16.8 \%$ | $18.0 \%$ |


| E Credit quality data |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| E. 1 Non performing loans/loans | $2.7 \%$ | $2.9 \%$ | $3.1 \%$ | $2.0 \%$ |
| E. 2 Allowance for loan loses /loans | $3.7 \%$ | $3.0 \%$ | $3.2 \%$ | $2.0 \%$ |
| E.3 Allowance for loan loses /non performing loans | $138.1 \%$ | $103.8 \%$ | $103.6 \%$ | $101.7 \%$ |

## Contact

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felipe duarte@bantrab.net.gt
(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.

